



The First Name In Trailers

UTILITOPICS

The Quarterly Publication for Top Utility News



4000D-X

Taking Plate Trailers Head On. The 4000D-X Features Translate into True Productivity.

The 4000D-X® is a welcome addition to the dry van marketplace and Utility's ingenuity is behind every rivet and fastener. Utility Trailer Manufacturing Company's Sr. VP of Sales and Marketing, Craig Bennett, boasts "The thin-wall 4000D-X series represents the latest in durable, productive and versatile trailers. We have a well-established reputation of providing quality trailers and the 4000D-X is the latest example of the innovation that has kept us 91 years strong." This dry van is a perfect alternative to the plate trailer and is designed to be stronger and wider than previous D-X dry van models. Its biggest benefit is the fact that it will significantly increase payload opportunity for the high density freight haulers. "We believed we could create a trailer that would not

only meet the plate trailers head-on, but surpass them in strength, productivity and versatility," says Craig Bennett.

What went into the 4000D-X that makes it such a groundbreaker in the industry? For starters, it is built with the purposeful design and construction that is Utility's trademark throughout history. Thoughtful research went into the redesign of the 3000D until the right trailer rolled off the line: a more versatile and productive thin-wall trailer.

On the interior of the new 4000D-X, customers enjoy up to 101-1/4" of interior width. The 4000D-X represents Best-in-Class thin-wall construction for durability, patented Snag Free™ loading, and load securement versatility. 80K galvanized

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Mesilla Valley Trendsetters Do It Again

Mesilla Valley Transportation has built a reputation of consistently being one of the first companies to embrace new transportation products and technology to improve their fleet's efficiency.

Their purchase of more than three-hundred 4000D-X® trailers with the single

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Website Launched with New, Exciting Features

April, 2005 brought more than spring air to our customers, it brought the long awaited launch of the all new Utility Trailer website.

Our new design and added user-friendliness was essential to reflect our commitment to our dealers and customers.



We wanted to create a content rich website

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Mesilla Valley Trendsetters Do It Again

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tire Wide Track System from Utility proved their pioneering commitment once again.

Touted as the plate trailer alternative, the Utility 4000D-X is a lightweight, durable dry van that combines the reliability of patented features with the conventional reparability preferred by many. It features high cube capacity, rugged side posts with snag-free lining panels, 80K galvanized steel interior panels and a 10-

Mesilla Valley's substantial purchase is just added validation that Utility's research and design is on target.

inch high 80K galvanized steel wearband. Mesilla Valley knew what lay behind these features – productivity enhancement due to increased trailer up-time and payload capacity. In other words, better productivity for their fleet.

Mesilla Valley Transportation started out in 1981, hauling primarily refrigerated/perishable goods across the U.S. and Canada. Their

strong client relationship with Midwest Utility began in the early 1990's, when Mesilla Valley decided to expand their capabilities by introducing a large number of dry vans into their operation - including of course, Utility dry vans. Clearly, Mesilla built a trust with Utility, perhaps because the unwavering commitment Utility has to discovering new ways to make trailers more efficient.

Mesilla Valley's substantial purchase is just added validation that Utility's research and design is on target. Utility's bond with companies as trendsetting as Mesilla Valley Transportation is a valued, important part of the

relationship network we've spent years building. The almost 100 independently owned Utility dealers along with the relationships we've built with heavy-hitting transportation companies are the foundation of our success – and the hard work we do, is in response to the trust they have in our vast and growing capabilities. Our Wide Track System used with the D-X 100 is the ultimate productivity trailer - just one more reason our dealers and customers agree that Utility is - the First Name in Trailers.



Repair Shop



Check-In at Entry



The Inside of the 4000D-X



New El Paso Terminal



4000D-X 100 Fleet

Utility's Marion, VA Plant Keeps On Trucking Through Remodel

Utility's Marion Plant Facility is carrying out a considerable expansion to its refrigerated trailer plant. As amazing as it seems, the plant, which employs 850 people, is operating at near full production capacity during the remodel. "What we are doing in our Virginia reefer plant, under current business conditions, is about like trying to change a tire on a car while moving down the road in traffic," says Director of Manufacturing, Bob Maki. Not an easy feat, but perseverance prevails.

With the planned expansion of almost 100,000 additional square feet, the plant's



production lines will change from three assembly lines to two automated moving assembly lines. This transformation will result in overall increased reefer productivity. In addition, property adjacent to the plant,

which now serves as additional trailer parking, may be used in the future for further expansion. The Utility Marion plant hopes to have the remodel completed in early 2006.

PRODUCT
Wide Track

Utility's Wide Track Suspension System — An Option That Makes Sense

Utility Trailer is making available their newly developed Wide Track System. The Wide Track System works in tangent with the Michelin wide single tire - the X-One - and includes a wider Hendrickson air ride slider with 6-inch wider suspension centers and 6-inch longer axles. All of these components work together to make the new Wide Track System.

