

UTILITOPICS



The First Name In Trailers®

The numbers are in and Utility came out on top as the #1 manufacturer of trailers in 2009* 



NEW SIDE SKIRTS

Utility introduces two new innovative side skirt designs



SUCCESS AT MATS 2010

Utility stands out once again at the mother of all tradeshow



HAPPY 75,000TH

Utility Utah celebrates their 75,000th 3000R® trailer

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IN 2009** page 4



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For more information on Utilitopics or to submit story ideas, please contact Antoinette Monreal at amonreal@utm.com

THE SPIRIT OF LOYALTY AND FAMILY

Spirit Truck Lines is the first fleet equipped with new Utility side skirts



Raul Garza, David Garza, Jonny Loring, Craig Bennett

Within the first week of their launch, the new Utility side skirts were already in high demand.

Spirit Truck Lines took the opportunity to become the first fleet to have the Utility Side Skirt 160 (USS-160) installed on 300 new 4000D-X Composite™ dry vans manufactured at the Paragould, Arkansas plant.

"We are extremely pleased with the level of quality and efficiency that Utility has demonstrated and as a result, we have equipped our fleet with 100% of their dry vans and reefers" said Raul Garza, President of Spirit Truck Lines. "Additionally, we are proud to be the first to equip our trailers with the new Utility side skirts."


For almost two decades, the Garza's have been purchasing dry vans and reefers from Utility's dealer in Southeast Texas. Spirit now has over 800 Utility trailers. "We value Spirit's loyalty to our products and we are honored that they are the first fleet to

have the new Utility side skirts," said David Escobar, Sales Associate for Utility Trailer Sales Southeast Texas, Inc..


Spirit Truck Lines was founded by the patriarch of the Garza family, Eulalio Garza. Eulalio purchased his first truck in 1925 to haul wheat and produce for a living. Over 60 years later, his sons – Johnny, Raul, David, Ramiro, and Leonel continue to own and operate Spirit Truck Lines in San Juan, Texas. The Garza family continues with the same vision and passion that began 85 years ago, and they intend to pass it on to the next generation.

"My family has a high level of respect not only for Utility products, but for the Bennett family at Utility Corporate and the Loring family that owns Utility Trailer Sales of Southeast Texas," said Garza. "We were happy to hear that Utility has stepped up to design a side skirt that upholds the same quality, strength and durability that their trailers have for so many years." ☺


1914
E.W. Bennett and H.C. Bennett, brothers purchased a small wagon company, marking the beginning of the trailer building business




1932
Introduced the first use of the elliptical spring running gear




1936
Invented the first shockless, air operated pintle hook for doubles operation



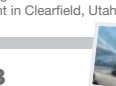
1944
First manufacturer in the West to build frameless trailers




1951
Pioneered the use of polyurethane insulation




1963
Developed the Trans-Spring converter dolly to pull trailers in tandem




1978
Invented industry's first Barrier Rear Door® — design features less heat-loss and greater durability




1999
Built the largest reefer plant in the world — a new automated refrigerated van manufacturing plant in Clearfield, Utah



2003
Dealer network surpasses 100 locations throughout the USA, Canada, Mexico and South America



2004
Introduced the next generation of thin-wall dry van trailers — 4000D-X®



2009
Utility Trailer Manufacturing Co. — 95 years strong

CULTIVATING RELATIONSHIPS 101

Prime Inc. adds Utility trailers to their fleet

Founded in 1970, Prime Inc. has become one of the most successful transportation companies in North America.

In 1981, a year after Prime relocated to Springfield, MO, Ozark Utility sprung to life just a stone's throw across Interstate 65. Its president, Estel Brackett, started a dialogue with Prime that lasted 15+ years, culminating in a 2009 deal for 450 reefer trailers to be added to Prime's fleet. This initial purchase led to an additional order for 375 trailers in 2010, each equipped with Utility's USS-120 aerodynamic side skirts.

Three key ingredients work together to make this relationship succeed. First, Utility's history and name-value in the industry played into the long-term vision of Prime's cost-of-ownership equation. "We understand there is a difference between price and cost," states Paul Higgins, Director of Maintenance at Prime. Mr. Higgins' view reflects Prime's well-studied analysis of cost-of-ownership that it applies to all purchases. Mr. Higgins adds, "We're OK with paying more for a product if it generates the lowest total cost-of-ownership."

