

# UTILITOPICS



## MEET NEW UTILITY LEADERSHIP AS ROLES CHANGE

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### CARGOBULL TRU TECHNOLOGY COMES TO NORTH AMERICA

Exciting joint venture unites European & American trailer leaders [pgs 4,5](#)

### NEW-DEALER SPOTLIGHTS

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## PRIME, INC., MICHELIN, & ALCOA

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## MARK GLASGOW - CHIEF OF SALES

Mark's appointment to Utility Trailer's Chief of Sales role is the latest stop along a career spanning more than 40 years within the truck-trailer industry.

With experience in several local and national sales roles, Mark first came to Utility Trailer in 1995, accepting the position of National Sales Manager at the company's California corporate office. For almost 30 years, he's led Utility's dealer sales support services throughout the United States and Canada.

As Chief of Sales, Mark will continue many of his current responsibilities in addition to overseeing the company's overall sales planning, including sales administration and production scheduling. He will also be working closely with Utility's network of dealers as they prepare to offer the new Cargobull North America TRU products nationwide.

*"Mark has always been an integral part of our organization," Utility Trailer President and COO Steve Bennett said. "His leadership and his understanding of our business, the industry, and our customers' needs will continue to contribute to our ongoing efforts in providing high-quality, efficient, and productive products in the market."*

## ANDREW BENNETT - VICE PRESIDENT, NATIONAL ACCOUNTS

Part of the fourth generation of the Bennett family leadership at Utility Trailer, Andrew has accrued experience across the company within AX/ERP Implementation, Transportation Bill of Lading/Trailer Release, and Customer Supplied Programs. Andrew has also sold trailers for Utility Trailer Sales S.E. Texas out of the San Antonio, Texas Dealership, and he has served in sales roles for numerous software companies prior to joining Utility.

In his new position, Andrew will strategically focus on building relationships with an understanding of the needs of Utility Trailer's national, direct-from-corporate customers. As for-hire carriers, private trucking providers, and leasing companies, they represent some of the largest reefer trailer customers in the industry and are always interested in new sustainable "green" solutions.

*"It's my goal to educate these cherished customers on all of our new product offerings and position Utility as the ultimate solution provider for the EPA and CARB regulations that are coming," Bennett said. "I'm hopeful Utility Trailer will be the first to market and offer customers a true one-stop shop for premium reefer trailers—the box, the TRU, and the telematics products—without needing to go anywhere else."*

For more stories and images, visit us at [utilitopics.com](http://utilitopics.com).



Pictured from left to right: Mark Glasgow, Andrew Bennett, Gareth Macklam



### GARETH MACKLAM - DIRECTOR OF SALES OPERATIONS & SYSTEMS

Gareth initially joined Utility Trailer on a work visa from the United Kingdom in 2003, working in purchasing as a Product Manager for Suspension and Electrical Systems. One of his first major projects was introducing all-new disc brakes into the North American market, where they now account for 30% of total production.

In 2008, Gareth transitioned into a Service Manager role in Northern California, where he gained valuable insight into dealer operations and first-hand experience with the company's extensive refrigeration technology and trailer units. Eight years later, he returned to Utility Trailer's corporate headquarters as the Director of Purchasing.

In his new position as Director of Sales Operations & Systems, one of Gareth's first responsibilities includes implementing a paperless CPQ sales system. This innovation will create a more streamlined, efficient system for Utility and its dealers to conduct business and minimize chances for error.

*"I'm excited to work extensively on getting importation and implementation of the Cargobull North America projects moving forward," Macklam said. "Cargobull offers exciting products and options, and integrating their communications technology with other trailer elements, such as Bendix and Hendrickson devices, in an industry-first holistic collaboration is one of my biggest initial goals in my new role."*



### AMANDA BENNETT

Jeff's eldest daughter, Amanda, is the first fifth-generation Bennett to join the Utility Trailer family in a full-time role. Having previously been a warranty clerk and legal department intern, Amanda returns to Utility following recent experience at Microsoft and earning an MBA from the USC Marshall School of Business. Adding a fresh perspective and carrying forward the family legacy, Amanda is actively engaging in rotations across the business, gaining a comprehensive understanding of its operations and future direction.

