

SPRING 2009

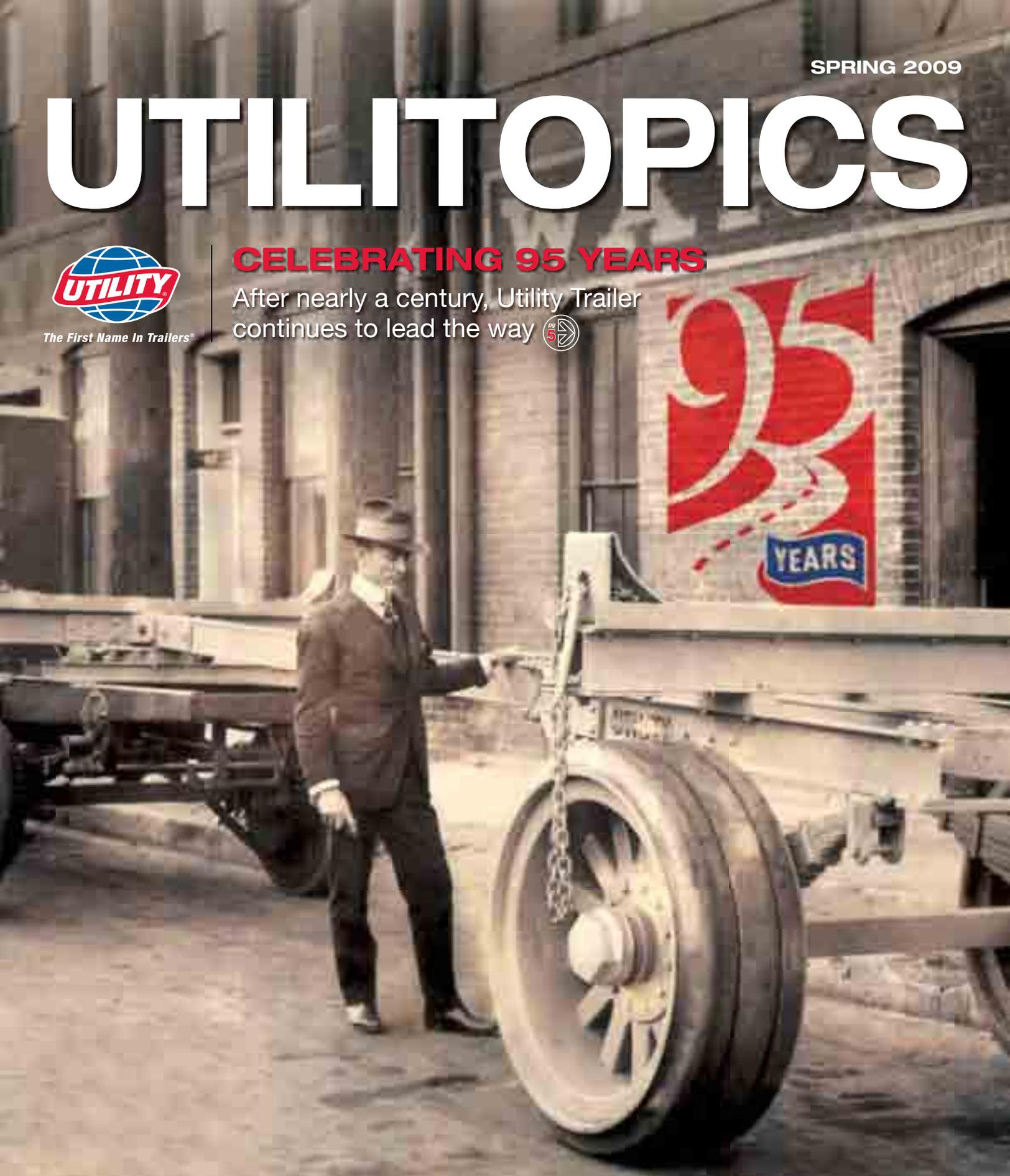
UTILITOPICS



The First Name In Trailers®

CELEBRATING 95 YEARS

After nearly a century, Utility Trailer continues to lead the way 



AN UNBEATABLE TEAM

Carlisle Transportation Systems & Utility share history and values



MATS 2009

Enthusiasm on display at the "Grand Daddy" of all shows



AIR QUALITY UPDATE

California's new regulations on TRU's and greenhouse gases

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THE CUSTOMER NEXT DOOR

Ozark Utility and neighbor O&S Trucking enjoy a successful business relationship

Sometimes a great business opportunity is right under your nose, or in the case of Ozark Utility, it's right next door.