Secondly, Prime and Utility see eye-to-eye when it comes to weight saving initiatives that benefit the customers, the planet and the bottom line. Prime strives to meet customer demands by utilizing light weight trailers to deliver the most efficient and cost-saving solutions. Utility is a natural fit with the light weight, high payload capacity 3000R.[®] Additionally, Utility has developed new designs for durable, fuel efficient aerodynamic side skirts that help improve fuel economy, reduce emissions, and allow Prime to pass on savings that align with their customer's environmental values.

Finally, Prime operates repair shops that are equipped to handle routine maintenance, accident repair and complete trailer renewal. With Utility, Prime can tap into an additional 100 locations throughout North America for parts, service and support, expanding their 24-hour Road Assist program. Also, Prime can rely on Utility's dealer network for unparalleled customer service and Utility's buying power to provide a broad range of competitively priced products. ➔

NEW UTILITY HOMEPAGE LAUNCHED!

The Utility corporate website's homepage recently changed its look! Now when you visit www.utilitytrailer.com, you'll find it easy to search for used trailers and locate a dealer. By scrolling down and selecting your criteria in the search fields, it's a simple way to quickly find what you are looking for. We've also designed the homepage to feature the latest videos, news, and events. If you haven't seen the new Utility side skirt video yet, then we invite you to check it out by clicking on the homepage link. Log on, browse, click and navigate through the website. It's designed for easy access to all of the great features that the Utility website has to offer.

www.utilitytrailer.com



Prime's 3000R[®] Utility Refrigerated Trailer with the Utility Side Skirt 120

STRENGTH IN BEING #1

Utility is the #1 manufacturer of trailers in North America for 2009



The numbers are in and it's official. Utility Trailer Manufacturing is the #1 manufacturer of trailers in North America for 2009.

While it was a tough year for trailer manufacturers as well as the overall economy, Utility gained market share and became the top manufacturer of trailers in 2009.

There are numerous factors that helped boost Utility from the third spot to the number one position. Utility's success comes from the independent dealers and corporate staff that help support the strength of the brand.

Products such as the market-leading 3000R® reefer and the light weight 4000D-X Composite™ dry van have been designed with great ingenuity by individuals who continue their commitment in engineering innovative products.

"We feel confident that the strength of the Utility brand through our efforts and those of our independent dealer locations helped lift us to a position we've never held in the industry – number one," said Craig Bennett, Senior Vice President Sales and Marketing at Utility. With over 100 locations throughout North America, Utility has an extensive independent dealer network that efficiently

functions as a stronghold for the brand and products.

Being the largest manufacturer of refrigerated trailers, Utility's reefer output decreased by only 2% in 2009 compared to Wabash's and Great Dane's double digit declines. This just served to underscore Utility's longstanding position as the top-selling refrigerated trailer manufacturer in North America for 16 consecutive years. Additionally, Utility was cited in Trailer Body Builders magazine as building well over half of all of the refrigerated trailers manufactured in North America last year to remain the "largest reefer manufacturer in the world." ↻

INTRODUCING TWO NEW UTILITY SIDE SKIRTS

Another innovative design built with strength & durability in mind



The industry is buzzing about the new Utility side skirts and their unique design.

From the manufacturer that brings exceptional quality and innovation to all of its products, comes two newly-designed side skirts which promise to improve aerodynamic performance.

Improving fuel efficiency is a given with the new Utility side skirts, but holding up to the riggers of typical trucking life is not a given. The Utility side skirts were designed to face ground and snowbank impacts and survive.

The Utility Side Skirt 120 (USS-120) and the Utility Side Skirt 160 (USS-160) have a bracing system unlike any other in the industry. This bracing system was engineered to allow the


side skirts to flex both inward and outward. The braces are virtually indestructible and are constructed of galvanized 80,000 PSI high tensile steel that can be bent back to the original shape if damaged. The Utility side skirts are made with a UV-protected, one-piece, fiberglass-reinforced plastic. Unlike competitive side skirts, the Utility side skirts mount to the rear edge of the support leg “wingplate” to improve aerodynamic efficiency.

