2014 Top 25 Trailer Manufacturers Increase Output 20%

THE 25 largest truck-trailer manufacturers in North America (plus three runners-up) produced 291,506 complete trailers in calendar year 2014. This is 20 percent more than the same trailer builders produced in 2013 and a new record for the 21st century.

However, it is not an all-time record. That honor belongs to the year 1999, when the 25-plus manufacturers built 301,864 trailers and another 37,849 container chassis, for a total of almost 340,000 complete trailers.

Almost all (22 of the 28 companies participating) reported increased production in 2014. These ranged from a high of 53% increase and several with 45% increases. Ten companies exceeded the "industry average" of 20% increase. Only six companies reported no change or a decrease in numbers of trailers produced.

The three largest trailer manufacturers produced nearly half (49.6%) of the trailers built by the group of Top 25-plus. The ten largest companies built 86.5% of the trailers in this Top 25 study.

The trailer totals reported here cannot be compared directly with other domestic surveys that do not also include Canadian and Mexican assembly plants. This survey does not attempt to report on the many small manufacturing companies located throughout North America.

This *Trailer/Body Builders* survey is made by telephoning a member of the management team at each manufacturing company. The ranking of the companies does not necessarily reflect their relative success in terms of profitability or revenue received, but only the number of trailers manufactured. The dollar value of a trailer can vary greatly depending on design, type of construction, materials used, and quality level.

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Top 25 Trailer Manufacturers Increase Output 20%



