

UTILITOPICS



The First Name In Trailers®

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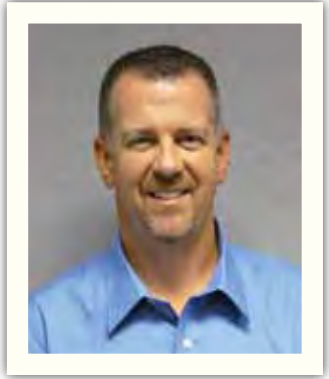
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LARRY ROLAND

Utility's New Director of Marketing



Utility is pleased to welcome Larry Roland as the company's new Director of Marketing.

Larry will take the leading role with Utility's corporate marketing team. Larry's responsibilities include supporting Utility's ongoing marketing efforts in addition to developing technical and educational tools for Utility's customers and internal personnel.

Larry has been with Utility's corporate office in City of Industry, CA since 1987. He began his career as Sales Coordinator within Utility's National Accounts department. He held different positions in this department prior to his promotion in 2005 to Director of National Accounts. Under Larry's direction, Utility's National Accounts department doubled their share as a percentage of Utility's total trailers built.

"Larry is the perfect candidate for this position. With his background and experience, he is a valuable asset to the team and we look forward to his leadership in supporting and marketing the Utility brand," said Craig Bennett, Senior Vice President of Sales and Marketing. ☺






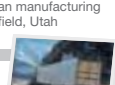





UTILITY EXHIBITS AT IFDA

This Year's Conference Was Held on October 29 – 31 in Las Vegas, Nevada



Foodservice industry leaders gathered at the 2012 International Foodservice Distributors Association (IFDA) Distribution Solutions Conference at the Rio Hotel & Casino in Las Vegas, NV. Utility showcased two high spec multi-temp reefer trailers at the conference exhibition.

Craig Bennett, Utility's Senior Vice President of Sales & Marketing was among the top industry experts involved in a panel discussion on "Trends in Trailer Specification." Craig spoke on a number of topics including different specifications and trailer configurations that contribute to a lower tare weight, increase cargo payload and the influences that reduce fuel consumption. Attendees also gained insight on current trends involving transportation, logistics, supply chain management, and warehousing during the conference and exhibition. Next year's IFDA Distribution Solutions Conference will be held on October 14 – 16 in Orlando, Florida. ☺

<p>1914 E.W. Bennett and H.C. Bennett, brothers purchased a small wagon company, marking 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 Introduced the next generation of thin-wall dry van trailers — 4000D-X Composite™</p> 	<p>2011 Utility designs EPA SmartWay® verified 120A side skirt</p> 
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PLANT EXPANSIONS COMPLETED

Utility Expands Dry Van Plant in Paragould, Arkansas and Reefer Plant in Marion, Virginia

Expansion plans are now complete at Utility's manufacturing plants in Paragould and Marion. Utility has added over 70,000 square feet of additional space between the two facilities.

The 22,000 square foot expansion at Paragould includes a new modification center that accommodates more customized dry van trailers with complex or multiple options. The modification center has been expanded to include 12 new drive-through trailer bays and an additional employee lunchroom.

At the Marion plant, Utility has constructed a new 50,000 square foot modification center for high option and complex refrigerated trailers as well as an additional employee lunchroom. The expansion also includes the acquisition of over 100 acres of property adjacent to the facility to accommodate additional parking for up to 1,400 trailers.

In early spring of this year, Utility added a 2nd assembly line at the Glade Spring, VA plant. The 2nd assembly line has significantly

increased production for the popular 4000D-X Composite® dry van trailer. Along with the two current expansions now complete, Utility will be able to meet customers' growing demands for high option reefers and dry vans while allowing for increased production of more standardized trailers.

Utility has hired additional employees to accommodate for the production increases. This has created more job opportunities in Glade Spring, Marion, Paragould and their surrounding areas.