“After extensive structural testing at Utility’s state-of-the-art real world test facility in Southern California, in combination with aerodynamic testing at industry test tracks, I am pleased to announce that we have received notice from the EPA SmartWay® verifying both of our new aerodynamic side skirt designs” said Craig Bennett, Senior Vice President Sales and Marketing at Utility.

The USS-120 and USS-160 are both CARB (California Air Resources Board) compliant for California operations. California’s HDGHG regulation to lower green house gasses

requires that all 2011 model year or newer 53’ or longer refrigerated or dry van trailers to be equipped with aerodynamic devices (such as the Utility side skirts) and low rolling resistance tires to achieve a specified percentage of fuel savings.* Refrigerated trailers must have a minimum of 4% fuel efficiency improvement from aerodynamic devices and dry van trailers must have a minimum of 5% improvement.

The USS-120 is SmartWay® verified to achieve greater than 4% fuel savings and the USS-160 is SmartWay® verified to achieve greater than 5% fuel savings (actual fuel economy gains may vary for both designs). Additionally, EPA SmartWay® has classified the USS-160 as an “Advanced Side Skirt” which allows truckers to use them without any other aerodynamic device on dry vans.

Both side skirts are now available as factory-installed options for new Utility trailers. Retrofitting for existing trailers is available through Utility’s dealer network 



**This newsletter is not intended to provide legal advice or legal opinion as to the applicability for the CARB regulation to any particular end use.

STRENGTH IN NUMBERS

2010 Mid-America Trucking Show

This year's 39th edition of the Mid-America Trucking Show (MATS) held in Louisville, Kentucky drew an impressive crowd of 70,647 attendees.

Among the 965 exhibitors showcasing their latest and greatest products and services, Utility continued to elevate its brand presence with the "Strength in Numbers" theme, which was communicated throughout the booth. As Utility dealers, vendors and customers gathered at the beginning of the show, there was an aura of excitement and enthusiasm.

"The undeniable overall attitude across the exhibit floor at the Mid-America Trucking Show was upbeat and optimistic," said Terry

Elrod, who leads the Louisville trailer sales division at Interstate Trailer & Equipment. Many people like Elrod were also impressed by Utility's presence at the show and thought the overall attendance was better than last year. "It was a great show this year and Utility showed me why we are always ahead of our competitors – I am proud to be a part of the team," said Paulo Castelli, General Manager at the Utility dealership in Chile.

In the exhibiting booth, Utility displayed three trailers; the 4000A™ flatbed, the 3000R® reefer and the 4000D-X Composite™ dry van. Both the dry van and reefer were equipped with the USS-160 (Utility Side Skirt 160). Since debuting in January, the new Utility side skirts were a popular topic of conversation. Many

attendees entered the booth to view the video and animated footage demonstrating the design, durability and strength of the side skirts. Utility also held a press conference to further introduce the new side skirts and provide more information on Utility's position related to the "Strength in Numbers" concept.

Overall, this year's MATS resulted in positive responses. With the debut of different types of trailer options and new SmartWay verified technologies, many attendees were pleased with the outcome and are hopeful that next year will also result in an upward trend.

Next year's Mid-America Trucking Show will be held on March 31 through April 2, 2011. ➔



HAPPY 75,000TH 3000R



Utility's Utah plant celebrates their 75,000th 3000R® trailer completed

It's the size of roughly 11 football fields under one roof.

With almost 500,000 square feet, Utility's Clearfield, Utah plant is the largest dedicated reefer manufacturing plant in the western hemisphere. This year's celebration of the plant's 75,000th refrigerated trailer manufactured begins the next chapter in the history and legacy of the Utah plant.

The Clearfield plant wasn't always this big. Opened in 1965, the plant occupied a building that was originally a military complex built after the beginning of World War II. During this time, the facility was a sizeable 120,000 square feet. It wasn't until 1981 that Utility expanded and built more additions to the plant, which brought the total square footage to 187,000.

The original 187,000-square-foot building manufactured a total of 99,843 trailers.

