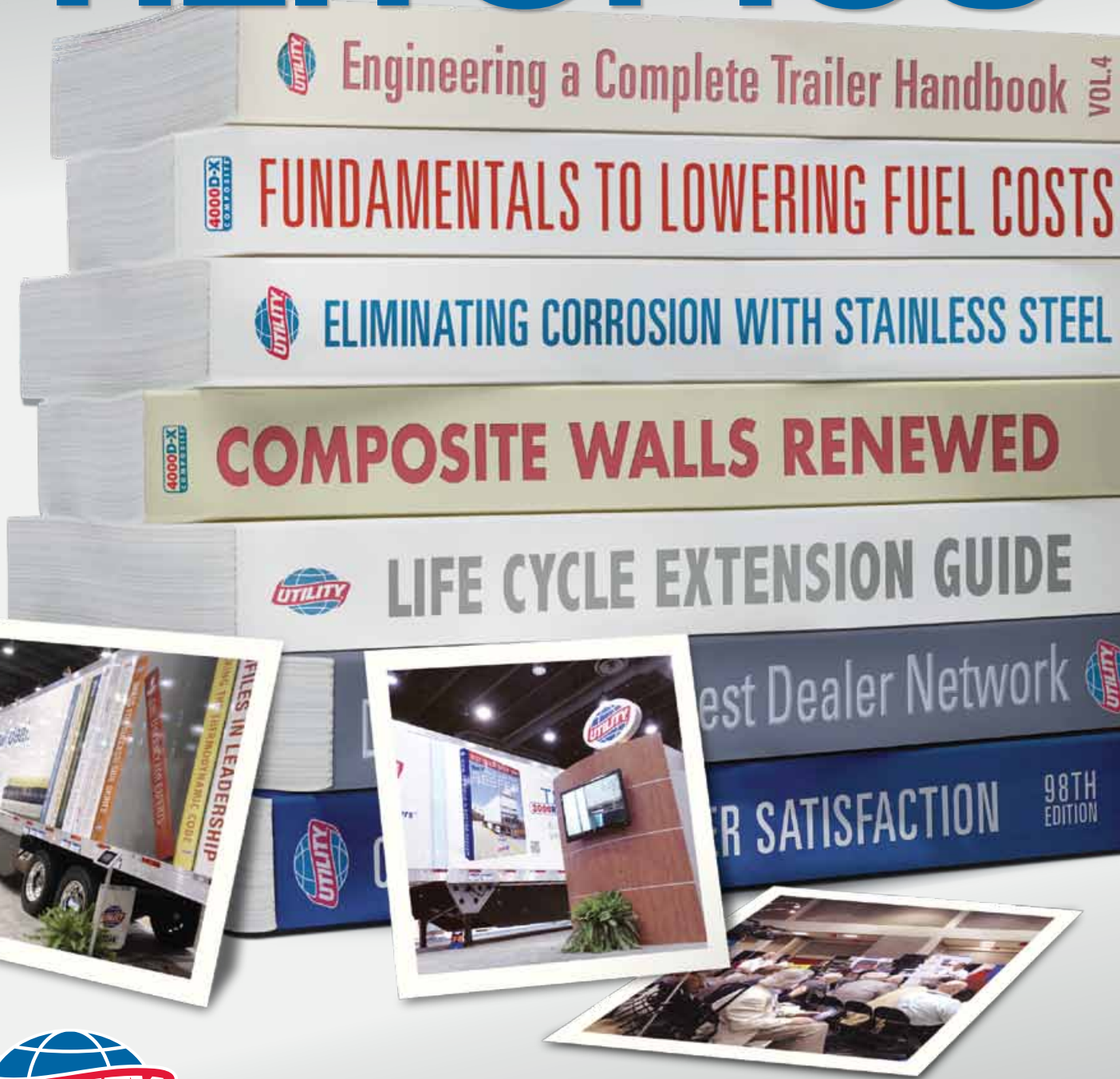


UTILITOPICS



The First Name In Trailers®

Success at MATS sets the foundation for 2012 



GLADE SPRING
Manufacturing Plant Adds Second Assembly Line



PARAGOULD
Utility's Dry Van Plant Enjoys Record Year



NEW OPTION
Utility Introduces New Double Deck Loading Systems

GLADE SPRING MANUFACTURING PLANT EXPANSION

Utility Increases Capacity with 2nd Assembly Line



Glade Spring Manufacturing Plant in Virginia

It was just a year ago when Utility's Glade Spring, Virginia manufacturing plant was hit by a devastating tornado storm, sustaining damage to the roof and building.

Through the perseverance and resilience of workers and crews, Utility managed to quickly recover and continued its expansion plans by adding a 2nd assembly line.

Utility is now able to meet the growing demand for the popular 4000D-X Composite® dry van by significantly increasing capacity to produce both standard and high option trailers. "We build trailers according to each of our customer's business objectives and in most cases the result is a highly customized trailer," said Craig Bennett, Senior Vice President

Sales & Marketing for Utility. "With the expansion of a 2nd assembly line, we are able to accommodate more high option trailers without compromising our production schedules."

