



DALLAS SMITH CORP.[®]

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Wendy Mehringer
(317) 257-5225, x-16
wendy@willowmarketing.com

Salinas Valley Ford Takes Delivery of its First Low Floor Commercial Truck from Dallas Smith Corp.

The Boss Van™ design addresses the rising workers compensation claims in the delivery industry

Salinas, Calif.— Salinas Valley Ford customers are among the first in the country to see the newest product developed for the commercial truck industry – the Boss Van™, a low floor commercial truck engineered by Dallas Smith Corp. exclusively for use with Ford Super Duty Trucks. The southern California dealer ordered one Boss Van™ as a demo to introduce the revolutionary product to the local market.

The Boss Van™ takes Ford Super Duty trucks through a low floor conversion process where the rear chassis frame of a standard F-450/550 is replaced with a low floor Z-Frame™. When bodied up as a box truck, the new, lower chassis results in an 8-inch ground clearance.

“The people at Dallas Smith (Corp.) have something good here,” said Karl Bathke, the commercial trucks manager at Salinas Valley Ford who requested the purchase of the Boss Van™. “There is a market for the van and every market has to be somehow developed. I committed to the product and bought a demo vehicle. My customers don’t know what their options are unless they happen to see it on our lot.”

The Boss Van™ incorporates Dallas Smith Corp.’s exclusive Wide - Trac™ Axleless® air ride suspension. Delivery times decrease with low floor trucks as do operator workers compensation claims associated with injuries from heavy lifting and from slips and falls. The lowered center of gravity on the front-wheel drive vehicles betters the handling and stability. The lower overall vehicle height improves fuel economy.

“For the cost of one workers comp claim, our customers can buy two or three trucks,” Bathke said.

Dallas Smith Corp. first brought low floor capabilities to the heavy-duty truck market, engineering the Axleless® suspension for dump trucks, military command vehicles and commercial trailers. The Z-Frame™ rear chassis used on the Boss Van™ now brings that same technology to commercial vehicles.

“To grow the market for the Z-Frame™ cab chassis, we rely on the commitment of progressive, customer-oriented Ford Trucks dealers throughout the country,” said Jud Smith, vice-president of Dallas Smith Corp. “Salinas Valley Ford understands the positive impact that our low floor vehicles can have on the end user – their customer. They want to be the dealer responsible for delivering that capability.”

Other applications for the Z-frame™ cab chassis on Ford Super Duty F-450/550 trucks include ambulances, utility units, first response vehicles and shuttle buses.

Dallas Smith Corporation has driven automotive innovation for more than 50 years. The company’s latest contributions – Z-Frame™ and Axleless® suspensions – enable low floor systems on vehicles in Class II through Class VII. Dallas Smith founded the company in 1954. The company remains family-owned and operated. For more information on Dallas Smith Corporation, visit the company online at www.dallassmithcorp.com or call the office at 765-653-1715.

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