## AURORA PARTS EXPANSION MEANS IMPROVED CUSTOMER EXPERIENCE

Exciting growth at Aurora Parts gives dealers across the western US an all-new and significant advantage. Aurora opened a new parts distribution center this summer. Located in Reno, Nevada, the state-of-the-art, 260,000-square-foot facility allows for western Utility dealers to receive an increase from one up to three shipments per week, improving service, accessibility, and availability of parts with a much faster turnaround.



### AFTERMARKET PARTS



# TRU TECHNOLOGY SPOTLIGHT TRU-LY THE BEST

Since 2007, Schmitz Cargobull has firmly established itself as a resourceful leader in transport refrigeration unit (TRU) technology throughout Europe. The company's TRU innovations have been road-tested through the most extreme conditions across the continent—and with more than 30,000 units on the road today, they have a proven track record of success.

Utility Trailer is proud to be the exclusive distributor of Cargobull North America's latest TRU products on its 3000R reefer trailers. Combined with Utility's proven innovations, dedicated focus on safety, and its powerful dealer network, TRU technology is primed to take a giant leap forward in North America.

The exciting, state-of-the-art debut lineup includes:

- 625 Hybrid - Mono (Single-Temperature) Hybrid TRU
- 655MT Hybrid - Multi-Temp Hybrid TRU

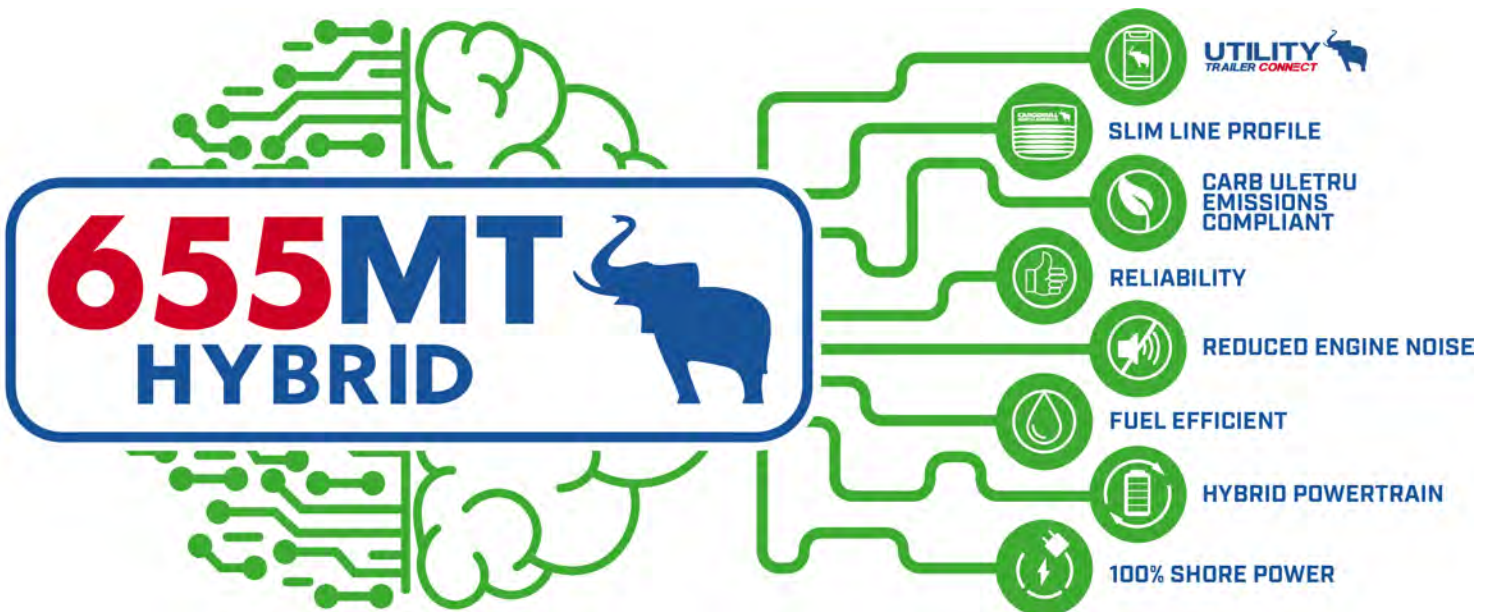
To help fleets get even further ahead of emission regulations and push the envelope to be more eco-friendly, Cargobull North America will also soon offer e625 and e655MT models—fully electric, TUV-homologated TRUs with a battery-recuperation axle.