Utility currently operates five trailer manufacturing facilities across the United States. The Clearfield, Utah and Marion, Virginia plants manufacture Utility's #1 selling 3000R® refrigerated trailer. Utility's 4000D-X Composite® and 4000D® dry van trailers

are manufactured in Glade Spring, Virginia, and Paragould, Arkansas. Utility also has a facility in Enterprise, Alabama that manufactures flatbeds and Tautliner® curtainsided trailers. 📍



Dry Van Plant, Paragould, AR



Reefer Plant, Marion, VA

UTILITY RELEASES A NEW MARKETING VIDEO

A New Video Showcasing Utility's Test Track is Now Available

The test track video features an exclusive interview with Craig Bennett, Senior Vice President, Sales & Marketing for Utility. Utility is the only trailer manufacturer with its own test track. Designed and built by Utility engineers, the company has decided to provide the public an inside look at the exhaustive testing that Utility

conducts with each product it produces.

"For years Utility has been utilizing our real-world test track to ensure that our products and its components adhere to the highest quality possible. When our customers see our test facility, they are impressed, having had no idea that we test in this way," said Craig Bennett. "For the first time ever, we are now making this available for public viewing."



Scan this QR code with your smartphone to view the test track video

Utility's test track video can be viewed online in Utility's media gallery located at: www.utilitytrailer.com/resources/photos-videos/id/ut-test-track or scan the QR code with your smartphone to access the video. Utility currently has five other corporate videos available for viewing in the media gallery. 📍



2012 INTERNATIONAL SALES MEETING

This Year's Meeting Took Place on September 19 – 22 in Phoenix, Arizona

Utility's 2012 International Sales Meeting took place at the Arizona Grand Resort in Phoenix, AZ. Over 300 dealers, vendors, and Utility staff attended the four-day meeting consisting of general and product sessions, a trailer display, and a vendor fair that included 43 vendors.

Guests also had an opportunity to relax with golf and other outdoor activities. The annual Round Table Awards and Goal Achiever Awards were given to this year's top dealers

during a luncheon and presentation that honored upcoming Utility retiree, Chuck Cole. Later that evening, guests all enjoyed a Chuckwagon-style BBQ dinner at Rustler's Rooste Restaurant.

Dealers participated in the "Tales of Success" trivia game for a chance to win a Smart TV. Peter Cook from Valley Equipment Ltd., Hartland NB Canada was the lucky winner to take home the coveted prize.

The meeting's theme of "Tales of Success", mixed with a western flare, focused on how Utility's 98 years of success results

from an effective partnership with its dealers and suppliers. Attendees gained knowledge of new technology available and achieved greater insight on the challenges within the industry. The vendor fair provided networking opportunities with various suppliers to learn about new product offerings, while several trailers were displayed at the Trailer Exhibition to showcase Utility's latest technology and new applications. Overall, the meeting proved to be one of the most successful and productive meetings.

"On behalf of Utility Trailer Manufacturing, we would like to thank all of our dealers and vendors who attended this year's International Sales Meeting," said Craig Bennett, Utility's Senior Vice President of Sales and Marketing. ☺



ROUND TABLE AWARD PLATINUM – 2,033 UNITS

Action Trailer Sales, Inc., Mississauga, ON, Canada

Left to Right: Mark Glasgow, Michel Pouliot, Francois Tellier, Raymond Lanthier, Mario Perrino, John Gwynne, Mike Stratton, Rob Moorehouse, Bruce Gair, Dave Wallace



GOAL ACHIEVER AWARD – 250.7%

Mid-States Utility Trailer Sales, Inc., Sioux City, IA

Left to Right: Mark Glasgow, Paul Trujillo, Bob Elsasser, Shane Keizer, Rich Nielsen, Dave Wallace



A RECAP OF THE GREAT AMERICAN TRUCKING SHOW

Utility Exhibits at the 14th Annual Show in Dallas, Texas



Held on August 23rd through August 25th, this year's Great American Trucking Show (GATS) drew a total of 48,621 industry professionals.