Name	anulacturers increase output 20%				
1 Wabash National Dry-freight vans—45,450 Reefers—3,300 Flatbeds—3,850 Tanks—3,550 In 2014, Wabash also manufactured 1,200 converter dollies and 400 non-trailer tank bodies)	2014 Top 25 North American truck-trailer OEMs				
Dry-freight vans—45,450 Reefers—3,300 Flatbeds—3,850 Tanks—3,550 (In 2014, Wabash also manufactured 1,200 converter dollies and 400 non-trailer tank bodies) 2 Great Dane Limited Partnership 47,500 44,000 3 Utility Trailer Manufacturing 40,893 38,628 Refrigerated—20,949 Dry freight—17,177 Platform, curtainside—2,787 4 Hyundai Translead 38,251 27,671 Dry freight—31,231 Refrigerated—2,502 Container chassis—4,380 Platform—138 (Also produced 1,011 converter dollies and 700 domestic containers) 5 Vanguard National Trailer Corp and CIMC 28,374 19,542 Dry freight—9,758 Refrigerated—1,936 Domestic chassis—12,409 ISO chassis—4,271 16,000 12,000 Truck-trailers—13,000 Container chassis—3,000 also storage containers—450 Truck-trailers—13,000 Container chassis—3,000 also storage containers—450 Refrigerated—1,958 Refrigerated—1,936 Domestic chassis—12,409 Wilson Trailer Company 7,268 5,342 Wilson Trailer Company 7,268 5,342 Wilson Trailer Company 7,268 5,342 Wilson Trailer International, Co. 4,900 3,200 Petroleum tank trailers—1,500 Crude oil—700 Dry Bulk—1,800 Stainless steel—100 Lowbed trailers—800 Left Trailer Manufacturing 4,200 3,526 (Also produced 92 truck bodies) Strick Corporation 3,800 3,500 Dry freight—1,800 Platform—200 Container chassis—1,800 Left Set Manufacturing (formerly Road Systems) 2,933 2,877 New van trailers—1,466 Refurbished vans—1,467 East Manufacturing Co. 2,735 2,253 Paltforms—1,113 Dump trailers—1,259 Refuse transfer—363 Refrigerated—1,113 Dump trailers—1,259 Refuse transfer—363 Western Trailer 1,405 971 Tremcar 1,135 1,498 (Also 450 light-duty tag trailers) 1,004 895 Z3 Kentucky Trailer 1,284 1,364 Felling Trailers 1,284 1,364 Felling Trailers 1,284 1,364 Felling Trailers 1,284 1,364 Felling Trailers 1,287 1,004 Felling Trailers 1,006 1,006 Felling Trailers 1,006 1,006 Felling	Rank	Company	2014	2013	
(in 2014, Wabash also manufactured 1,200 converter dollies and 400 non-trailer tank bodies)	1	Wabash National	56,150	46,000	
3		(In 2014, Wabash also manufactured 1,200 converter dollies a			
Refrigerated—20,949 Dry freight—17,177 Platform, curtainside—2,787 4 Hyundai Translead 38,251 27,671 Dry freight—31,231 Refrigerated—2,502 Container chassis—4,380 Platform—138 (Also produced 1,011 converter dollies and 700 domestic containers) 5 Vanguard National Trailer Corp and CIMC 28,374 19,542 Dry freight—9,758 Refrigerated—1,936 Domestic chassis—12,409 50 Chassis—4,271 16 Stoughton Trailers 16,000 12,000 7 Manac 7,500 6,600 8 Fontaine Trailer Company 7,268 5,342 9 Wilson Trailer Company (estimate) 5,300 5,300 10 Heil Trailer International, Co. 4,900 3,200 Petroleum tank trailers—1,500 Crude oil—700 Dry Bulk—1,800 3,693 12 MAC Trailer Manufacturing 4,239 3,693 12 MAC Trailer Manufacturing 4,230 3,500 13 Strick Corporation 3,800 3,500 15 Reitnouer Inc 3,020	2	Great Dane Limited Partnership	47,500	44,000	
Hyundai Translead 38,251 27,671	3	Utility Trailer Manufacturing	40,893	38,628	
Dry freight—31,231 Refrigerated—2,502 Container chassis—4,380 Platform—138 (Also produced 1,011 converter dollies and 700 domestic containers)		Refrigerated—20,949 Dry freight—17,177 Platform, curtain	nside—2,78	7	
Platform—138 (Also produced 1,011 converter dollies and 700 domestic containers)	4	-		27,671	
(Also produced 1,011 converter dollies and 700 domestic containers)					
Dry freight—9,758 Refrigerated—1,936 Domestic chassis—12,409			tainers)		
ISÓ chassis—4,271	5	Vanguard National Trailer Corp and CIMC	28,374	19,542	
Truck-trailers — 13,000 Container chassis — 3,000 also storage containers — 450 7 Manac 7,500 6,600 8 Fontaine Trailer Company 7,268 5,342 9 Wilson Trailer Company (estimate) 5,300 5,300 10 Heil Trailer International, Co. 4,900 3,200 Petroleum tank trailers—1,500 Crude oil—700 Dry Bulk—1,800 3,693 11 Timpte Inc 4,239 3,693 12 MAC Trailer Manufacturing 4,200 3,526 (Also produced 92 truck bodies) 3,800 3,500 13 Strick Corporation 3,800 3,500 Dry freight—1,800 Platform—200 Container chassis—1,800 3,312 2,302 14 Pitts Enterprises 3,312 2,302 15 Reitnouer Inc 3,020 2,995 16 Con-Way Manufacturing (formerly Road Systems) 2,933 2,877 New van trailers—1,466 Refurbished vans—1,467 17 East Manufacturing Co. 2,735 2,253 18 Polar Tank Trailer 2,500 2,500 2,500 19 Trail King Industries 2,300 2,996 (Also 450 light-duty tag		Dry freight—9,758 Refrigerated—1,936 Domestic chassis—ISO chassis—4,271	-12,409		
7 Manac 7,500 6,600 8 Fontaine Trailer Company 7,268 5,342 9 Wilson Trailer Company (estimate) 5,300 5,300 10 Heil Trailer International, Co. 4,900 3,200 Petroleum tank trailers—1,500 Crude oil—700 Dry Bulk—1,800 11 Timpte Inc 4,239 3,693 12 MAC Trailer Manufacturing 4,200 3,526 (Also produced 92 truck bodies) 3,800 3,500 13 Strick Corporation 3,800 3,500 Dry freight—1,800 Platform—200 Container chassis—1,800 14 Pitts Enterprises 3,312 2,302 15 Reitnouer Inc 3,020 2,995 16 Con-Way Manufacturing (formerly Road Systems) 2,933 2,877 New van trailers—1,466 Refurbished vans—1,467 2,735 2,253 18 Polar Tank Trailer 2,500 2,500 19 Trail King Industries 2,300 2,096 (Also 450 light-d	6	Stoughton Trailers	16,000	12,000	