The Springfield, Missouri, Utility dealership has been working with neighbor O&S Trucking since 2000, when the dealership's president/owner Estel Brackett began calling on the full-service, employee-owned transportation company. Being neighborly – and offering quality Utility trailers for a good value – has paid off.

Says Brackett, "In year 2000, O&S had a 100% dry van fleet. In 2004 they purchased two local refrigerated carriers and merged with another in 2005. Today, they have less than 100 dry vans and approximately 450 reefers of which 95% are Utility trailers. Currently O&S is taking delivery of another 120 new Utility 3000R® refrigerated trailers."

"What O&S likes about Utility trailers is that in addition to being of great quality, they

are light weight, which allows O&S to haul more product," explains Brackett. O&S's clients include Dole, Kraft Foods and Tyson Foods.

While transporting food products throughout the United States to satisfy customers' hunger for chicken, cheese and produce, O&S, like most companies, is interested in reducing their fleet's appetite for fuel.

According to Brackett, the company has gone to single tires for less drag and better fuel efficiency. "Utility has engineered designs specifically to accommodate single versus dual tires," he says. "Not only are the single tires wider than duals, but they also are lighter weight and provide for excellent safety."

Reflecting on his relationship with O&S Trucking, Brackett says he wishes all his customers were like them. "O&S is very easy to work with. It's partnership, not just a vendor/customer relationship. It's been extremely rewarding to work with our neighbors." ➔



<p>1914 E.W. Bennett and H.C. Bennett, brothers, purchase a small wagon company; mark the beginning of the trailer building business</p> 	<p>1932 Introduced the first use of the elliptical spring running gear</p> 	<p>1936 Invented the first shockless, air operated pintle hook for doubles operation</p> 	<p>1944 First manufacturer in the West to build frameless trailers</p> 	<p>1951 Pioneered the use of polyurethane insulation</p> 	<p>1963 Developed the Trans-Spring converter dolly to pull trailers in tandem</p> 	<p>1978 Invented industry's first Barrier Rear Door® — design features less heat-loss and greater durability</p> 	<p>1999 Built the largest reefer plant in the world — a new automated refrigerated van manufacturing plant in Clearfield, Utah</p> 	<p>2003 Dealer network surpasses 100 locations throughout the USA, Canada, Mexico and South America</p> 	<p>2009 Utility Trailer Manufacturing Co. — 95 years strong</p> 
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AN UNBEATABLE TEAM

Alaska-based customer Carlile Transportation Systems & Utility Trailer Manufacturing Company share history and values



In front of the Kenworth hybrid tractor and Utility trailer at the Carlile event, held last December. From left to right: Carlile Founder and CEO, Harry McDonald; Carlile President, Linda Leary; and Port of Tacoma Commissioners Dick Marzano and Ted Bottiger.

The stories of Utility and Carlile Transportation Systems are remarkably similar. Utility was founded by two brothers; Carlile was founded by two brothers. Utility has grown to be North America's third largest trailer manufacturing company; Carlile is one of Alaska's largest trucking companies. Utility has a strong commitment to the environment, and so does Carlile.

Carlile's latest contribution to fuel efficiency and reduced emissions is the introduction of a Kenworth T370 diesel-electric hybrid tractor to their fleet. Added last December, the tractor is the first of its kind to be used at any major port on the West Coast.

To celebrate delivery of the Kenworth, Carlile sponsored an event at the Port of Tacoma, where Carlile operates extensive transportation facilities. Hooked up to the ground-breaking Kenworth was a Utility 3000R® Reefer.

Headquartered in Anchorage and having operations throughout Alaska and in Canada,

Washington and Texas, Carlile has been a long-time customer of the Utility dealership in Auburn, Washington. The dealership's Mike Kolar reports on the fun had by all at the Carlile event. "Carlile invited customers, partners, professional organizations and government officials. They treated everyone to lunch and offered rides in the tractor."

For all the frivolity enjoyed at the unveiling of the Kenworth, Carlile takes daily operations very seriously. As the largest heavy hauler in Alaska and simply by virtue of operating in Alaska, Carlile faces unique challenges in transporting everything from oil field equipment to tires to hay for a type of buffalo that, virtually extinct in the lower 48, is being reintroduced in the Alaskan tundra.



Explains Carlile's Peggy Spittler, "We're one of the few companies that drive the Haul Road daily. The road connects Fairbanks to the North Slope, the location of the largest oil field in America. The Haul Road is part gravel, part paved," she adds. "So drivers have to proceed slowly and very carefully. It takes 12 hours to make the trip."