Lowering emissions through sustainable technology is already a priority and quickly becoming a driving force in the refrigerated trailer industry as US states continue to tighten regulations.

Cargobull North America's existing TRU technology already meets California's emissions standards for 2030. It's also compliant with the California Air Resources Board's (CARB) ultra-low emission TRU (ULETRU) regulations without the use of a problematic diesel particulate filter (DPF) or exhaust gas recirculation valve. And because the units can be plugged in at a loading dock, emissions are lowered while cooling efficiencies are maximized.

Another competitive advantage stems from leveraging a smaller, reliable Hatz industrial diesel engine with fuel-sipping common rail injection—combining the industry's most-reliable engine with the lowest-possible fuel consumption.

The hybrid powertrain directly couples the diesel engine and generator for further reliability with no need for drive belt or clutch maintenance. Fully embedded shore power from the hybrid powertrain also completely eliminates local diesel emissions. Lastly, all noise-dampening options come standard for quieter loading docks and the quietest diesel operation available in North America.



# TRU WITH HIGH IQ: TAKING TELEMATICS TO NEW HEIGHTS

The all-new Utility Trailer Connect UTC-TABS8 and UTC-TABS8PRO fully integrated telematics communicate both TRU data and critical trailer health and status information.

Utility Trailer Connect telematics are the central nervous system of Cargobull North America's new TRU technology. Fully integrated and not just an aftermarket add-on, the UTC-TABS8 series ensures loads are more secure and unwanted surprises are a thing of the past. Fleets enjoy a seamless, comprehensive, and better handle on both trailer and unit maintenance issues that can impact fuel efficiency, uptime, security, driver safety, and load quality control—all right at fleet managers' fingertips at any time and anywhere through the Cargobull North America and Utility Trailer Connect telematics portal.

Key benefits include complete surveillance and control over the temperature-controlled transport with 24/7 live TRU monitoring, including fuel status and door-opening monitoring, as well as advanced two-way communication options or smart remote reefer settings. Intelligent geofencing and customizable temperature reporting options are also available, with additional industry-leading technology such as tire-inflation monitoring, remote door lock controls, and vehicle immobilization options on the horizon.

With one click, telematics data can now be streamlined directly to industry-standard frontends, fleet operators, and transport management or enterprise resource planning systems. Both the UTC-TABS8 and UTC-TABS8PRO systems are available and compatible with all of Cargobull North America's new hybrid and electric TRU models on the Utility Trailer 3000R.







# GROCERY CHAIN AHEAD OF THE GAME KROGER GETS FIRST CARGOBULL TRUs IN AMERICA

Utility Trailer has been providing the Kroger family of supermarkets with 3000R refrigerated trailers to their precise specifications for decades. Now, the company will deliver 3000Rs to Kroger with the new, fully integrated single-temp and multi-temp Cargobull North America transport refrigeration units (TRUs)—the 625 and 655MT.

Configured specifically to Kroger’s requirements, such as ULETRU certification to accommodate California’s clean air requirements, the

TRUs are feature-rich. Additionally, the Utility Trailer Connect telematics system monitors TRU operation, provides predictive maintenance for the TRU, and monitors trailer health.

Coming soon, Utility and Cargobull North America are amalgamating the fully electric TRUs (the e625 and the e655MT) with the 3000R for North American operations. Based on the highly successful electric TRU developed by Schmitz Cargobull in Germany, Utility and Cargobull North America, working with Kroger, are developing the technology in Southern California. The fully electric TRU system, with a recuperation axle and 35 kWh battery, is currently operating throughout Europe, South Africa, Australia, and New Zealand and was unveiled and displayed at the IFDA Solutions Expo in Fort Worth, Texas.

Steve Bennett, President & COO of Utility, stated, “Kroger, and their Southern California-based operations, provide us with an optimum testing environment for our fully electric solution. As battery technology develops, the need for a recuperation axle might be diminished. Until that time, we have an exceptional solution with the Cargobull recuperation axle.”

## BENNETT FAMILY DRIVES UTILITY FORWARD

Taken at the Service Managers Meeting, hosted by Bendix in Avon, OH, Utility leadership (from left to right): Jeff Bennett, President & CEO; Steve Bennett, President & COO; Todd Bennett, President & CFO; and Andrew Bennett, Vice President, National Accounts.





