Winds of change are swirling in Washington, D.C. The 115th Congress has begun and 2017 will bring risks and opportunities for industries seeking to shape a favorable legislative path for their priorities. The beginning of a new presidential administration historically brings similar risks and opportunities, although the risks and opportunities are heightened with the Trump Administration. Lack of clarity about President Trump’s policy goals increases the risks but also brings tremendous opportunities to shape the administration’s policy activities. This article will preview the immediate horizon of the Department of Transportation under President Trump, and explore the ways in which the Trump administration and Republican Congress will set about rolling back regulations from the Obama administration.

Department of Transportation Update

Elaine Chao was selected by President Trump and confirmed by the Senate to serve as the new Secretary of Transportation. Secretary Chao, who is married to Senate Majority Leader Mitch McConnell, served as Deputy Secretary of Transportation under President George H. W. Bush and most recently as Secretary of Labor under President George W. Bush. Secretary Chao’s longstanding and stellar record as a government official led to a smooth Senate confirmation process with bi-partisan support and she should bring an aura of stability to transportation industries.

As Secretary of Transportation, Chao will be responsible for President Trump’s plan to spend as much as $1 trillion on infrastructure improvements over the next ten years, the majority of which will be completed with public-private partnerships. Secretary Chao will also oversee future developments of autonomous vehicle guidance and regulations. She has said that Highway Trust Fund solvency issues will be a top priority, and plans to create an infrastructure “task force” within the first few months of the administration to tackle these issues.

Changes in leadership at the National Highway Traffic Safety Administration (NHTSA) as well as the Federal Motor Carrier Safety Administration and the Federal Highway Administration can be expected in 2017. Nominations for the NHTSA Administrator traditionally take place after the Secretary of Transportation is in place – President Obama’s first nominee came in April of 2009, his first year in office.

Congressional Update

While the leadership of key committees with jurisdiction over trailer issues in the House and Senate remains unchanged, rank and file membership is significantly different. Due to retirements and election results, the House Transportation & Infrastructure Committee has ten new Republican Members and six new Democratic Members. On the Senate side, the Commerce, Science & Transportation Committee added two new Republican Members and four Democratic Members. Among NATM’s early goals in the 115th Congress will be ensuring these members are educated on issues facing the trailer manufacturing industry and connecting them with their constituents through NATM’s government affairs outreach program.

Regulatory Rollback

There are a number of ways that Congress and executive agencies can rollback regulations issued under the Obama administration. The most expedient is the Congressional Review Act (CRA), a seldom utilized tool that allows Congress to reject rules within 60 legislative days of finalization under a joint resolution that is sent to the President. The CRA applies to any regulation that was
submitted to Congress for review before the middle of June 2016. Because of the president’s ability to veto a joint resolution under the CRA, the CRA has rarely been used to rescind regulations. However, with a unified Republican government, the CRA may be a powerful tool for undoing many Obama administration regulations. Of note, the CRA will not allow Congress to rescind the controversial Department of Labor overtime rule, as that rule was sent to Congress on May 18, 2016.

In addition to the CRA, Congress can undo regulations by passing legislation. Congress can also limit agency action through the appropriations process using provisions in appropriations bills called “riders,” although this will not fully undo regulations.

Executive agencies can rollback the regulations of the prior administration using a number of procedures. Agencies can suspend final regulations that have been published in the Federal Register, but have not taken effect, for purposes of determining whether the regulation should be implemented, modified, or rescinded. This method applies to the most recently published regulations by the prior administration. Agencies can also rescind regulations by undertaking a new notice and comment rulemaking and providing a rational justification for why the rule is no longer appropriate.

**Conclusion**

Stay informed and be proactive! Congress and the Trump administration are looking for input on regulations that are holding back business. If there is a regulation that is holding your company back, let NATM Executive Director Pam Trusdale know by emailing Pam.Trusdale@natm.com. The NATM Government Affairs Committee is staying engaged and abreast of developments to help the members of NATM achieve favorable outcomes in the new Congress and administration.