Helping Carlile meet the demands of not only their customers but also the Alaskan terrain are the durable trailers from Utility Trailer Manufacturing Company. A person who knows the key role of Utility products first hand is the Auburn, Washington, dealership's Kevin Sheline. "Carlile hauls everything – and I mean *everything* – to virtually everywhere," he says. "They have all different types of Utility trailers, every model including drop decks, flatbeds, reefers and dry vans. Our products have proven to be more durable, yet at the same time are cost effective. Put simply, Carlile has found value in Utility."

Surely the stories of Utility Trailer Manufacturing Company and Carlile Transportation Systems will continue to intersect, as the companies remain dedicated to the environment, to providing quality products and to delivering superior customer service. ➡



MID-AMERICA TRUCKING SHOW, 2009

Enthusiasm on display at the “Grand Daddy” of all shows



Dubbing MATS the “Grand Daddy” of all shows, Barber has extensive involvement with the annual event. He is in his 24th year as a Utility dealer and does a lot of support work for MATS each year, including getting trailers ready to show. Barber especially enjoys seeing his customers at MATS. “Our customers look forward to attending the show,” he says. “Since it takes place in Louisville, Kentucky, and my company’s three locations are in

“People had many questions concerning the new regulations,” comments Utility’s Craig Bennett. “We were pleased to be able to clarify the new rules and outline ways companies can get into compliance.”

All in all, MATS was a great show – again, not only because of the exhibits and new products, but because of a contagious enthusiasm. This year, 935 exhibiting companies representing 46 states and 10 foreign countries proudly shared their insights and innovations to 70,299 trucking professionals hailing from all 50 states. These are impressive numbers in up years and down years alike.

Let’s keep the momentum going. Be sure to mark your calendar for the next Mid-America Trucking Show, taking place at the Kentucky Exposition Center in Louisville, Kentucky, March 25 through March 27, 2010. ☺

During what is considered the most anticipated three days of the trucking year, the Mid-America Trucking Show held in Louisville, Kentucky, revealed not only an array of groundbreaking new products, but also a great and continuing optimism among show participants, including dealers.

Having attended the show for as long as he can remember, Jeff Barber of Interstate Trailer & Equipment says that the level of attendance and enthusiasm is “a good sign for our industry.” Barber further observes, “Because so many vendors and dealers decided to show their products in this down economy, it is clear that our industry anticipates better days to come. We’re paving the road for the future and are definitely in this for the long haul.”

Louisville, Cincinnati and Columbus, my customers are well represented.”

Indeed, Utility customers from all over the country, along with the press and vendors from all over the world, converge on the show to get up to speed on what’s new and exciting in trucking, and specifically to hear where Utility Trailer Manufacturing Company has been over the past year and to see where we are headed. This year, a press conference covered numerous topics, including Utility’s 100,000th reefer to roll off the Marion assembly line; Utility’s celebration of 95 years of delivering uncompromising innovation and quality; and the introduction of Utility’s new 4000D-X Composite™ dry van trailer.

Also addressed by Utility were the two new CARB (California Air Resources Board) regulations, aimed at reducing particulate matter and greenhouse gas emissions. (See page 6 of this issue of Utilitopics for more information.)





CELEBRATING 95 YEARS



After nearly a century, Utility continues to lead the way

In 1914, two brothers founded Utility on a simple premise: build the highest quality trailers available to meet customers' ever-changing transportation needs.

Since then, Utility has weathered good times and bad, but has always had that clearly defined goal out front, guiding the way.

For instance, in the 1920s Utility was the first to use aluminum in trailer manufacturing. By 1935, Utility's success enabled the purchase of a steel foundry in Southgate, California, allowing Utility to maintain tight quality control over some of the most essential trailer parts.

This close attention to detail, in fact, has been a defining characteristic of Utility from the beginning and to this day.

"We have enjoyed and continue to exercise control over our own trailer design destiny," says Utility's Craig Bennett. "Three years ago, we established a test track in Rancho Cucamonga, California, to help us design and test what has become our cornerstone — strong, light weight trailers. We are the only trailer manufacturing company with an in-house test track. This allows us to verify

design performance prior to releasing trailers into production."

With such a focus on quality, Utility remains firmly in the driver's seat, year after year. Bennett lays out the impressive stats: "We have the best trailer dealer network in the country. We offer a comprehensive national after-market parts network and provide reliable service. In unit sales, we are the third largest trailer manufacturing company in North America, and we continue to be the leading reefer producer in North America."