"There were five different models produced over the years; reefers, dry vans, meat trailers, furniture vans, and electronic vans," said Steve Smith, Clearfield's Plant Manager. "Some very special trailers were built in that facility. Notably, there were trailers produced in this plant that hauled equipment for the 1984 Summer Olympics in Los Angeles, California."

To meet demand for Utility reefer trailers, the new century brought opportunities for more expansion. Utility needed an even larger plant. Operations transitioned into a new location just a mile away, and the old Clearfield plant was officially closed in April of 2001. The new location became dedicated to manufacturing the completely newly designed 3000R® refrigerated trailer. The 3000R® was an all new product that revolutionized the manufacturing process and changed the way Utility reefers are constructed. The new

plant is engineered to provide optimum efficiency in the manufacturing process by adding a continuous moving assembly line and more automation to further reinforce precision in all of the parts. Utility's commitment to continuous innovation results in the 3000R® maintaining its position as the best selling reefer in the industry.

The Clearfield plant's 75,000th reefer was manufactured for Giltner Inc., a longtime Utility customer. Throughout the years, the plant has manufactured and shipped trailers to locations across the globe, including Canada, Mexico, Hong Kong, Greece, Saudi Arabia, Central and South America.

Congratulations to all of the dedicated employees at the Utility Utah plant for their efficiency and accomplishments throughout the years. Happy 75,000th! 🎉

DEALER NEWS

IN THE HEART OF LA PORTE

A truly unique parts store in La Porte, Texas

Utility Trailer Sales of Southeast Texas' new parts store is located in the heart of La Porte, Texas.

"There is such a positive amount of foot traffic at this new location, and we are steadily growing every month," said Jonny Loring Jr, President of Utility Trailer Sales of Southeast Texas. The store is located at the corner of

Highway 146 & West Barbours Cut Blvd., which is both a high traffic area for trucks and a great location for a parts store.

Situated on six acres of land, the 19,400 square foot parts-only facility opened its doors in October of 2009. In addition to truck and trailer parts, the store also carries safety supplies to meet the needs of chemical plants in the area. "We plan to add more types of supplies within a couple of years to accommodate the needs of our nearby customers," said Loring Jr.

The city of La Porte is home to many petrochemical industrial plants and is close

to the Houston Ship Channel, where overseas shipments pass through the area. This strategic location near the port is one of the reasons for the part store's immediate success.

The official grand opening took place on May 5th. New and existing customers had a chance to tour the facility as well as enjoy BBQ on this celebratory occasion.

Congratulations to Utility Trailer Sales of Southeast Texas on the La Porte store's opening and continuing success! 🎉

Utility Trailer Sales of Southeast Texas' new parts store is located at the intersection of Barbours Cut Blvd. and Highway 146 in La Porte, Texas



UTILITY TRAILER SALES OF SOUTHEAST TEXAS
146 HWY 146 & WEST BARBOURS CUT BLVD
LA PORTE, TEXAS 77551





UTILITY TRAILER MANUFACTURING CO.
17295 E. Railroad St., City of Industry, CA 91748

The First Name In Trailers®



DEALER NEWS

OVER 4 DECADES OF DEDICATION

Robert Wilderson retires from Utility Trailer Sales of Central California

Back in the summer of 1965, Robert (Bob) Wilderson was discharged from the Navy and began his career at Utility Trailer Sales of Central California in Lathrop.

Starting in the parts department, he made his way through other various positions in the company.

As time went by, the company recognized Bob's passion for sales management. At that point, Bob was promoted to managing and leading the equipment sales team.

Above and beyond his contributions to Utility Trailer Sales, Bob was an active member of the National Trailer Dealers Association, California Trucking Association and Fresno Transportation Club. He also served on the Utility Dealer Council.

"Bob worked for our dealership for over 40 years. He grew immensely in that 40 years and

helped the company grow to where it is today," said Mike Sutherland, President and CEO of Utility Trailer Sales of Central California.

Bob retired at the end of 2009. Upon retirement, Bob plans to play golf, take road trips, and spend more time with his grandchildren.

Utility Trailer Manufacturing Company and Utility Trailer Sales of Central California graciously thank Bob Wilderson for his years of dedication, and wish him a wonderful retirement. ☺



Bob and his wife, Elaine