Utility was among the 507 exhibiting companies showcasing the industry's latest products and technology. Utility

unveiled two new high strength steel options available for the 4000D-X Composite[®] dry van. Larry Roland was also introduced as Utility's new Director of Marketing during the Utility press conference held on the first day of the show. "This year's show was a big success with a lot of interest in Utility products with frequent traffic entering

our exhibiting booth," said Craig Bennett, Senior Vice President Sales & Marketing for Utility. "Thank you to all of our dealers and customers who attended the event. We look forward to seeing you next year in Dallas." Next year's event will be held August 20-24, 2013 at the Dallas Convention Center in Dallas, TX. ➔

DEALER NEWS

ANNOUNCEMENT FROM CHILE

Utility Trailer Chile LTDA Becomes a Full Service Dealership

Located in Santiago, Chile, Utility Trailer Chile, LTDA is now a full service Utility dealer, selling new and used Utility trailers in addition to their current parts and service business. The company is operated by the Castilli brothers. Paulo Castilli is the General Manager and Aldo Castilli, is the Operations Manager. "Since 2007, Paulo and

Aldo have successfully managed the dealership, providing parts and service in Santiago, the capital of and largest city in Chile. We are pleased to support their expansion efforts with a full service Utility contract," said Andy Lopez, International Sales Manager at Utility Trailer Manufacturing.

Situated on half an acre of land, the dealership encompasses a 3,200-square-foot warehouse, 1,300 square feet of office space and 6,500 square feet of trailer parking. The dealership recently purchased additional land and intends to expand in the near future. The dealership is located at Puerto Santiago No. 188, Parque Industrial, Pudahuel Santiago, Chile. For more information about Utility Trailer Chile LTDA, visit: www.utility.cl. ➔

30 YEARS OF SUCCESS

Utility Honors Craftsmen Trailer

In 1982, Joe Helmsing opened up Craftsmen Industries in Downtown St. Louis. With only eight employees, the company sold and repaired trailers, truck equipment, and customized transportation vehicles.

Expanding to provide additional products and services, Craftsmen Industries became a Utility dealer in 1996. With its continued growth, the company became Craftsmen Trailer in 2006 and moved to a new facility in St. Charles, MO. The company then opened its second location in Sikeston, MO. Both locations are full-service dealerships representing Utility and other trailer brands.

Today, Lou and Mark Helmsing assume the roles of managing the company and maintaining the success that their father and founder Joe Helmsing established. With their long history of success and rapid growth, Craftsmen Trailer recently celebrated its 30th year anniversary. Over 350 people including Utility corporate employees attended the open house



From Left to Right: Patrick Verkley, Steve King, Lou Helmsing, Joe Helmsing, Tony Mercurio, Mark Helmsing, Mike Stratton, James White, Mark Glasgow

celebration to honor Craftsmen. A special Utility plaque was given to the Helmsing and Craftsmen family congratulating them

on their 30th year and their many more successful years to come. ☺

PRODUCT REPORT

NEW HIGH STRENGTH STEEL OPTIONS NOW AVAILABLE

Utility Introduces Two New Options for the 4000D-X Composite® Dry Van

Utility Trailer introduces two new high strength steel options for the 4000D-X Composite® Dry Van at the Great American Trucking Show in Dallas, TX.

Utility has created a new high strength steel exterior panel option featuring .016" high tensile 80,000 psi, pre-painted white galvanized steel panels covering the full length of the trailer and the front wall.

This option is currently only available for the DX-100 as an alternative to the standard .040" aluminum side panel

providing a means to counteract fluctuations in the price of aluminum.

In addition, a new side wall system is also available for both the optional DX-100 and the standard DX-101. It features 18 gauge, 100,000 psi galvanized steel side wall posts in the bay area, offering significant weight savings for increased payload capacity.