Drivers will enjoy improved fuel economy, with an approximate savings of over \$1200 being estimated per year. They'll also enjoy lower tare weight (a minimum of 296 pound weight reduction to a maximum of 564 pound weight reduction, depending on wheels selected on the trailer) and improved tracking behind the trailer.

A Michelin facility in South Carolina revealed that "Utility's Wide Track System combined with the Michelin X-One tire have generated a higher roll stiffness on the trailer when compared to a conventional combination." All that adds up to one thing in the eyes of Utility Trailer customers - increased productivity on the road.



The Thin-Wall 4000D-X Trailer Delivers Best-In-Class Durability

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steel interior panels, a 10" high 80K galvanized steel wearband, a stainless steel rear door frame and patented recessed steel posts on 24" centers fuse together into a unique, productive thin-wall design. Add a tough aluminum exterior panel you have a light weight, thin-wall trailer ready to become a productive member of any fleet.

The unique sandwich sidewall design uses recessed "squeezed" rivets to attach the interior lining panels to the side posts. This patented design provides a snag-resistant, cargo friendly interior that will take a beating. The interior lining panels are 80,000 psi galvanized steel and are pre-painted white with a protective, acrylic coating. The white color

Already, the 4000D-X is fast approaching 60% of all Utility dry van sales - which is just one more indication that the 4000D-X trailer is truly innovation at its finest.

provides greater light reflection, so fork truck drivers have a better visual, which reduces potential interior damage. The 4000D-X also features a high tensile 80,000 psi, low profile, galvanized steel wearband for added impact protection, as well as 80,000 psi galvanized steel side posts for maximum strength and durability. The floors are reinforced with 80K pre-coated steel cross-members, while the flooring planks are pre-undercoated for 100% coverage in order to extend the floor life. Virtually every inch of the interior has been thought out and manipulated in order to combine the best use of space with superior construction techniques.

The roof structure is engineered with bi-directionally tensioned .040 aluminum roof skins with reinforcing plates at all four corners, as well as full-length edge-capping strips that prevent moisture entry. The wrap-around front rail and mechanically formed roof skin edges are another bonus of good

The strength, innovation and reliability you expect from Utility.

The New Dry Van

4000D-X

Utility's patented post and panel side wall design provides all the advantages of a plate trailer plus the ease of conventional repairability.

80K galvanized steel interior panels are pre-painted white for increased durability and visibility.

Interior lining panels are attached with squeezed rivets for a permanent connection.

10" high 80K galvanized steel wearband reduces side wall impact damage.

Available in both 101' and 100' configurations.

Our patented anti-snag logistic posts provide the I.D. width of a plate trailer and features "A-slots" - at maximum - every 24" for ultimate load securement versatility.

Learn more about the 4000D-X at utilitytrailer.com.

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UTILITY
The First Name In Trailers

THE WORLD'S LEADING PRODUCER OF STRONG, LIGHTWEIGHT TRAILERS

design work. Why? Because payloads stay dry - the way they should be delivered.

Basically, everything you'd expect from a Utility made trailer is found in the new 4000D-X: the proven track record of quality, the dependability customers trust and the strength that goes into every trailer Utility manufactures. With the 4000D-X, customers

will get an extra dose of all those things...like more productivity, more durability, increased protection and payload potential.

Already, the 4000D-X is approaching 60% of all Utility dry van sales - which is just one more indication that the 4000D-X trailer is truly innovation at its finest.