Ninety-five years of serving the transportation industry is a remarkable achievement for any company, "and especially for a manufacturing company," says Bennett. "We have weathered economic and other storms with a keen eye on solving customers' problems by designing quality products through extensive research at our R&D facility."

With 3rd and 4th generation family members activity at the helm today with a solid financial footing, Utility is positioned for continued market share growth throughout the Americas.

As part of the anniversary celebration, Utility is building 95 tricked-out, special-edition reefers, which are available through the dealers.

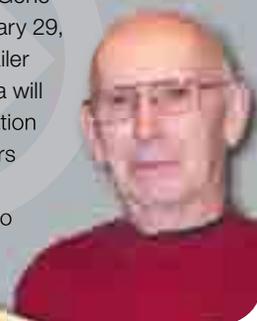
Smarter. Better. Driving home a tradition of quality and innovation. For Utility, these are not just buzzwords. These are the principles of our legacy...and our future. ☺

UTILITIDBIT

Utility Trailer Manufacturing Company is America's oldest privately owned, family-operated trailer manufacturer.

GENE HANSEN

After 47 years, Gene retired on January 29, 2009. Utility Trailer Sales of Arizona will miss his dedication to our customers and vendors, and his loyalty to the company.



AIR QUALITY UPDATE

New California regulations target particulate matter and greenhouse gas emissions

Two new CARB (California Air Resources Board) regulations, both affecting trailer equipment specifications and values, have recently been adopted and are due to be implemented over the next 12 months.

The first regulation is the CARB Transport Refrigeration Unit (“TRU”) Airborne Toxic Control Measure. Going into effect July 17, 2009, the regulation requires all trailers that (a) operate in California (b) use refrigeration units and (c) are more than seven years old to be modified or replaced to reduce particulate matter emissions. Depending on the model year of the reefer unit, the unit manufacturer and the model year of the engine, it may be possible to modify a non-compliant refrigeration unit to meet the new regulation.

“We have seen our customers meet the regulation in several ways, says Utility’s Chuck Cole. “This includes installing a CARB approved diesel particulate filter (DPF), a CARB approved rebuilt engine, a CARB approved new engine, or a new 2008 model year refrigeration unit.”

Again, the feasibility of modifying to meet the new regulation is dependent on the reefer unit’s age and manufacturer, and the model year of engine used by the manufacturer. For correct methods of compliance and details, visit the California Air Resources Board Web site at www.arb.ca.gov/cc/hdghf/hdghg.htm.

The second regulation soon to go into effect is the CARB Heavy Duty Vehicle Greenhouse Gas Emission Reduction Measure, which requires fleets operating 53-foot-long dry vans and reefers in California to use either U.S. EPA-Certified SmartWay® trailers or trailers equipped with aerodynamic devices that achieve

5% fuel savings for dry van trailers and 4% fuel savings for reefer trailers. Either approach will also require the use of low rolling resistance tires (either singles or duals) and the addition of U.S. EPA-approved aerodynamic devices.

The CARB Heavy Duty Vehicle Greenhouse Gas Emission Reduction Measure will go into effect January 1, 2010, and will apply to all new 2011 and later model year 53-foot dry and reefer van trailer purchases. All 2010 and prior model year 53-foot dry and reefer van trailers operating in California will also be required to comply with the regulation, with CARB providing various compliance options for existing fleets.

Now that California has raised the bar on both particulate matter emissions from diesel refrigeration units and allowable greenhouse gas emissions from tractor fuel usage while pulling 53-foot trailers, other states may soon follow suit. To help you comply with the new California regulations, Utility has recently made available additional options for U.S. EPA-approved low rolling resistance tires, as well as aerodynamic devices.

For additional information about the regulations, visit the U.S. EPA SmartWay® site at www.epa.gov/smartway/documents/420f07033.htm. For the proposed language of the regulation (the final ruling has not yet been posted), see the appendix section at www.ar.ca.gov/regact/2008/ghghdv08/ghghdv08/htm. This page is also linked at www.utilitytrailer.com – at the home page, click on the picture of the 4000D-X Composite™ trailer/SmartWay® logo; scroll to the bottom of the next page and click on the “more information about CARB laws” link, which will take you to the appropriate page at the California Environmental Protection Agency Air Resources Board Web site. ➔

BIGGER & BETTER

Idaho dealership moves to larger, more accommodating digs

New Boise dealership, opened in September 2008, boasts 66,000 square feet on 24 acres

Utility Trailer Sales of Boise had a big year last year, moving to new, larger facilities so that they could provide better service, bring in more customers and, not least importantly, get some of their mechanics out of the weather.