When combined on a DX-100, the high strength steel side wall system and exterior panel options offer a reduction in both price and weight.



To find out more about the benefits of these new options from Utility, contact your local dealer. To locate the nearest authorized Utility dealership, visit: www.utilitytrailer.com/dealer-locator. ☺

Rolling AHEAD TOGETHER

2012 Utility Dealer Meeting

Over 300 parts managers and owners, including Utility suppliers and dealers attended this year's Dealer Meeting at the Belterra Casino Resort & Spa in Florence, Indiana from June 20th to 23rd.



"This year's theme, *Rolling Ahead Together* represents not only the riverboat casino venue where the meeting took place, but also our successful future working together as a unified support network," said Michael Moore, Utility's Aftermarket Parts' Director.

Guests were welcomed with a cocktail reception on the rooftop of the riverboat casino on the first day of arriving at the resort. General sessions took place on the next day where Utility executives including guest speaker, Steve Zaborowski from Xtra Lease gave informative presentations on fleet maintenance and other related industry topics. Breakout sessions took place with participating vendors: Bendix, Hendrickson, US Liner, Jost, Grote,

Illinois Auto Clutch, and Kinedyne. Later in the evening, a dinner reception and award ceremony was held to honor Utility Aftermarket Parts' top performers in 2012.

Over 50 supplier booths exhibited during the trade show and guests had the option of participating in fun activities which included a round of golf at the Belterra Golf Club or Zip Lining through the rugged hills of Southeast Indiana. The meeting ended with a grand tour of Utility's Aftermarket Parts Distribution Center in Batavia, OH and an impromptu tour of Grote Industries factory in Madison, IN. Utility thanks everyone who attended this year's Dealer Meeting, making it another successful event. 🔄





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

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CORPORATE NEWS

UTILITY WISHES JACK & CHUCK A HAPPY RETIREMENT



Jack Washburn

After 24 years, Utility's Glade Spring, VA plant manager, Jack Washburn will be retiring at the end of 2012.

Jack started as a Material Manager at Utility's Marion reefer plant and later served in many different management roles. In 2000, Utility opened up a new dry van manufacturing plant in Glade Spring. Jack was appointed the Plant Manager of this facility. Utility can't thank Jack enough for his leadership and accomplishments in building and staffing a brand new plant.

"My time at Utility has been a time of constant growth and change. Utility is an excellent company that has provided security for my family and opportunity for advancement as it still does for its employees today. I am excited to be retiring and have many plans and things to do, but I

will truly miss going to work and the people at Utility," says Jack.

Sam Cassell will be promoted to the new Plant Manager in Glade Spring, John Walls will assume the plant superintendent role, and Ralph McMahan will become the Quality Control Manager.



Chuck Cole

Chuck Cole has worked in various areas for Utility's corporate office for 37 years. In his first 2 years, Chuck worked in engineering, R & D, and became part of a special products group to help redesign Utility's furniture vans that were built in Utah. By 1977, Chuck transitioned into sales working as a Manager in the factory internal sales department. He later became a Regional Sales Manager and then moved to Atlanta, GA to develop and head the Eastern Sales Division. When Chuck returned to California in 1990, he took on the role of

Director of Marketing which he held for nearly 16 years. With his extensive technical knowledge along with his sales experience, Chuck became Manager of Technical Sales and Product Training, offering support to sales, marketing, engineering, drafting and production. "One of the many things I've enjoyed during my time with Utility was interacting with the entire dealership organization and customers. I've had the opportunity to help dealers solve problems, come up with solutions, and sell more trailers. I have worked directly with many customers over the years, offering advice on specifications or working on resolutions on any number of operational problems or issues. I use the line from the old TV series, The A-Team where George Peppard would say, 'I love it when a plan comes together,'" stated Chuck.

Along with Jack Washburn, Chuck will be retiring at the end of 2012. Utility would like to wish Jack and Chuck a wonderful retirement. ☺