





Is Your Dealership Prepared for Contactless Car Buying?

Introducing Cottrell's Final Mile Solution—1-car, 2-car and enclosed compact delivery units perfect for home delivery services.

With the acceleration of contactless shopping due to the pandemic—and the entrance of online-only dealers—**consumers have increased expectations for their car buying experience and dealer services like delivery.**

In a recent study, less than a third of younger consumers prefer conducting car sales and aftersales in person at a dealership. Those same consumers were even more interested in contactless services with half of them willing to pay extra for services like contactless delivery to their door.

While home delivery might have once been considered a luxury, it's quickly becoming a customer expectation. **As a leader in the auto industry, Cottrell is invested in ensuring our dealership partners are prepared for the future.**

Trust Cottrell to Meet Your Emerging Needs

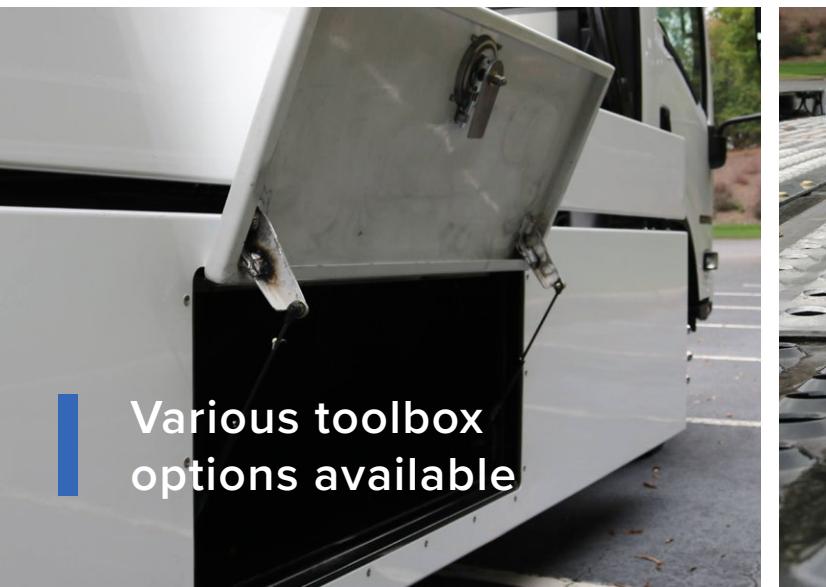
Cottrell is the industry leader in over-the-road car haulers and equipment. We have earned this distinction through **innovative products and a relentless desire to surpass our customers' expectations** throughout the buying process.

As innovators, we're proud of our drive to deliver cutting-edge products for changing dealership needs as well as the more than 10 patents we hold in effect on our equipment. Backed by four decades of experience, **Cottrell is the expert you can rely on when it comes to truck mounted bodies and car trailer solutions.**

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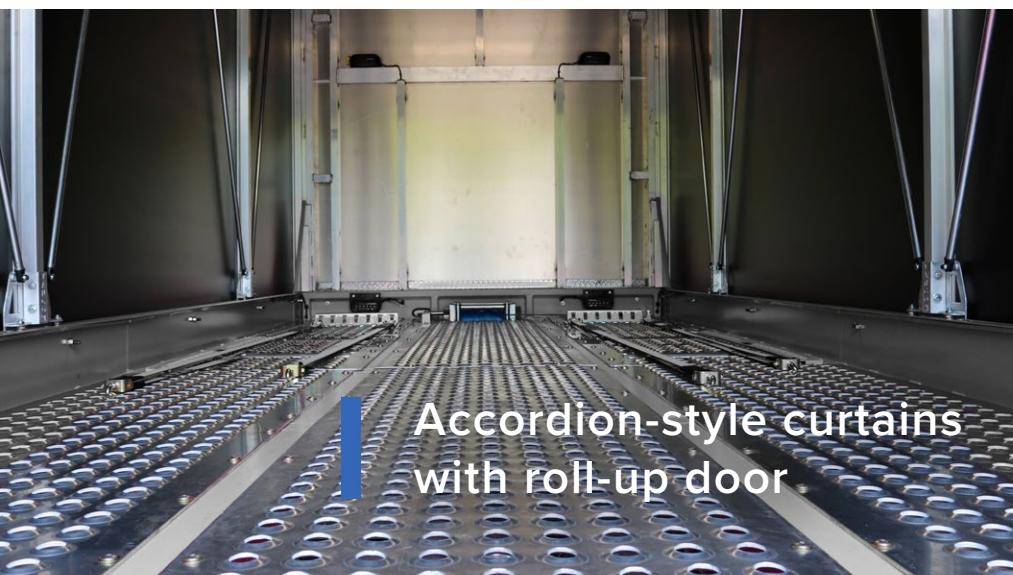
Taper at the rear for easy vehicle approach angle