Utility recently added approximately 70 additional workers to accommodate the increase in production capacity. On April 16th, the first trailer was completed on the new 2nd assembly line. The expansion adds approximately 56,000 square feet of manufacturing space and provides additional production for more than 2,000 trailers annually. The 2nd assembly line accommodates production of Utility's durable light weight 4000D-X Composite® and 4000D™ dry van trailers. The Glade Spring plant is one of Utility's five trailer manufacturing locations across the United States. ↻

MID-AMERICA TRUCKING SHOW RECAP

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For more information on Utilitopics or to submit story ideas, please contact info@utilitytrailer.com

Utilitopics is now online at Utilitopics.com

UTILITY'S PARAGOULD MANUFACTURING PLANT ENJOYS RECORD YEAR

The 100,000th Trailer Comes Off the Assembly Line for Forward Air



Congratulations to Utility's Paragould, Arkansas dry van manufacturing plant on their record-breaking, landmark year! As the economic recovery continued through 2011, the plant produced 7,896 dry vans, breaking the previous plant record set in 2006 and increasing plant production from 2010 by nearly 35%.

The plant also built its 100,000th dry van since opening in 1994. The 100,000th

van was received in early February 2012 by Forward Air Corporation, a North American transportation and logistics service provider for the air freight and LTL market. "We are honored to be the recipient of Utility Paragould's 100,000th dry van," said Jeff Taylor, Vice President of Maintenance for Forward Air. "We congratulate Utility on achieving their record numbers and we look forward to continuing the partnership."

In 1994, Utility produced 330 dry vans in its approximately 250,000 square foot Paragould manufacturing facility. With building additions over the years, the plant has now grown to approximately 350,000

square feet with 600 employees producing Utility's durable, light weight 4000D-X Composite® and 4000D™ dry vans. ↻

Pictured from Left to Right:
 Dave Neighbors, Plant Manager for Utility Paragould
 Corey Fletcher, Plant Superintendent for Utility Paragould
 Hal Bennett, President of Utility
 Jeff Barber, Vice President of Interstate Trailer Equipment
 Jeff Taylor, Vice President of Maintenance for Forward Air
 Jeff Bennett, Vice President of Engineering for Utility
 Sean Bicknell, Regional Sales Manager for Utility
 Bob Maki, Director of Manufacturing for Utility
 John Oliver, Quality Manager for Utility Paragould

<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 USS-120A side skirt</p>
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EVERYTHING WE KNOW GOES INTO EVERY TRAILER WE BUILD

2012 Mid-America Trucking Show

Once again, Utility had great success at the 41st annual Mid-America Trucking Show (MATS).

The industry's largest heavy duty trucking show drew a total of 80,972 attendees and 211 media correspondents. Utility was among 1,070 exhibiting companies showcasing the latest in technology and products.

"Everything We Know Goes Into Every Trailer We Build"

This year's theme highlighted and reinforced Utility's prominent position in the industry. Utility continues to be the leader in manufacturing innovative products that exceed today's industry

standards. "Everything We Know Goes Into Every Trailer We Build" is a statement of who we are and how much emphasis we place on the design and engineering process," said Craig Bennett, Senior Vice President Sales & Marketing for Utility. Products showcased at MATS included the #1 selling 3000R[®] refrigerated trailer, the light weight 4000D-X Composite[®] with a new optional double deck loading system, and the durable 4000A[®] flatbed with Utility's optional Adjustable Load Securement System (ALSS).

Utility's Press Conference at MATS

A Press Conference was held on Friday, March 23rd at the new conference area inside Utility's booth. Press attended to hear about the expansion of the new 2nd

assembly line at Utility's Glade Spring plant, the Paragould plant's 100,000th dry van milestone, and the introduction of the innovative, optional double deck loading system available for Utility dry vans.

Utility's Premier Customer Event

For the second consecutive year, Utility hosted a premier customer event at the Muhammad Ali Center. Over 200 of Utility's customers and dealers toured the museum prior to the dinner reception. Guests dined while overlooking the scenic Ohio River from the center's top floor.

Next year's Mid-America Trucking Show will be held March 21-23, 2013. ➔



DEALER NEWS

NEW LOCATION

Hawkeye Utility Trailer Sales, Dubuque relocates to Peosta, Iowa

Hawkeye Utility Trailer Sales, Dubuque recently relocated to a massive 31,000 square foot building. The building encompassing a 13,000 square foot parts warehouse, 2,000 square feet of office space and 16,000 square feet dedicated to service bays. The property also features 7 acres of land for trailer parking.

The new location is situated off of Highway 20 in Northern Iowa. The address is 15655 Key City Lane in Peosta, Iowa.



3000R[®] Reefer at MATS



MATS 2012



Press Conference



Utility's Premier Customer Event



Utility's New Booth

NEW DEALER LOCATIONS

Utility's dealers in Washington and Mexico expand with new locations

Utility Trailers de México, S.A. DE C.V. recently opened its fifth location in Queretaro, Mexico.

