

## Census Issues Final Count

# 234,287 Complete Trailers Built in 1994

TRAILER manufacturers built more truck trailers in 1994 than previously counted. In particular, they built more refrigerated vans, more dry bulk and tank trailers, and more auto transporters than reported in the preliminary monthly totals issued during the year. Van trailers, however, had been overcounted in previous reports.

The new official number is 234,287 complete trailers shipped during 1994. The annual report issued by the Bureau of Census, Department of Commerce, contains corrections of earlier monthly reports that often estimated shipment totals when insufficient monthly reports were received from trailer manufacturers. The new total is 3% above the previous monthly reports, and is 26% above the 185,741 trailers shipped in 1993.

Refrigerated van shipments were particularly strong. Manufacturers shipped 27,183 reefers in 1994. That is 2,000 more than previously reported and 6,000 more than were built in the previous year. Refrigerated van production in 1994 was 28% above the 1993 level.

Manufacturers shipped 2,665 dry bulk tankers in 1994. That number is five times the cumulative monthly total reported during 1994 and 2½ times the 1,057 dry bulkers built in 1993.

Liquid bulk tank trailers were seriously underreported during the year also. Instead of a decline in tanks as the monthly reports indicated, tank trailer shipments in 1994 were 4,758, which is a 23% increase over 1993. Flammable liquid tanks were 60% above previous reports. The 1,650 liquid flammable tanks were 20% above 1993 shipments.

Auto transporters went largely uncounted during the year. The 1,766 auto haulers in the annual report were five times the cumulative monthly reports and 34% above 1993 shipments.

Platforms recorded a strong year—up 33% at 21,459 units. Lowbeds had an even greater increase over 1993—up 57% at 10,708 shipments during 1994. And the 10,710 dump trailers built in 1994 were 49% better than the 1993 level. Even livestock trailers recorded a big increase of 47% over 1993 production instead of the 48% decline previously reported. The official 1994 Census report shows 2,773 enclosed livestock trailer shipments.

In addition to refrigerated vans, most other vans recorded big increases over 1993. Dropframe vans doubled shipments to 6,681 units. Dry freight aluminum vans under 30 feet in length were up 58% and the long vans were up 28%. Census reported 14,353 short pup trailers and 98,915 long aluminum vans (4,000 fewer than previously reported during the year).

The big loser in 1994 was in the category called FRP vans. Shipments of these fiberglass-reinforced-plastic-over-plywood vans were estimated during the year to continue at about their 1993 level. However, the final report shows that only 10,532 FRP vans were shipped during 1994, down 7,300 units or 41% from 1993.

Among incomplete trailers, container production increased 41% to 17,271 in 1994. Container chassis increased

### 1994 Trailer Shipments Vs 1993

	1994	1993	Change
<b>Complete Trailers</b>	<b>234,287</b>	<b>185,741</b>	<b>26%</b>
Refrigerated Vans	27,183	21,195	28%
Semi-insulated Vans	1,179	1,554	-24%
Dropframe Vans	6,681	3,334	100%
Livestock Vans	2,773	1,891	47%
Dry Freight Vans	129,182	107,008	21%
Steel	5,382	2,963	82%
Aluminum	113,268	86,202	31%
Under 30 feet	14,353	9,112	58%
Over 30 feet	98,915	77,090	28%
FRP	10,532	17,843	-41%
Open Tops & Grain	7,239	6,782	7%
Liquid Tank Trailers	4,758	3,877	23%
Flammable Liquids	1,650	1,379	20%
Chemicals & Acids	2,131	1,707	25%
Asphalt	412	380	8%
Food & other	565	411	37%
Dry Bulk Tanks & Hoppers	2,665	1,057	152%
Pole & Logging Trailers	982	937	5%
Platforms	21,459	16,102	33%
Lowbed Heavy Haulers	10,708	6,810	57%
Under 40-ton Capacity	8,195	4,729	73%
Over 40-ton Capacity	2,513	2,081	21%
Dump Trailers	10,710	7,210	49%
Auto Transporters	1,766	1,315	34%
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Detachable Containers			
& Chassis	60,168	37,690	60%
Containers	17,271	12,207	41%
Chassis	42,897	25,483	68%
Dollies & Converter Gear	2,986	2,486	20%

even more. Total chassis shipments in 1994 were 42,897, up 68% from 1993.

The ratio of containers to chassis in 1994 was between one-to-three and one-to-two. More precisely, containers were 29% of the production of detachable trailers in 1994, and chassis were 71%. In 1993, the ratio was definitely one-to-two. That is, containers were 32% of the detachable trailers built in 1993, and chassis were 68%.

Production of dollies and converter gear increased 20% in 1994 to 2,986 units.

Truck trailer manufacturing in 1994 became a \$4-billion industry for the first time. The wholesale value of complete trailer shipments in 1994 was \$4.1 billion, compared to \$3.1 billion in 1993. When detachable containers, chassis, and converter dollies are added in, the total wholesale value of all trailer shipments was \$4.6 billion in 1994.

The average value of specific types of trailers seems to have increased in 1994. For example, fully insulated van trailers averaged \$22,834 in 1994, a 1% increase over the 1993 average, which was also a 1% increase over the 1992 average insulated trailer value.

In general, average values have to be treated carefully because of the many unknown factors that can skew the results.