

2015 Top-25 Trailer Builders Reach Previous Record of 340,000 Trailers and Chassis

THE 25 largest trailer manufacturers in North America built some 340,000 truck-trailers and container chassis in 2015, a 16.6 percent increase over the preceding year.

The previous record for the Top-25-plus trailer builders' output was set in 1999 when the 25 largest manufacturers built 339,664 truck-trailers and container chassis. The new number in 2015 for these 25-plus builders is 339,948 trailers and chassis. That is a gain of 284 trailers. That 0.08% difference may be too close to call it a new record. At least, it certainly is a tie with the 1999 number.

The six largest manufacturers built 272,000 trailers and chassis, or 80% of the total 340,000 units built by this Top-25 trailer group. All six of these largest builders are van trailer builders, and they also produce other types of trailers.

The biggest challenge in 2015 was the precipitous drop in petroleum prices, which affected most the builders of tank trailers, as well as pneumatic dry bulk trailers, lowboys and heavy haulers. However, platform and dump trailer specialists found improving markets in construction and housing.

The biggest change this year was the high number of container chassis. Four trailer manufacturers reported assembling 39,780 container chassis in 2015, an increase of 54% over the preceding year. Back in 1999, the previous record year, the Top-25 trailer manufacturers assembled almost as many chassis—37,800—or 11.1% of the trailer and chassis total. In 2015, container chassis represent 11.7% of the trailer/chassis total.

Only six manufacturers in this Top-25 group reported building fewer trailers in 2015, but this does not mean these were financial losses. It may mean producing fewer but higher value trailer configurations.

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 plants located throughout North America, so the total trailer build is a somewhat higher number than numbers shown here.

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.

2015 Top 25 North American Truck-Trailer & Chassis OEMs			
Rank	Manufacturer	2015	2014
1	Wabash National Corporation Dry freight vans—50,550 Reefers—4,550 Flatbeds—4,450 Tanks—3,400 (Wabash also produced 1,750 converter dollies and 450 non-trailer truck bodies)	62,950	56,150
2	Great Dane Limited Partnership	51,500	47,500
3	Hyundai Translead Dry freight vans—40,418 Refrigerated—2,083 Platform—191 Container chassis—7,021 (Also produced 496 converter dollies)	49,713	38,251
4	Utility Trailer Manufacturing Dry freight vans—20,786 Refrigerated—25,552 Platform, Curtainside—2,849	49,187	40,893
5	Vanguard National Trailer & CIMC Intermodal Dry freight vans—10,835 Refrigerated—2,700 ISO Container chassis—15,116 Domestic chassis—13,943	42,594	28,374
6	Stoughton Trailers LLC Truck-trailers—14,500 Container chassis—1,500 (Also produced 150 converter dollies and 500 storage containers)	16,000	16,000
7	Manac	8,200	7,500
8	Fontaine Trailer Company	7,655	7,268
9	Wilson Trailer Company (estimate)	5,300	5,300
10	MAC Trailer Manufacturing (Also produced 240 truck bodies and truck tanks)	4,880	4,200
11	Heil Trailer International, Co. Petroleum tank trailers—1,450 Crude oil—416 Dry bulk—1,682 Stainless steel tank trailers—226 Lowbed trailers—825	4,610	4,900
12	Strick Corporation Dry freight vans—1,800 Platforms—300 Container chassis—2,200	4,300	3,800
13	Pitts Enterprises	4,100	3,312
14	Timpte Inc.	3,924	4,239
15	Reitnouer Inc.	3,609	3,020
16	East Manufacturing Co. Platforms—1,274 Dump trailers—1,379 Refuse transfer—664	3,289	2,735
17	XPO Logistics Mfg (formerly Con-Way Mfg) New van trailers—1,100 Refurbished vans—1,500	2,600	2,933
18	Polar Tank Trailer	2,500	2,500
19	Trail King Industries (Also produced 550 light-duty tag trailers)	2,500	2,300
20	Doepker Industries Ltd.	1,850	1,800
21	Western Trailer	1,326	1,405
22	Towmaster Trailers (Also produced 2,795 light-duty tag trailers and 192 truck bodies)	1,301	1,024
23	Tremcar Inc. (Also produced 240 tank truck bodies)	1,222	1,385
24	Kentucky Trailer	1,216	1,284
25	Felling Trailers (Also produced 3,325 light-duty tag trailers)	1,140	1,106
Also:	Travis Trailers	912	797
	Doonan Specialized Trailer	787	776
	Talbert Manufacturing	783	754
Totals		339,948	291,506