The dealership currently has facilities in Mexico City, Monterey, Guadalajara, and Leon. The new location is over 3,400 square feet offering heavy duty aftermarket parts and equipment. The Queretaro facility is conveniently located within the central part of Mexico, where U.S. imports arrive for distribution to the rest of the country.

Founded by Gabriel Garcia Diaz, the dealership has been providing new & used

Utility trailers and heavy duty aftermarket parts and service to Mexico's trucking industry since 1993. The dealership currently employs 150 people and is planning to hire more personnel to accommodate the new location. The new parts location is at Av 5 de Febrero No. 1716-A, Zona Industrial Benito Juarez in Queretaro.

Utility Trailer Sales of Washington adds a new location in Mount Vernon, Washington.

Since 2001, the Kolar family has been serving the state of Washington with new

and used trailer sales, parts and service. The family recently expanded by adding a new location in Mount Vernon, Washington. The new 5,200 square foot facility includes three trailer bays and a full parts and service center. Three of the dealership's long-term employees, Trailer Foreman Robert Frizzell, Reefer Foreman Donald Simpson and Service Writer Deana Brandon, relocated to the new facility. The new full service branch is located at 3812 Old Highway 99 South in Mt. Vernon. ☺



PRODUCT REPORT

NEW DOUBLE DECK LOADING SYSTEMS

Utility introduces a new option for dry vans

Utility showcased their 4000D-X Composite® dry van with an optional double decking system at the 2012 Mid-America Trucking Show.

The K2 Kaptive Beam® System, manufactured by Kinedyne® Corporation, is a versatile captive beam decking system capable of being configured to optimize trailer cubic capacity by using the full floor-to-ceiling height of the trailer or to safely transport fragile cargo in the same load.

The system consists of vertical tracks recessed on either side of the side posts on both inside walls. A movable, spring-loaded, wall-to-wall beam attaches to slots inside the vertical tracks to create a "second deck". The aluminum alloy tracks and steel beam are designed to be high strength, yet light-weight, supporting up to 500 lbs per linear foot and allowing up to 26,000 lbs. of payload on the second deck of a 53' van.

The height of the beams can be altered using adjustment poles to release the spring-loaded mechanism in the beam from its slot in the vertical track. The beams are 'captive' to the vertical tracks, preventing theft of the beams and can also be used as shoring devices. When not in use, the beams may be stored out of the way at ceiling level. ☺

UTILITIDBIT

Happy Anniversary, Tautliner!

This year marks the 25th Anniversary of Utility's Tautliner®. Congratulations on a quarter of a century producing the world's strongest and toughest curtainsided trailers.



A TRUE PARTNERSHIP

Profiling Benny Whitehead Transportation



Founded in 1964, Benny Whitehead Transportation, Inc. from Eufaula, Alabama is a longtime Utility customer carrying 100% Utility reefers in the company's fleet. The partnership still continues today with Utility's dealer in Alabama.

Utility's independent dealership, Utility Trailer Sales of Alabama, LLC has been working with Benny Whitehead Transportation for over 30 years. "Clay Palm from Utility Alabama and his family are quality people and we appreciate the service they always provide us," stated Benny Whitehead, CEO.

Recently, Utility and Benny Whitehead Transportation were faced with the challenge of meeting the requirements of Benny's newest customer, MeadWestvaco. MeadWestvaco requested additional reinforcements added to Utility's 4000D-X Composite® in order to haul large rolls of paper. This required the floor rating of

the 4000D-X Composite® to be spec'd at 28,000 pounds. Utility's team pulled through to manufacture a 28,000-pound floor rated dry van for a frequent paper hauler. Each trailer also features all stainless steel fronts, radius inserts, and rear door covers.

Benny Whitehead's two sons, daughter, and two grandsons currently operate the successful family business. Benny Whitehead Transportation now carries over 100 trailer units and plans to add more Utility trailers later this year. ☺



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

The First Name In Trailers®



CUSTOMER CONNECTION

STEVENS TRANSPORT STRENGTHENS FLEET

Utility Supports Stevens Expansion Plans with Large Reefer Order

Stevens Transport recently purchased 1,200 of Utility's #1 selling 3000R® refrigerated trailers to support the growing demands of their business.

Stevens Transport's trailer specifications include SmartWay® verified aerodynamic black side skirts and an all new decal package to complement the company's new black, red and white theme. The recent purchase reinforces Stevens Transport's growth plans as well as their commitment to providing customers and drivers with state-of-the-art equipment.

"Utility's innovation, strong dealer network, and the outstanding performance of its trailers supersede all others in the industry," said Clay Aaron, President of Stevens Transport. "For over 30 years, we have

partnered with Utility to provide our customers with the highest level of quality and service." Stevens Transport's customers include large corporations and big-box retailers.

In 1980, Steven L. Aaron founded a family-owned and operated business based out of Dallas, Texas. Today, Stevens Transport operates over 3,500 Utility refrigerated

trailers and over 2,000 power units across North America.

"We are pleased to support Stevens Transport in the continued success of their business, and we greatly value their loyalty throughout the years," said Craig Bennett, Senior Vice President Sales and Marketing at Utility. "We look forward to continuing the strong partnership." 