## TOOLS TO BUILD ON SERVICE MANAGERS MEETING

Bendix's state-of-the-art new headquarters hosted Utility Trailer's Service Managers Meeting earlier this year. Welcoming Service Managers and Dealer Principals from across the country, the meeting focused on maintenance and best practices with the theme "Tools to Build On."

Four trailers were on display throughout the meeting: a 4000D-X Composite TBR dry van, a 3000R reefer, a 4000 AE combo flatbed, and a 4000AE drop deck. A sincere and heartfelt thank you is extended to all of Utility Trailer's vendors and suppliers who spoke and led informative sessions at the three-day event.

*"Thank you to the Bendix team for their hospitality and hosting such a successful meeting. They've truly built a great facility and we appreciate their ongoing support." — Steve Bennett, President & COO for Utility Trailer*

*"Shoulder to shoulder, we have stood together to develop and enhance trailer-specific products that have helped change the commercial vehicle landscape. There's a sense of pride seeing Bendix-equipped Utility trailers out on the road. They're a reminder of what's been possible for the past decade and a half and an inspiration for what's to come. — Nicole Oreskovic, Vice President, Sales & Marketing, Bendix Commercial Vehicle Systems*



## MOVING ON UP BENDIX GETS NEW HQ

Our valued friends at Bendix are now fully up and running at their new, state-of-the-art headquarters facility in Avon, Ohio. Ground was first broken in April 2020, with the first test (a C6 compressor endurance test) taking place and engineering labs completed roughly two years later. As any employee or visitor can attest, it's a stunning and sustainability-minded facility full of exciting potential and productivity.

### New Bendix HQ By the Numbers:

- 58 Acres - Landscaped campus, 70% of which is accessible park-like open space
- 650+ Employees - Research, development, engineering, testing, administrative, & marketing teams
- 216,000 Sq. Ft. - Main building
- 65,000 Sq. Ft. - Laboratory space for research & testing
- 14,000 Sq. Ft. - Free-standing, multi-bay commercial vehicle engineering facility



## DOUBLE A UTILITY TRAILER OPENS SECOND LOCATION IN TOLEDO

Double A Utility Trailer Sales—located in Delphos, Ohio, and part of the Utility Trailer dealer network since 2021—completed construction on its second Northwest Ohio facility this summer. The new space allows Double A to expand its new and used trailer sales, aftermarket parts and service, rental capabilities, and more.

The facility is conveniently located near the Ohio-Michigan border, with easy access from I-75 and the US 90 turnpike. The new building features office space, a parts showroom, parts warehouse, and a state-of-the-art shop with heated floors, eight service bays, and ample trailer parking.

**“We are proud to be opening our new state-of-the-art facility off Exit 198, Wales Road, in Toledo. Given this strategic location in Northwest Ohio, we are confident in our ability to provide superior service and support to the Utility network and its loyal customer base. We are honored to announce our management team in Toledo has over 100+ years of combined industry knowledge and experience.”**

— Leann Wannemacher, Owner & CEO,  
Double A Utility Trailer Sales

## SOUTHERN STATES UTILITY RELOCATES IN MONROE, LA

Celebrating more than 40 years in business, Southern States Utility is also celebrating this year’s opening of its new facility in Monroe, Louisiana. Located conveniently just off I-20, the larger and brand-new building is one of four in the Southern States Utility family, along with facilities in Olive Branch, Mississippi, Richland, Mississippi, and Hammond, Louisiana.

The new Monroe location features 17 acres of trailer parking space, a 17,465-square-foot service center, 9,962 square feet for parts, and more than 4,000 square feet of office space.





# ROYAL TRUCK & UTILITY TRAILER JOINS THE UTILITY TRAILER NETWORK

Utility Trailer welcomed Royal Truck & Utility Trailer as the full-service dealer for the entire state of Michigan earlier this year.

A third-generation family-owned business founded in 1970, Royal Truck & Utility Trailer is headquartered in Northville, Michigan with six dealerships located across the state in Dearborn, Gaylord, Grand Rapids, Hudsonville, Warren, and Wixom. It is one of the largest suppliers of new and pre-owned trailers, heavy truck and trailer parts and accessories, and trailer service in the Midwest.