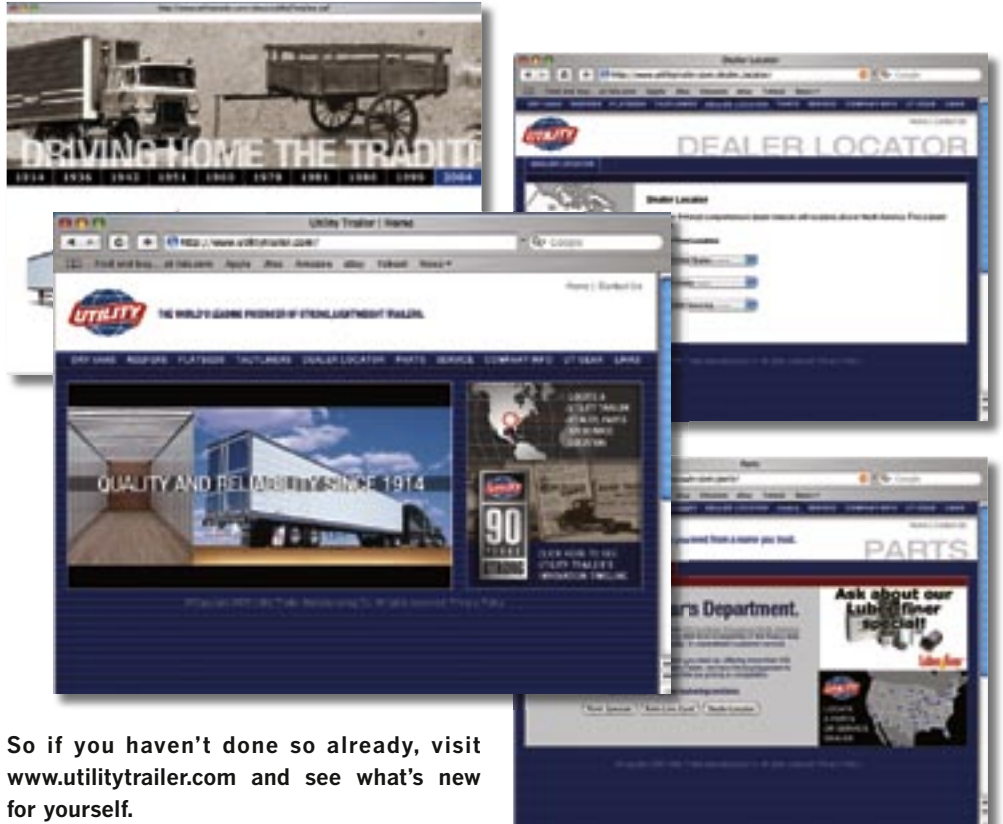
Website Launched with New, Exciting Features

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that provides updated information for both customers and dealers. The new site features several PDF download capabilities, which direct traffic to the website for information on Utility products on-demand. Additional links to vendors, industry events, dealers and more were added to make the site more useful. In addition, there are new modules specifically for Aftermarket Parts and for Field Service, which highlights the impressive 24/7, year-round customer service available to our clients.

The major strategic goal when making the decision to redesign the website, was to drive traffic to Utility dealers. The feedback from dealers has been overwhelmingly positive in this regard and overall, the new utilitytrailer.com has been a great success. In fact, the month of June saw 32,000 unique visitors to the site, with 21,000 going to the new dealer locator.

The website design is more sophisticated and technically improved, but the usability is clearly easier than ever before. With a company as groundbreaking and set on innovation as Utility Trailer Manufacturing Company, a website that represented that tone made perfect sense.



So if you haven't done so already, visit www.utilitytrailer.com and see what's new for yourself.

INNOVATIONS

Vortex Bulkhead

The Vortex Bulkhead-Technology on the Road

Transporting any temperature sensitive load requires proper air circulation. Naturally, the trailer needs to be loaded properly in order to allow the cooled air to envelope the product, but with the help of an effective return air bulkhead, the reefer unit will work even better.

The patented Vortex return air bulkhead has numerous benefits. For one, the unit is 100% polyethylene construction and weighs in at less than 50 pounds, which makes handling a breeze. No tools are needed to install or remove the bulkhead and it easily fits all reefer units.

In fact, the entire bulkhead can be removed in less than a minute for easy cleaning and unit maintenance. The bulkhead also features one of the largest air intake capacities in the industry, helping to more efficiently distribute the air throughout the trailer. Utility exclusively offers OEM installation of the Vortex bulkhead as an option for Utility refrigerated trailers, so we make sure our reefers stay cool and that our customers can be equipped with the coolest technology.



Utility Trailers of New England Open Second Location

Making the move from a one-location dealership to a multiple location dealership, isn't an easy decision to make, but with rising fuel costs playing a major role in the economy and customers requiring added convenience options, a second location to serve areas south of Boston made sense to Utility Trailers of New England (UTNE) President Jon Comeford. "We want to help our custom-



ers improve their bottom lines by minimizing the down time and expense of having trailers out of service. By being closer, we can be more responsive to their needs," expressed Mr. Comeford.

The new location in Hopedale, MA, opened May 1st and will conveniently reach the customer base in Rhode Island, Connecticut and Western Massachusetts, while the original Seabrook location can better focus on areas north of Boston, such as Eastern Massachusetts, New Hampshire, Maine and Vermont.

"We want to help our customers improve their bottom lines by minimizing the down time"

The Hopedale Dealership has an amply staffed and stocked Parts department, as well as a fully equipped Service Department, complete with four oversized service bays. The dealership offers a full range of trailer repairs and as support to the parts shop, will deliver within a 75-mile radius.

The Hopedale, MA location will improve relations and convenience with existing Utility customers and will likely attract new ones to the well-equipped facility. UTNE is an inspirational reflection of the commitment Utility dealerships have to the constant improvement of service to customers.