8 Fontaine Trailer Company 7,268 5,342 9 Wilson Trailer Company (estimate) 5,300 5,300 10 Heil Trailer International, Co. 4,900 3,200 Petroleum tank trailers—1,500 Crude oil—700 Dry Bulk—1,800 11 Timpte Inc 4,239 3,693 12 MAC Trailer Manufacturing (Also produced 92 truck bodies) 4,200 3,526 13 Strick Corporation Dry freight—1,800 3,800 3,500 14 Pitts Enterprises 3,312 2,302 15 Reitnouer Inc 3,020 2,995 16 Con-Way Manufacturing (formerly Road Systems) Power New van trailers—1,466 2,735 2,253 17 East Manufacturing Co.Platforms—1,113 2,735 2,253 18 Polar Tank Trailer 2,500 2,735 2,253 19 Trail King Industries (Also 450 light-duty tag trailers) 2,300 2,096 20 Doepker Industries Ltd 1,800 1,600 21 Western Trailer 1,445 971		Truck-trailers — 13,000 Container chassis — 3,000 also sto	rage contai	ners —450	
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Heil Trailer International, Co.	8	Fontaine Trailer Company	7,268	5,342	
Petroleum tank trailers—1,500	9	Wilson Trailer Company (estimate)	5,300	5,300	
Stainless steel—100 Lowbed trailers—800	10	Heil Trailer International, Co.	4,900	3,200	
12 MAC Trailer Manufacturing			1,800		
(Also produced 92 truck bodies) 13 Strick Corporation	11	Timpte Inc	4,239	3,693	
13 Strick Corporation Dry freight—1,800 Platform—200 Container chassis—1,800 3,800 3,500 14 Pitts Enterprises 3,312 2,302 15 Reitnouer Inc 3,020 2,995 16 Con-Way Manufacturing (formerly Road Systems) 2,933 2,877 New van trailers—1,466 Refurbished vans—1,467 2,735 2,253 17 East Manufacturing Co. Platforms—1,113 Dump trailers—1,259 Refuse transfer—363 2,500 2,500 18 Polar Tank Trailer 2,500 2,500 19 Trail King Industries 2,300 2,096 (Also 450 light-duty tag trailers) 2,300 2,096 20 Doepker Industries Ltd 1,800 1,600 21 Western Trailer 1,405 971 22 Tremcar 1,385 1,498 (Also produced 140 tank truck bodies) 1,284 1,364 24 Felling Trailers 1,106 1250 (Also 3,160 light-duty tag trailers) 1,024 895 (Also 2,975 light-duty tag trailers and 150 truck bodies) Also: Travis Trailers 797 728	12	MAC Trailer Manufacturing	4,200	3,526	
Dry freight—1,800 Platform—200 Container chassis—1,800		(Also produced 92 truck bodies)			
14 Pitts Enterprises 3,312 2,302 15 Reitnouer Inc 3,020 2,995 16 Con-Way Manufacturing (formerly Road Systems) 2,933 2,877 New van trailers—1,466 Refurbished vans—1,467 17 East Manufacturing Co. 2,735 2,253 Platforms—1,113 Dump trailers—1,259 Refuse transfer—363 18 Polar Tank Trailer 2,500 2,500 19 Trail King Industries 2,300 2,096 (Also 450 light-duty tag trailers) 2,300 2,096 (Also 450 light-duty tag trailers) 1,405 971 22 Tremcar 1,385 1,498 (Also produced 140 tank truck bodies) 1,284 1,364 24 Felling Trailers 1,106 1250 (Also 3,160 light-duty tag trailers) 1,024 895 (Also 2,975 light-duty tag trailers and 150 truck bodies) Also: Travis Trailers 797 728 Doonan Specialized Trailer 776 808 Talbert Manufacturing 754 734	13	Strick Corporation	3,800	3,500	
15 Reitnouer Inc 3,020 2,995 16 Con-Way Manufacturing (formerly Road Systems) 2,933 2,877 New van trailers—1,466 Refurbished vans—1,467 17 East Manufacturing Co. 2,735 2,253 Platforms—1,113 Dump trailers—1,259 Refuse transfer—363 18 Polar Tank Trailer 2,500 2,500 19 Trail King Industries 2,300 2,096 (Also 450 light-duty tag trailers) 2,300 2,096 20 Doepker Industries Ltd 1,800 1,600 21 Western Trailer 1,405 971 22 Tremcar 1,385 1,498 (Also produced 140 tank truck bodies) 4 1,284 1,364 24 Felling Trailers 1,106 1250 (Also 3,160 light-duty tag trailers) 1,024 895 (Also 2,975 light-duty tag trailers and 150 truck bodies) Also: Travis Trailers 797 728 Doonan Specialized Trailer 776 808 Talbert Manufacturing 754 734					
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17 East Manufacturing Co. Platforms — 1,113 Dump trailers — 1,259 Refuse transfer — 363 2,735 2,253 18 Polar Tank Trailer 2,500 2,500 19 Trail King Industries 2,300 2,096 (Also 450 light-duty tag trailers)	16		2,933	2,877	
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21 Western Trailer 1,405 971 22 Tremcar 1,385 1,498 (Also produced 140 tank truck bodies)	20		1 800	1 600	
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24 Felling Trailers (Also 3,160 light-duty tag trailers) 1,106 1250 25 Towmaster Trailers (Also 2,975 light-duty tag trailers and 150 truck bodies) 797 728 Also: Travis Trailers (Trailer) (Tra	23		1.284	1,364	
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(Also 2,975 light-duty tag trailers and 150 truck bodies) Also: Travis Trailers 797 728 Doonan Specialized Trailer 776 808 Talbert Manufacturing 754 734	25		1,024	895	
Also: Travis Trailers 797 728 Doonan Specialized Trailer 776 808 Talbert Manufacturing 754 734			.,		
Talbert Manufacturing 754 734	Also:		797	728	
Talbert Manufacturing 754 734		Doonan Specialized Trailer		808	
Totals: 291,506 243,873			754	734	
	Totals		291,506	243,873	