“Royal and the Bumgardner family are the perfect match for Utility Trailer as we are a dealer-focused company. Our sales, engineering, and production management will be working closely with Ken and his team to get the Royal team up to speed with our full product line and our thousands of options.” — Steve Bennett, President & COO for Utility Trailer

**“We are excited to be working with Utility Trailer, another family-owned and-operated business, committed to the same core values as Royal: placing our customers and employees at the heart of what we do.”**

**— Ken Bumgardner, CEO, Royal Truck & Utility Trailer**



Ken Bumgardner, CEO, Royal Truck & Utility Trailer







RALEIGH, NC

## ACQUISITION & EXPANSION ACROSS THE SOUTHEAST

The former Utility Trailer Sales Company of Georgia is excited to announce its rebrand as Southeast Utility Trailer following an acquisition that sees the dealer expand its footprint into three new states.

Based in Stockbridge, Georgia, just outside Atlanta, the former Utility Trailer Sales Company originally operated additional locations in Gainesville, Georgia, and Knoxville, Tennessee. Southeast Utility Trailer is now able to serve Georgia, Eastern Tennessee, South Carolina, North Carolina, and Virginia.

The purchase of former C.R.T.S., Inc. welcomes locations in Garner, NC, Statesville, NC, Lexington, SC, Ashland, VA, and Cloverdale, VA, into the Southeast Utility Trailer family. Mark Beecher is President and Tammy Crowder will continue her role as Vice President of Human Resources.



STOCKBRIDGE, GA



# THE MUD FLAPS THAT MAKE A DIFFERENCE

Utility Trailer has now made the Michelin Energy Guard Aerodynamic Mud Flap a standard accessory on the 3000R refrigerated trailer.

Safe, durable, aerodynamic, and efficient, the state-of-the-art mud flap is made from at least 60% recycled materials. With its advanced-technology construction and patented louvered design, the Energy Guard Mud Flap reduces vehicle drag, contributing to additional fuel savings. Its low-flex and anti-sail design helps keep the aero flap straight and flat while the trailer is in motion.

This mud flap was also strategically designed with safety for fellow motorists in mind. Its angled louvers are able to deflect rainwater and debris in a downward direction as it passes through the flap and away from other vehicles' windshields. It's an innovative safety feature that enables better side-view visibility for the driver as well as improved visibility for those with whom Utility Trailer shares the road.



## PRIME, INC. FORGING AHEAD EFFICIENTLY

Beginning as a single-truck operation in 1970, Prime, Inc. has grown to become one of America's leading trucking and logistics companies.

Over the years, Utility Trailer and Prime have worked together to find innovative solutions, including aerodynamics technologies, to meet diverse operational needs. Today, nearly 100% of the Prime fleet has aerodynamic devices installed, including aerotails, Michelin Energy Guard Aerodynamic Mud Flaps, and Utility's USS-120-4 side skirt.

Prime's equipment is customized with fuel efficiency top of mind, resulting in reduced overall fuel burn while serving customers in the most efficient and environmentally conscious way possible. With a company culture prioritizing customer service and sustainability, it comes as no surprise that Prime has been named one of the best fleets to drive for by the Truckload Carriers Association.

*"Prime has always recognized the importance of fuel savings and overall fleet efficiency. Products from Utility Trailer on our trailers are instrumental in helping reduce our carbon footprint—all while increasing the profitability of our operators. We feel not only are aerodynamics a great business decision, they're the right thing to do." — Chris Holtmeyer - Manager of Fleet Maintenance for Prime, Inc.*

## INTRODUCING THE WORLD'S LIGHTEST, STRONGEST HEAVY-DUTY WHEEL

**Now available as an option on all Utility Trailers!**

The new Alcoa ULT36x has the proud distinction of being the manufacturer's lightest, strongest 22.5" x 8.25" wheel ever produced. At just 36 pounds, fleets can save up to 0.9 gallons of fuel per 1,000 miles when converting from steel on all positions.

A patent-pending wheel design featuring a proprietary alloy and no hand holes allows for high, impact-tested strength with a 7,400-pound load rating. The wheel has undergone rigorous field testing to meet or exceed Howmet Wheel Systems' and OEMs' high standards for strength and performance.



**Learn more at [alcoawheels.com](http://alcoawheels.com).**



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