Various toolbox options available



Poached traction surfaces



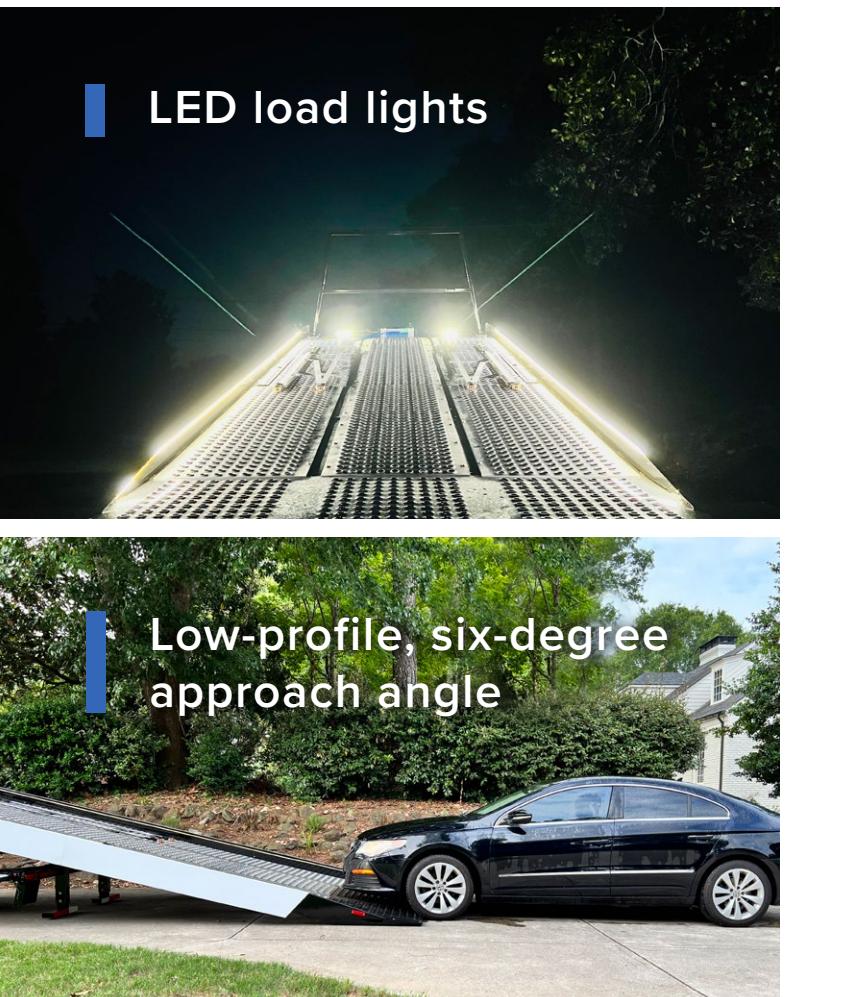
| An Investment in Your Future

For many, the idea of owning car delivery equipment at the dealership is new. **Cottrell understands that.**

It's why we aren't talking about the traditional trailer hauled by a Class 7 or Class 8 tractor. With a GVWR of less than 26,000 lbs., a Cottrell Final Mile Solution is the perfect option for dealer-owned delivery units. This GVWR sits below the threshold requiring a CDL, allowing anyone within the organization with a driver's license to operate, drive and deliver using a new Cottrell delivery unit.