Revamped Arkansas Dealership Opens its Doors

Utility Trailer Sales of NW Arkansas reopened its doors in February, welcoming customers to the newly expanded facility. From top-notch service, parts and body shop departments to a freshly remodeled customer lounge area, the new dealership is full of impressive additions.

The trailer sales department increased the parking area to over 10 acres, which now allows them to carry a huge selection of Utility reefers, dry vans and flatbed trailers.

Along with that portion of the expansion, the Parts and Service department have grown their in-stock inventory to over \$600,000 and have increased their personnel in order to supply customers with the best customer service available. The service department also outfitted the facility with nine bays indoors

and nine covered bays located outside, with additional mechanics and trailer re-builders on staff to boost turnaround time on repairs. As if that wasn't enough, the facility upped the ante with the construction of a full-service body shop and 60-foot paint booth. The overhaul was well worth the year of hard work, because the region is now equipped with one of the finest facilities around, not to mention one of the friendliest.



Hal Bennett and Jeff Smith join the ribbon cutting ceremony at the Utility Trailer Sales of NW Arkansas' grand opening.

New Utility Monroe, LA Facility Has Eye for Dry Vans

Utility Trailer Sales of Mississippi's Monroe Dealership opened its doors in Louisiana May 15, 2005 in order to provide quality, parts and sales to the customer base in Central Louisiana and Southern Arkansas markets. The sizeable facility covers over nine acres and includes 1200-ft. of office space, 2400-ft for parts storage and an 8000-ft. service area.

In order to ensure the same high level of service that Jackson, MS and Memphis, TN customers enjoy, the dealership worked to efficiently staff up all divisions; in Parts, they've

placed a Manager, Parts Assistant and an outside Parts Salesman. In Service, there is a Service Manager, Service Writer and three mechanics. The Sales floor is staffed and available to serve Monroe area customers.

The major focal point for Monroe service and repair will be with dry vans, but reefer and flatbed customers will be welcome for service as well. In the future, the dealership also plans to offer complete trailer and container rentals to customers, cementing their commitment to full-service and stellar customer service.

Paragould, AR Utility Plant Expands

In response to growing demand for Utility dry vans, Utility's Paragould plant underwent a massive expansion in order to increase both its capacity and production efficiency. The plant is located in the small, quaint town of Paragould, AR which is all of 30 square miles and has close to 23,000 residents. It is the county seat of Greene County and was ranked as the 2nd best place to live in America. Known as the "Friendly City" and recognized as the safest city in Arkansas, it has been home to one of the Utility dry van manufacturing plants since 1994. The plant currently employs nearly 500 local Paragould

residents and is ranked as one of the top ten places to work.

The new, overhauled plant has added a second assembly line, which serves to boost production output and will also provide an extra degree of manufacturing flexibility and versatility. Aside from the obvious benefits of better productivity, the 4-million dollar expansion added nearly 100 jobs to the local economy. As Jeff Bennett, Utility's Vice President of Engineering, expresses, "Having a hand in so many additional jobs in a great town like Paragould – well that's just icing on the cake for Utility. We're an American com-

pany and helping the economy is a rewarding side benefit to rolling out more trailers for our customers."



AFTERMARKET PARTS

Aftermarket Parts Unveils a New Look

Having long established their position as one of the market leaders in trailer parts, Utility's Aftermarket Parts has seen its business grow in many other heavy duty industries, such as trucks, municipalities and off-road vehicles. In response to this growth, a new logo and look was developed to emphasize the strength and expansion into these markets and others.

Michael Moore, Director of Utility's Aftermarket Parts, is confident that the new logo will better represent the current Utili-

ty dealer network's business and offer new sales and marketing opportunities in other "Heavy Duty" markets.

ers can only find through Utility's dealer network. The new tagline, "The parts you need from a name you trust," is intended to emphasize the success and history of the Utility brand. The campaign will also highlight the current month's product in the monthly "Target your Profit" promotion, which is a monthly Utility dealer promotion. The new ads are featured in industry magazines such as: CCJ, Heavy Duty Trucking, Today's Trucking (Canada) and Transport Topics. These ads are scheduled to run

monthly within the current year in one or more of these publications. The campaign goal is to highlight Utility's suppliers and to spotlight our dealer network.

In the near future, the new logo will soon be on mailings, promotions, packaging and other Utility Aftermarket Parts communications. To find out more about Utility's Aftermarket Parts, log on to www.utilitytrailer.com and select Parts.

"The parts you need from a name you trust"

ty dealer network's business and offer new sales and marketing opportunities in other "Heavy Duty" markets.

Along with the new logo, Utility's Aftermarket Parts also began an exciting new advertising campaign, which can be seen in today's popular industry magazines. The new campaign focuses on generating awareness to the availability of quality parts, expertise and service that custom-



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The Solid and
Reliable 4000-D-X™
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