*Darrell Conner is a Government Affairs Counselor, Dennis Potter is a Government Affairs Advisor, and Mike Pfeifer is an Associate at the law and lobbying firm of K&L Gates, where they represent NATM and other clients on legislative, regulatory, policy and political matters. Conner can be reached at Darrell.Conner@klgates.com, Potter can be reached at Dennis.Potter@klgates.com, and Pfeifer can be reached at Michael.Pfeifer@klgates.com.*
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Plywood Ain’t What it Used to Be

Twenty-years ago, plywood was the dominant panel product used in housing construction. Today, Oriented Strand Board (OSB) is the builder’s panel of choice. Decades of advances in adhesive technology, moisture-resisting additives, press control and quality control processes have dramatically improved OSB’s strength, stiffness, consistency and moisture resistance. In short, OSB works!

But not all OSB is made the same, and not all OSB is engineered for demanding industrial end-uses like enclosed cargo trailers. Commodity OSB panels made for the construction industry are designed to meet critical, yet less grueling standards. Commodity panels typically require fewer wood flakes and lower glue and wax loading. These baseline products often fall short of the needs and expectations of the enclosed cargo trailer manufacturer.

Today there is a much better alternative. PAKtite® Cargo Panels manufactured by Louisiana-Pacific are performance engineered OSB panels, with greatly enhanced physical properties, specifically designed for use as floors, wall liners and ramp doors in enclosed cargo trailers.

PAKtite is manufactured in four thicknesses – 3/8", 1/2", 19/32", and 23/32". This variety helps the manufacturer optimize cost, weight and performance by matching the thickness to the application.

Best of all, PAKtite panels are guaranteed to perform. They carry the best warranty in the industry.
Four critical requirements

There are four key requirements that every enclosed trailer manufacturer should consider when choosing the right panel for their application:

1. **Strength and Stiffness**
2. **Dimensional Stability**
3. **Flatness**
4. **Attractive Appearance**

1. **Strength and Stiffness** are addressed mainly by increasing the panel density. Basically, that means squeezing more fiber into the same volume. This raises the load carrying capacity and reduces the amount of panel deflection.

   - PAKtite Cargo Panels are comprised of many dense wood fiber strands selectively formed into multi-layer mats and bonded together with exterior-grade adhesives at high temperatures and intense pressure. Greater and more uniform density throughout the panel also yields superior fastener holding properties.

2. **Dimensional Stability**, or thickness swell, is addressed by using phenolic and MDI resins, either alone or in combination, within the panel.

   - PAKtite Cargo Panels use powerful, fast-curing, cross-linked, MDI exterior-grade adhesives with no added urea formaldehyde. MDI adhesives create an extremely durable bond. Wax-based additives mixed with the strands and a heavy emulsified wax/acrylic seal on the finished edges help to minimize moisture absorption and edge swell.

3. **Flatness**, or lack thereof, can occur when plywood is subjected to variations in moisture content. These moisture variations create movement like bowing, twisting or warping that result in a panel that will not lay flat. Southern softwood plywood species and lower plywood veneer grades tend to move the most.

   - PAKtite Cargo Panels use hardwood fiber from trees grown and harvested in sustainably managed SFI Certified northern forests. The hardwood strands are precisely calibrated and carefully oriented using state-of-art process control equipment. The ingredients, press-system and precisely timed schedule create consistently flat panels that are engineered to stay flat.

4. **Attractive Appearance** is the visible attribute that makes the interior floors, walls and doors of your enclosed cargo trailer look like a high-quality finished product.

   - PAKtite Cargo Panels are fully sanded on the face for a light, natural appearance. Meticulous production processes eliminate all black identifying ink and edge sealer from the panel face for a smooth, clean, exposed surface. The entire trailer interior looks bright.

There is a Better Alternative

Specify PAKtite Cargo Panels, specially designed and engineered for enclosed cargo trailers. They carry the best warranty in the industry and are guaranteed to perform. For more PAKtite technical and warranty information, be sure to contact Affiliated Resources at (800) 288-3802 or visit their website at www.paktite.net.
The Mission of the National Association of Trailer Manufacturers is to promote trailer safety and the success of the trailer manufacturing industry through education and advocacy. With this goal in mind, it was only natural that the NATM Board of Directors made it a priority in the Association’s 2016-2018 Strategic Plan to increase its focus on raising consumer and end-user awareness on the importance of trailer safety.

