

Top 25 North American Truck-Trailer & Chassis OEMs

Rank	Manufacturer	2017	2016
1	Hyundai Translead Dry freight vans—55,192. Reefers—2,553. Flatbeds—70. Chassis—2,514. (Also built 786 converter dollies)	60,329	50,706
2	Wabash National Corporation Dry freight vans—45,200. Reefers—3,950. Flatbeds—2,600. Tanks—2,250 Wabash also shipped 1,050 converter dollies and 4,800 truck bodies.	54,000	59,500
3	Great Dane Limited Partnership (Also built 1,100 truck bodies)	46,000	48,000
4	Utility Trailer Manufacturing Dry vans—19,188. Refrigerated—22,282. Flatbed, Curtainside—1,891	43,361	46,040
5	Vanguard National Trailer & CIMC Intermodal Dry vans—9,466. Refrigerated—2,521. Container chassis—28,080	40,067	41,067
6	Stoughton Trailers LLC Dry vans—15,300. Container chassis—300	15,600	16,400
7	Manac	7,300	7,750
8	Fontaine Equipment Company	5,844	3,296
9	MAC Trailer Manufacturing (Also built 15 steel and 137 aluminum truck bodies)	4,754	4,200
10	Strick Corporation Dry freight vans—2,100. Flatbeds—200. Container chassis—2,300 (Also built 60 converter dollies)	4,500	4,900
11	Pitts Enterprises	4,400	3,490
12	Timpte Inc.	3,225	2,758
13	Reitnouer Inc	3,048	3,077
14	East Manufacturing Co Dump trailers—1,029. Flatbeds—1,349. Refuse transfer—377 (Also built 130 dump bodies)	2,885	2,482
15	Heil Trailer International, Co.	2,800	2,780
16	Polar Tank Trailer	2,200	2,150
17	Fruehauf de Mexico	2,128	1,941
18	Trail King Industries (Also built 700 light-duty tag trailers)	2,100	2,100
19	XPO Logistics Mfg (formerly Con-Way Mfg). New van trailers—1,536. Refurbished vans—300	1,836	1,401
20	Felling Trailers (Also built 4,434 light-duty trailers)	1,524	1,427
21	Kentucky Trailer (Also built 478 truck van bodies)	1,419	1,336
22	Doepker Industries Ltd	1,300	1,200
23	Premier Trailer Mfg Inc	998	700
24	Western Trailer	994	1,278
25	Travis Trailers	942	937
Also:	Tremcar Inc (Also built 199 truck body tanks)	827	805
	Talbert Manufacturing	796	826
	Towmaster Trailers (Also built 2,450 light-duty trailers and 225 truck bodies)	750	1,060
Totals		315,927	313,607

TRUCK-TRAILER manufacturers had a good year in 2017. It was not a banner year, but a good, solid year, not much different from 2016, but slightly better. However, it was 24,000 trailers below the build in 2015.

The Top-25 (plus 3) trailer builders produced 315,427 trailers in 2017. That is slightly more than the 313,607 trailers the same group built in 2016. (Actually, it is 1,820 trailers more than in 2016, or six-tenths of one percent more.)

The biggest change came at the top of the list. The largest builder of truck-trailers in North America was the second largest the year before. Hyundai Translead, headquartered in San Diego, California, built 10,000 more trailers than in 2016. Hyundai's two manufacturing plants in Tijuana and Rosarito, Mexico, built 60,329 trailers in 2017.

Other trailer builders also benefited from the long-running trailer cycle and economic boom. Of the trailer manufacturers that reported their build numbers, 16 reported increased numbers of trailers built and 11 reported decreased numbers,

Other, smaller changes included much-needed increases in building of platform trailers and tank trailers, as the construction industry and oil fields rebounded.

The trailer totals reported here cannot be compared directly with other domestic surveys that do not also include Canadian and Mexican assembly plants. This survey does not attempt to report on the many small manufacturing plants located throughout North America, so the total trailer build is somewhat different than the Top-25 numbers shown here.

This *Trailer/Body Builders* survey is made by telephoning a member of the management team at each manufacturing company. The ranking of the companies does not necessarily reflect their relative success in terms of profitability or revenue received, but only the number of trailers produced. The dollar value of a trailer can vary greatly depending on the design, type of construction, materials used, and quality level.

Here is how the individual trailer manufacturers reported their trailer production in 2017: