

Customer Needs Assessment

Worksheet

Step 1
Tongue Weight Calculation

Trailer Weight: _____ lbs.
Trailer Contents: + _____ lbs.
Total: = _____ lbs.
x _____ .15(.25)¹
Tongue Weight: = _____ lbs.

¹Fifth-wheel application

Step 2
Payload Calculation

Cargo: _____ lbs.
Options: + _____ lbs.
People: + _____ lbs.
Tongue Weight: + _____ lbs.
Hitch Weight: + _____ lbs.
Payload: = _____ lbs.
Payload < Max Payload Rating _____ lbs.

Step 3
Select Tentative Truck to Meet Payload GVW Requirements

Payload: = _____ lbs.
Curb Weight: + _____ lbs.
GVW: = _____ lbs.

GVW < GVWR: _____ lbs.
GVW must be less than GVWR

Step 4
Gross Combination Weight (GCW) Calculation

GVW: _____ lbs.
Tongue Weight: (-) _____ lbs.
Adjusted GVW: + _____ lbs.
Trailer Weight and Trailer Contents: + _____ lbs.
GCW: = _____ lbs.
GCW < GCWR: _____ lbs.
GCW must be less than GCWR