Though trailer manufacturers can make trailers that comply with federal regulations, end users can still ultimately use them in incredibly dangerous ways. Oftentimes, the consumer unknowingly uses the trailer improperly, though on occasion it can be willful negligence. In order to ensure that trailers are used correctly, NATM’s Board of Director’s added the creation of a Trailer Safety Week campaign to its 2016-2018 strategic plan goals.

In fleshing out the details of the Trailer Safety Week, NATM has begun forming a coalition with other industry groups that share a similar interest and focus that are willing to partner in the project. Having buy-in from a number of sectors, associations, and transportation industry professionals will provide NATM with a far broader reach that could not be met by NATM alone. Several groups have already indicated an interest in participating and next steps will involve cooperative development of goals and objectives for the week, determination of available resources, and the planning of the marketing and associated activities.

The Trailer Safety Week activities will include contact with end-users, dealers, and trailer manufacturers. NATM Members will be asked to participate in a number of different ways, including using their connections to consumers and dealers to try to broaden the reach of the trailer safety message. While details are limited as to what exactly will occur at this time, NATM staff and its government affairs representatives at K&L Gates are hard at work coming up with a framework for Trailer Safety Week.

Though the first Trailer Safety Week is likely one year off, beginning the planning process now and ensuring the opportunity for the industry to come together for such an important campaign is vital. NATM is looking to have Trailer Safety Week in the late spring to early summer time frame in order to get in front of consumers during the busiest trailering times of the year.

More information will be made available to member in Tracks, the monthly e-News, and direct email correspondence to main contact of NATM member companies. NATM will need your help in increasing consumer awareness on trailer safety, so please stay tuned for calls to action.
Per NATM’s ISO 17020 Accreditation, NATM is to track all complaints regarding NATM and its members. The sources of these complaints include customers, members, non-members, and numerous other parties. Per NATM’s Strategic Plan, NATM staff members regularly identify the most frequent complaints received and create a plan of action to address the issues. NATM staff have determined one such frequent complaint is fixing issues that arise under the customer’s trailer warranty policy.

Warranty policies vary in their terms and coverage. Some trailer manufacturers require customers to bring the trailer to their headquarters to make warranty repairs. Other manufacturers have the ability to utilize their nearest branch location to assist customers with warranty repairs in a timely fashion. In other cases, shipping parts directly to the customer may rectify the warranty claim. Some manufacturers have even gone so far as to allow unaffiliated repair shops to make the repairs and have reimbursed customers.

NATM has received many complaints that manufacturer’s warranty policies only provide warranty claim repairs at the manufacturer’s headquarters. With trailers being sold in a global market, many consumers have noted they reside or have purchased their trailers hundreds, if not thousands, of miles from the trailer manufacturer’s headquarters. These customers note that the cost of transporting their trailer to the manufacturer is both cost and time prohibitive. Further, many of these individuals use the affected trailer for their businesses and the loss of income during travel is not desirable.

These customer complaints fall outside the scope of NATM’s Compliance Verification Program. However, in an effort to help NATM members understand customer needs and assist in attracting and retaining satisfied consumers, NATM asks that manufacturers consider alternative options for addressing similar warranty concerns. In the interest of promoting trailer safety and customer satisfaction in an increasingly global marketplace, manufacturers may find it beneficial to revisit their warranty policies with their business managers and legal counsel.

**The following NATM Member companies can be utilized to develop or improve your company's warranty programs:**

**BB&T-Pruden Insurance Services**
www.bbandt.com
Clay H.Chambless
cchambless@bbandt.com
(706) 278-1149

**ServiceGuard Systems, Inc. dba TrailerGuard**
www.serviceguardsystems.com
Lee Hoffman
leehoffman@galtenterprises.com
(216) 464-6744

**Trailer Makers Insurance**
www.trailermakersins.com
Andrew Dearing
adearing@trailermakersins.com
(478) 397-6086
Is There a "Great Future" In Plastic Trailers?

By Tom Berg, Senior Editor, Heavy Duty Trucking

This article originally appeared on TruckingInfo.com the website of the Heavy Duty Trucking magazine by Bobit Business Media and is reprinted here with permission.

In that oft-cited scene from the 1967 movie classic, “The Graduate,” Mr. McGuire (actor Walter Brooke) tells young Ben Braddock (Dustin Hoffman) what he should do for a career. “Just one word,” Mr. McGuire says in a hushed tone. “Plastics. There’s a great future in plastics.” There was, and still is.

Plastics have replaced steel, aluminum and other metals in many consumer products and industrial applications. And plastics might constitute the future of trailers. Some are already used in Europe, and Wabash National is ready to build them here.

Four fleets have committed to join a launch program for company’s Cold Chain series refrigerated van trailer. It’s made of molded structural composites, and Wabash showed a prototype at the TMC Expo in Nashville early last year.

Werner Enterprises, K&B Transportation, Combined Transport, and Leonard’s Express will acquire some MSC trailers for testing, Wabash has announced. Three dealers -- Regional International, TEC Equipment and Wick’s Truck Trailers -- will help bring the plastic trailers to market.

The reefer van is made out of a proprietary molded structural composite “with thermal technology” (MSCT), which improves thermal performance by up to 25%, said Brent Yeagy, president and chief operating officer, in a statement. It’s up to 20% lighter than metal trailers and has improved puncture and damage resistance.

Also, its MSC floor system promises ratings of up to 24,000 pounds, which is 50% stronger than a standard aluminum floor. And it has no crossmembers.

“Refrigerated carriers see the superior performance benefits in our new molded structural composite technology,” he said. “Many carriers have been very interested in participating in the launch program so they can better understand the value of the performance benefits on their operations.”

“We’re excited to show the progress we’ve made since we introduced our prototype trailer in February,” added Robert Lane, director of business development for Wabash National’s Commercial Trailer Products. “We’ve spent the past eight
months in R&D undergoing further testing and qualifications and finalizing repair procedures. This reefer is unlike anything on the market today.”

“The composite is a mixture of fiberglass, carbon fiber and resin,” said Larry Adkins, applications engineer for Wabash, who commented for a recent story in HDT. “Carbon is for strength. It’s used only in areas where strength is needed, and some areas don’t have any. It’s needed in toward the center of a trailer,” which supports the load like a bridge span. Another advantage: “Composites are more corrosion resistant (than metals). Chemicals have no effect on the materials.”

Molded structural composites are used in aerospace, automotive, marine and commercial construction. Wabash has a group of MSC refrigerated truck bodies now in fleet testing, and claims that this is the first time MSCs are being used in the North American trailer industry.

Production and field testing for the initial launch trailers will begin in the first quarter of 2017, Wabash says. If they perform and hold up to everyday service as the company thinks they will, Mr. McGuire will again turn out to be right about plastics.

The original publication of this story can be found at: www.truckinginfo.com/blog/trailer-talk/story/2016/12/plastics-there-s-a-great-future-in-plastics.aspx.

For more information about the Heavy Duty Trucking magazine and Bobit Business Media, visit www.TruckingInfo.com.
“All I know about trailers can be summed up in one word: reliability.”

That’s TrailMax president Mike Lemrick’s philosophy. Since 1982, his obsession has been building reliability into trailers, and that same level of obsession can be seen throughout the company. TrailMax by Gem State Manufacturing, Inc. has built a reputation in the industry for durability, superior performance and reliability. From initial concept and design and throughout manufacturing, every step is taken to ensure maximum reliability for years of rugged use.

Lemrick started Gem State Manufacturing 35 years ago in Caldwell, Idaho. With the knowledge and insight gained from being an end-user of heavy equipment trailers, coupled with a “wish list” of goals for innovative design, the TrailMax Trailer was created specifically to maximize performance, reliability and return on investment.

All TrailMax equipment trailers are designed with the end-user in mind. With the best loading and unloading features of any competitive trailer, each trailer provides ultra-low load angles for safe, one person operation. Every aspect is taken into account to provide the ultimate in equipment trailer design.

Initially TrailMax Trailers was a small, regional operation, serving the Pacific Northwest, but with satisfied customers raving about the quality and reliability of TrailMax Trailers, the need to expand was evident. They increased production to keep up with demand, not losing focus on the quality, performance and reliability that customers had come to expect.
Facing page: From multiple piece loads to over-sized heavy haul applications, the TrailMax Fifth Wheel HT Series provides safe loading with one person operation. Plus, the air ride suspension provides a smooth and stable ride. FWTRD-100-HT model shown on the left page.

The TrailMax Utility Tilt offers a broad range of uses. It comes available with and without the 4' stationary deck in front of the tiltbed. T-16-UT (4+16) shown to the right.

Today the TrailMax Trailer Line offers seven different series of trailers totaling over 80 models available with capacities ranging from 5,000-10,000 lbs. Model series include utility, tiltbed, beavertail, power ramp, hydraulic ramp, traveling axle, and flatbed as well as custom designed trailers in various capacities and configurations. They also offer many options and accessories to configure a trailer to suit a customer’s application.

In 2016, TrailMax introduced an upgrade to the popular GTD-24-HT hydraulic tail trailer with longer deck options. This broad use trailer now has 30-feet of total deck length and works well for multiple-piece loads including loading and transporting on the hydraulic tail. It provides safe and easy loading and unloading with one person operation. An optional winch makes for ease of loading that inoperable equipment and multiple anchor points offer load securement choices.

Trailmax trailers are used in a wide variety of industries to get the job done right, and with a self-assurance that the trailer will perform to the highest standards for the long haul. Their trailers are manufactured to meet not only the criteria that the industry demands, but to outlast and outperform any other trailer in the market today.

Some of the industries TrailMax Trailers are working in today include: construction, transportation, utilities, commercial, oil and gas, energy, agricultural, rental and leasing, towing and recovery, mining, and waste.

In 2017, Gem State Manufacturing, Inc. and TrailMax Trailers are celebrating 35 years of providing quality, innovation and reliability building trailers customers can rely on. To keep up with the growing demand and an expanding network of distribution, TrailMax is once again increasing production capacity. In the spring of 2017, they will be moving into a new manufacturing facility. This will provide needed space to increase production of all its products, reducing lead times.

In addition to excellence in manufacturing, TrailMax Trailers is committed to providing superior service and places the highest priority on dealer relationships and customer satisfaction. Dealers and customers alike become members of the extended TrailMax family. Currently, TrailMax has dealers serving customers in the U.S. and Canada and they are always looking for outstanding dealers to join the team.

For additional information on TrailMax trailers and to find out how to become a dealer today, contact Gem State Manufacturing, Inc. at (208) 454-0718 or on the web at www.trailmax.com.
Transportation Revelation: Futura Trailer's Game-Changing Low Loader

By NZV8 Magazine

We [at NZV8 Magazine] see plenty of car haulers here. Some are good, some are bad, and others downright terrible. But when a Futura Low Loader rolled in recently, it had us all in amazement. We were so impressed by them, in fact, that we had to find out exactly how they worked. After all, it’s not every day you see a full race spec GT3 Porsche with very low ground clearance just drive on and off a trailer, at least not without massively long ramps and a whole lot of white knuckles from everyone involved.

The Low Loaders are the brainchild of Glen Reid, and are a totally original, and patented, design that has been six years in the making. This unbelievably simple and functional Low Loader technology make loading an unloading trailers a pleasure.

The chassis’s are manufactured from anodized 6005 aluminum, and the design utilizes aircraft engineering techniques including solid rivets which are cleverly hidden from view.

The design of the aluminum decks also comprises the trailer chassis, with a tapered floor allowing a very generous approach angle for even the lowest vehicles. Interestingly, there is no welding involved in the assembly of a Low Loader trailer. In the original design, Glen wanted to have the frame welded, but was talked out of this by an aircraft engineer who advised him against it. “Welding softens the area, making it prone to cracking. [The material] would have needed to be thicker in the welded area, adding weight and cost, and it would lose the anodizing.”

