

# 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.

Click here to read the full article online:

**Top 25 Trailer Manufacturers  
Increase Output 20%**



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