

Top 25 North American Truck-Trailer & Chassis OEMs

Rank	Manufacturer	2018	2017
1	Hyundai Translead Dry freight vans—55,065. Reefers—3,708. Flatbeds—343. Chassis—6,621. (Also built 1,774 converter dollies)	65,737	60,329
2	Wabash National Corporation Dry freight vans—49,150. Reefers—4,350. Flatbeds—4,000. Tanks—2,650 Wabash also shipped 2,000 converter dollies and 22,800 truck bodies.	60,150	54,000
3	Vanguard National Trailer & CIMC Intermodal Dry vans—11,800. Refrigerated—3,200. Container chassis—43,000	58,000	40,067
4	Great Dane Limited Partnership (Also built 1,300 truck bodies)	49,000	46,000
5	Utility Trailer Manufacturing Dry vans—21,122. Refrigerated—24,580. Flatbed, Curtainside—3,094	48,802	43,361
6	Stoughton Trailers LLC	15,832	15,600
7	Fontaine Equipment Company	8,541	5,844
8	Manac	8,300	7,300
9	EnTrans International LLC	7,684	5,000
10	Strick Corporation (Also includes intermodal container chassis)	6,100	4,500
11	MAC Trailer Manufacturing	5,994	4,754
12	Pitts Enterprises	4,800	4,400
13	Reitnouer Inc	3,695	3,048
14	East Manufacturing Co Dump trailers—1,184. Flatbeds—1,868. Refuse transfer—341 (Also built 120 dump bodies)	3,393	2,885
15	Timpte Inc.	3,080	3,225
16	Trail King Industries (Also built 750 light-duty tag trailers)	2,400	2,100
17	Fruehauf de Mexico	2,369	2,128
18	Doepker Industries Ltd	1,970	1,300
19	Kentucky Trailer (Also built 570 truck van bodies)	1,866	1,419
20	XPO Logistics Mfg (formerly Con-Way Mfg).	1,774	1,836
21	Felling Trailers (Also built 4,572 light-duty trailers)	1,688	1,524
22	Western Trailer	1,142	994
23	Premier Trailer Mfg Inc	1,088	998
24	Talbert Manufacturing	1,062	796
25	Tremcar Inc (Also built 217 truck body tanks)	959	827
26	Travis Trailers	949	942
Totals		366,375	315,177

IT was a big year for trailers—the biggest in years. The Top-25+ truck trailer manufacturers built more than 366,000 trailers in 2018. This is 51,000 more than the same group of 25-plus builders completed in 2017.

The 2018 total continues a trend of peak-level production, topping 300,000 units for the fourth consecutive year. The total also surpassed 360,000 units for the first time in the survey, which originated with a report on trailer production for 1993.

While responding companies have changed over the years, joining or dropping out of the list, 23 have appeared in each of the last five upward-trending reports. Notable OEMs missing this year include Heil Trailer and Polar Tank, now part of EnTrans International, and key additions are Fruehauf de Mexico and Premier Trailer Mfg.

However, the total count and individual ranking of manufacturers are somewhat skewed by unusually high container chassis numbers. The 25+ manufacturers reported chassis production at 15% of total trailers in 2018, up from 10% in 2017.

If we did not count container chassis, the ranking of trailer builders would be far different. Wabash National would be ranked first with 60,150 complete trailers and Hyundai Translead would rank second with 59,116 complete trailers. Vanguard National with its 15,000 complete trailers would drop from third to sixth place below Great Dane, Utility Trailer and Stoughton Trailers.

With or without the chassis numbers, it was still a fantastic year for trailers, calling into question the supposedly cyclic nature of the trailer industry. Production was limited only by the cost and availability of materials and components, according to our manufacturer survey.

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.