Investing in a Final Mile Solution allows dealers to more efficiently deliver vehicles while removing the need for a 'chase car' as well as costs incurred by dealerships from hiring a tow company to deliver on their behalf.

These efficiencies, along with the low-cost maintenance of the delivery equipment, make owning a Cottrell Final Mile Solution the economical option for home delivery.



LED load lights

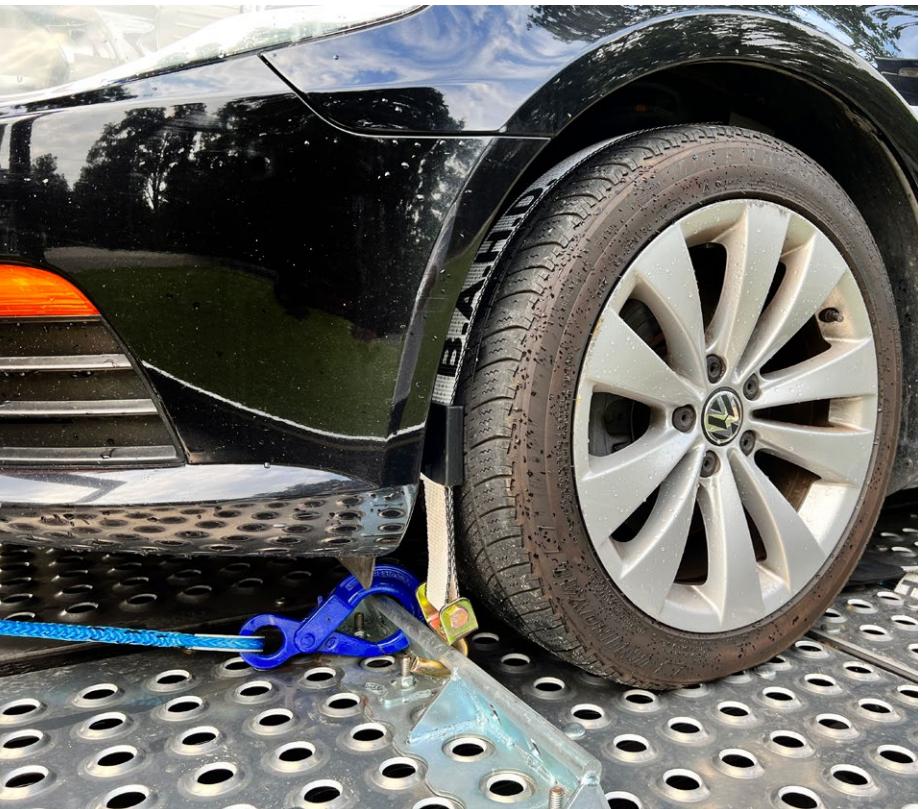
Low-profile, six-degree approach angle

Cottrell Final Mile Solution

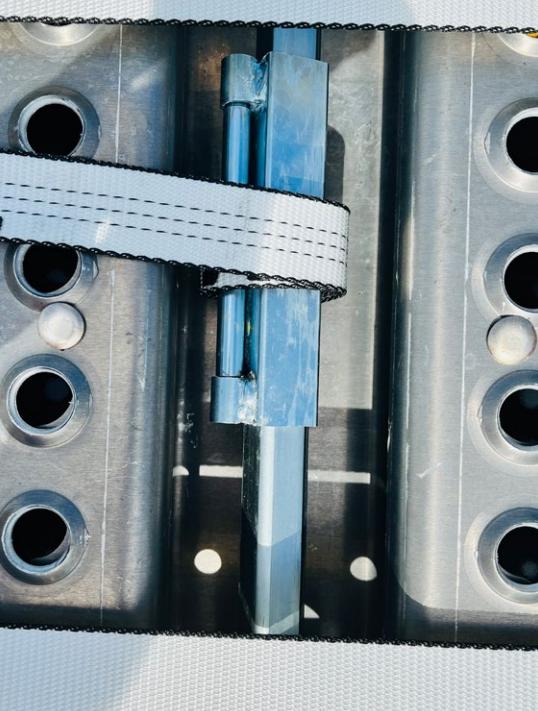
Cottrell's white glove home delivery unit includes features that improve both the operator and customer experience.

Unlike traditional tow trucks, the Cottrell unit has integrated ratchets for securing vehicles which is compliant with original equipment manufacturer's regulations.

During night-time loading and unloading scenarios, highly noticeable LED light strips and single component lights illuminate the loading deck for maximized visibility by onlookers as well as the operator.



Integrated hand-ratchet system



Incremental Opportunities in Ownership

In addition to meeting changing customer preferences and providing a great customer experience, **owning a custom-branded unit for car delivery provides an ongoing advertising opportunity.**

On average, acquiring rolling billboards as part of a dealer advertising plan can cost \$3,000 to \$5,000 to design and produce and then about \$2,000 to \$3,000 a month for space rental on the side of a truck or trailer. With a branded truck, the dealership will gain thousands of advertising impressions without spending another dollar.

Those impressions continue to increase when you consider the additional opportunities for exposure created through customer services like vehicle maintenance pick-up and delivery.

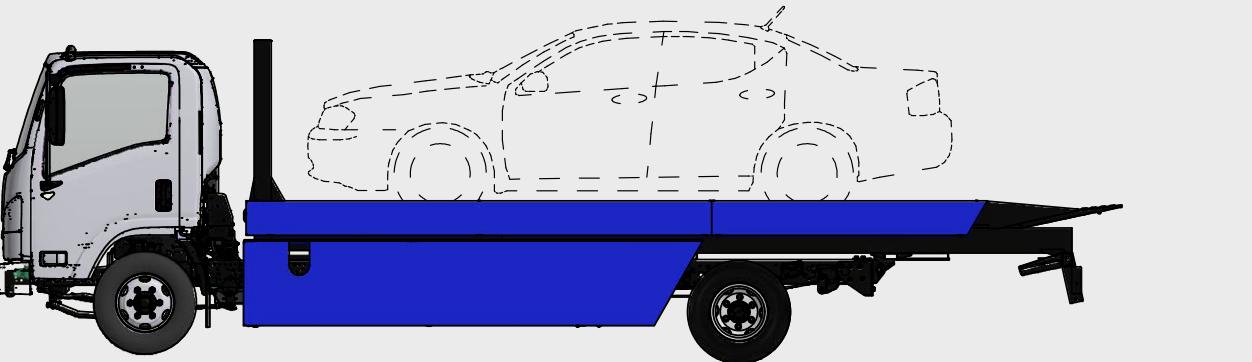
Benefits of owning a Final Mile Solution:

- Economical approach to car delivery
- No CDL required, vehicles are easily operated by anyone on staff
- Additional advertising opportunity
- Ability to provide additional services like pick-up and drop-off car servicing



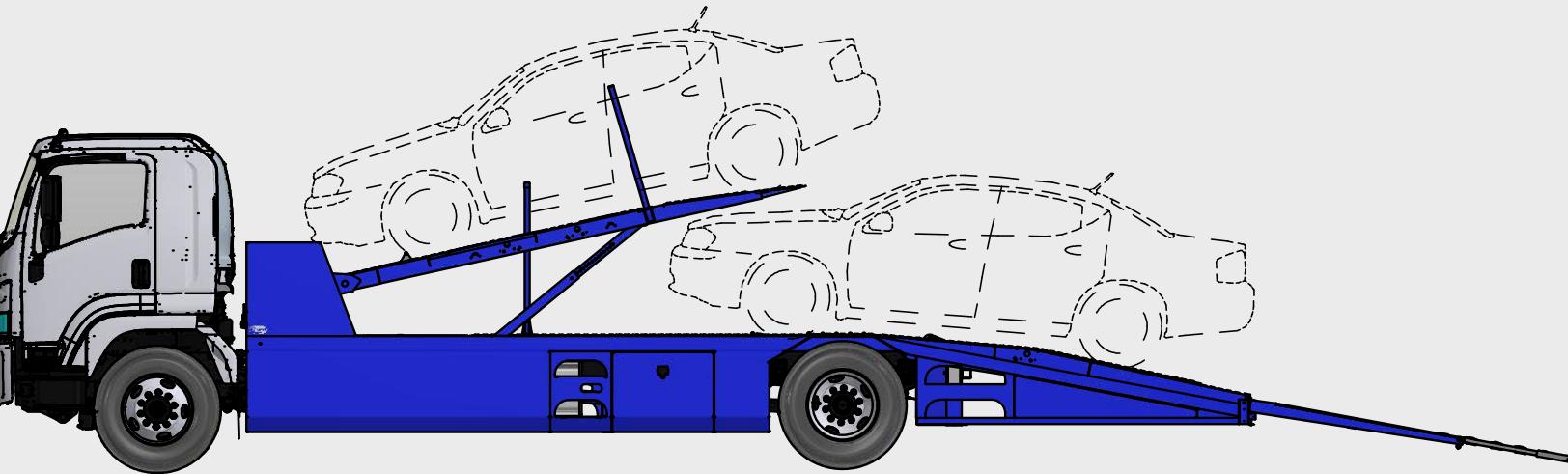
Unit Features

In addition to existing 1-car, 2-car and enclosed solutions, Cottrell is happy to partner on custom solutions to meet specific needs. Delivery units fit a variety of trucks including some already found on a dealership lot.



1-car unit

- Three easy steps for quick setup
- Round pooches for increased traction
- Tapper at the rear for easy vehicle approach angle
- Four built-in vehicle securement straps
- $\frac{1}{4}$ " aluminum decking
- Full length LED lighting
- Automatic step assembly for ingress and egress



2-car unit

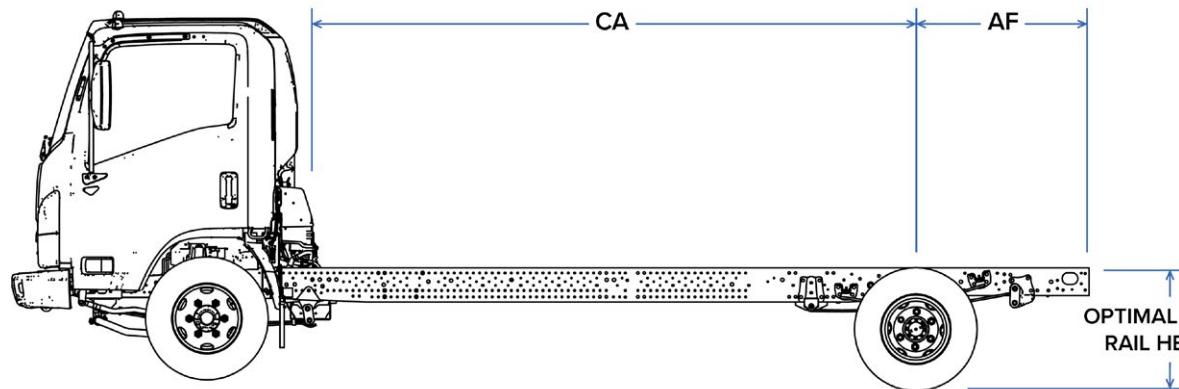
- Unit is outfitted with aluminum deck side panels and lower body panels for branding purposes
- Various toolbox options (i.e. no toolbox, 1 toolbox, either D/S or C/S, or 2 toolboxes)
- Hydraulic controls
- Optional winch
- Optional rear camera
- Optional curtains
- Round pooches for increased traction
- Rear of deck provides low approach angle with hydraulic slide and aluminum flippers
- $\frac{1}{4}$ " aluminum decking
- Eight built-in vehicle securement straps
- Various toolbox options (i.e. no toolbox, 1 toolbox, either D/S or C/S, or 2 toolboxes)
- Hydraulic controls
- Bed is outfitted with aluminum body panels for branding purposes
- Optional rear camera