"We had been splitting at the seams for several years," says Sean Kilkenny, owner of Utility Trailer Sales of Boise. He adds with a chuckle, "To keep up with business, several mechanics had to work outside – not a pleasant prospect considering our sometimes harsh Idaho weather."

The new Boise dealership can not only accommodate their current business, but also has room to grow. And now all mechanics can work indoors. "That makes them very happy!" says Kilkenny.

Located off Interstate 84 at Exit 57/Gowen Road, the new Boise dealership is just one exit south of the old one, but is miles away in terms of size. The new facility boasts 66,000 square feet on 24 acres, tripling the dealership's previous 22,000 square feet on 10 acres; the previous 11 service bays have expanded to 27: eight trailer bays; eight truck equipment bays; five refrigeration bays; one truck wash bay; one paint prep bay; one paint booth bay and three metal working bays.

Construction on the new Boise dealership began in September, 2007, and was wrapped up in September of 2008. ➔



PATIENCE PAYS OFF

Colorado dealership moves after finding just the right property

After years of scouting for a new location, Utility Trailer Sales of Colorado has moved into new digs.

Explains dealership owner and president, Jeff Martin, "We had been at our old location for over 40 years. Finding the new location was a long shopping event. It took literally years to find the right property at the right price and then it took two years to develop the site. We opened early last November."

Situated near Denver on a 20-acre site along Interstate 76, the property location could not be better. Freeway frontage is highly sought

after, and no wonder. "It affords great visibility and offers the chance to bring in customers right off the highway," says Martin.

To take advantage of their premium location, the dealership erected a state-of-the-art, fully electronic signboard – one of only a few like it in the country.

Says Martin, "The sign is fully programmable, super hi-res and has LED lights. We've got 30 messages rotating with about a three second gap between each, timed to the speed of traffic. Drivers will see two or three messages as they pass by."

What might these messages be? "Specials on new trailers, service, parts, leasing and

rentals," says Martin. "If it snows, we run a chain special. We've even run a 'Free Cup of Coffee' message. The sign is a very nice attractor."

Surely, the new dealership's roomy 30,000 square feet of service, sales, parts and administration space helps bring in – and retain – customers as well. A complimentary cup of coffee is a nice treat, especially on a chilly Colorado day, but business is grown and sustained with good, old-fashioned customer service.

"We're able to deliver the latest and greatest to our customers and generate new business," comments Martin. "The move has proved to be a real blessing." ➔



4000D-X COMPOSITE™ UPDATE

Utility's new dry van trailer, the 4000D-X Composite™ is the latest in the evolution of the 4000D-X®, which was launched in the winter of 2000. It is now hitting the road, with both Utility dry van factories beginning production in January, 2009.

Designed to compete with composite plate design, the 4000D-X Composite™ is unique to Utility, featuring the same durability limits of a common plate trailer with the added performance characteristics, including enhanced payload carrying capability, load securement versatility and longer life expectancy. A polyurethane foam core structurally bonds the interior lining panels

to the outside skin panels, providing improved side wall durability and strength, and a lower tare weight.

Another design highlight is the industry's strongest 27-inch-deep integrated floor threshold plate assembly. Fully welded to both the buckplate and the 24-inch-deep side gussets, the extra floor support is built in, with two steel channel crossmembers welded to the slider subframe and the bottom of the threshold plate.

The 4000D-X Composite™ is a hit with customers, who appreciate stronger side walls, the patented Snag-Free™ .019" thick 80K steel lining, and an overall design that makes the trailer lower weight without sacrificing durability while still providing a full 101¼" inside width. ☎

4000D-X COMPOSITE™ DESIGN HIGHLIGHTS

- Polyurethane foam technology for higher strength and lighter weight
- Interior fitted with fully-recessed vertical logistic posts on 24-inch centers
- 80,000 psi interior lining panels "squeeze" riveted to outer skin and side posts to form patented Snag-Free™ wall system
- Lower portion of interior panel includes full-length, one-piece, 12-inch-high 80,000 psi galvanized steel wearband for added impact protection, strength and stiffness
- Industry's strongest 27-inch-deep integrated threshold plate assembly



UTILITY TRAILER MANUFACTURING CO.

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The First Name In Trailers®