Recommended Tractor Specifications

2-Car Specifications	
GVWR	26,000 lbs
RBM*	1,000,000 in/lbs
CA**	198–204"
AF	44" min.
Hydraulic System	PTO or Electric
Auxiliary Dash Switches Required	2 min.
Suspension and Tires***	Air: 34–37" tire diameter
Optimal Framerail Height***	34–38"

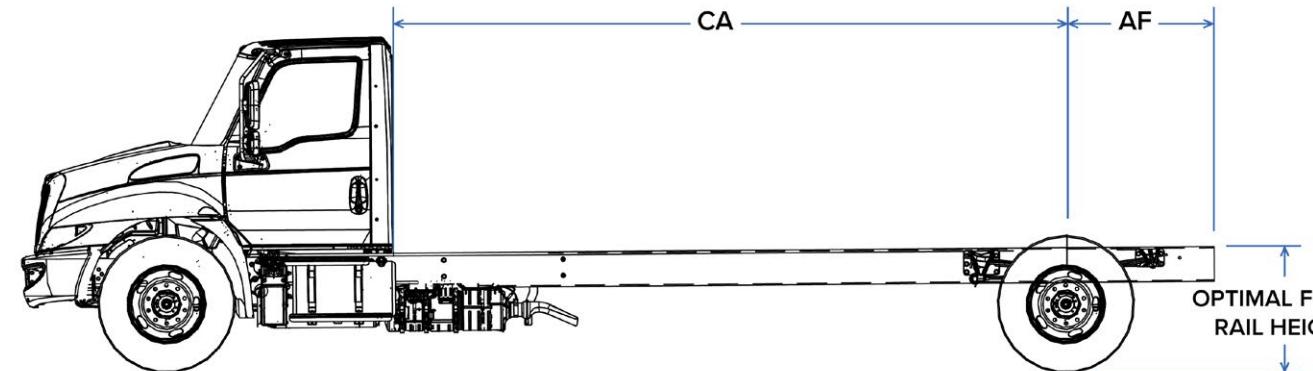
1-Car Specifications	
GVWR	19,500 to 26,000 lbs
RBM*	600,000 in/lbs
CA**	150–156"
AF	44" min.
Hydraulic System	PTO only
Auxiliary Dash Switches Required	2 min.
Suspension and Tires***	Leaf Spring: 32–35" tire diameter
	Air: 32–35" tire diameter
Optimal Framerail Height***	Leaf Spring: up to 34"
	Air: 32–35"

1-car unit:



Cabover or conventional cab can be used as the chassis for either model.

2-car unit:



* Consult Cottrell if tractor's RBM is lower than listed in this document. Additional framerail reinforcement may be required.

** CA range is based on a clear back of cab with no tractor componentry hindering the mounting of the delivery unit's structure. If componentry infringes on this range, refer to the tractor manufacturer's effective CA.

*** Deck height and load angle are determined by a combination of tire size, suspension type, air ride setting, and framerail cross section. Air suspension is preferred to obtain the best possible loading scenario.

This document is for recommendation only, consult Cottrell for final tractor specifications.



Ready to discuss?
Find us online or give us a call.

cottrelltrailers.com | (866) 299-2690 | (770) 532-7251