The decks are also designed so everything can be bolted on, from the chunky aluminum drawbar, through to locally-manufactured ‘lifting arms’ — the secret to the Low Loaders’ effectiveness. The lifting arms contain inboard leaf springs, and have been very cleverly designed, so that they are interchangeable from left to right — this means that assembly plant only order in one style of lifting arm, and it will service each and every one of their trailers.

Deck design has also taken load security into consideration, with a new tiedown system, designed which includes a separate, ‘floating’ hook, as well as an additional double-loop tie, ensuring that the tie-down system will always be perfectly placed, and the vehicle will remain secured until the system is released.

Throughout the trailer, nothing is hollow — everything is solid. This means that when it is all bolted together, it’s bolted solid surface to solid surface — “We can torque everything up, and know it will stay torqued,” Glen explains.

Wiring is then installed, running along the channels pressed into the frame’s exterior rails, before the bolt-on covers are fitted. This gives an aesthetically pleasing appearance of a hollow extrusion, while keeping wiring hidden, free from contaminants, and easily accessible.
The wiring harness is treated with such importance because it comprises the central nervous system of the entire trailer. The electric winch system means the trailer can be raised and lowered without the need for a complex, heavy, and expensive hydraulic or airbag system. The 12V battery is connected to a trickle charger that runs off the tow vehicle's tail-lights, ensuring the winch remains charged when in use, and a solar charger ensures charge when it's not in use — perfect for those who may wish to permanently park a car on their Low Loader trailer.

A steel mounting plate is made up with a box to house the winch, battery, and electrics. While the trailer itself is almost entirely aluminum, steel has been used for the braces and areas that will be subject to load, for reasons that should be obvious.

The Low Loader is finished with stainless mudguards, and a fold-out laser-cut number plate bracket — a small detail, but something that speaks volumes about the attention to detail in the trailer's design. With the variable ride-height, a conventional number plate mount couldn't be used, leading Glen to design the current fold-out unit.

The Low Loader trailers are currently available in single-axle or tandem configuration, with options such as a stone guard, tire rack, electric recovery winch, and a covered option is also in the works.

Futura Trailers have already begun fulfilling orders from the USA, and we're not surprised — if you're in the market for a transporter trailer, you'll struggle to match the Low Loader's price point, quality, and functionality. The Low Loaders were recently on display at SEMA and the PRI [Performance and Racing Industry] Trade Show, with an aim to expand manufacturing to USA.

Locally in New Zealand, they've already begun to take off, gaining favor with race drivers, show car owners, and vehicle-oriented businesses. For full technical information, you can visit futuratrailers.com, phone (432) 258-6940, or email sales@futuratrailers.com.
Overcoming the Top 5 Manufacturing Challenges with NATM

By Sheli Sweeney, NATM Membership Director

The manufacturing sector is ever changing and NATM works to keep members updated, educated and prepared for the factors that impact the trailer industry. Below are five challenges as identified by Glen White of Manufacturing Global, and the NATM benefits and programs that assist members in addressing these challenges.

1. Regulation and Traceability

The manufacturing sector has faced increasing regulation and compliance measures for manufacturing, vehicle safety, workplace safety and more.

NATM:

- Created the NATM Guidelines and compliance verification program to make it easy for manufacturers to meet the minimum Federal Motor Vehicle Safety Standards
- Offers training on regulatory changes and trends at the annual convention and regional educational workshops
- Developed a step-by-step Guide to NHTSA Early Warning Reporting and Safety Recalls for its membership
- Advocates on behalf of its members to ensure the industry’s voice is heard when new regulations are considered and educates legislators through annual Capitol Hill Visits, local plant tours and round tables. One example was the 2015 “Tandem Towing” law that allows the delivery of trailers in tandem within certain size and weight limitations

2. Product Development and Innovation

To stay relevant, manufacturers need to be able to keep up with the wants and needs of consumers. This includes quality, innovation and speed.

NATM:

- Offers workshops such as "5S Workplace Organization," "Introduction to Project Management," "Creating a Culture of Safety," "Production Pay: Making Money on Both Sides of the Fence," and "A Comparison of Cargo Trailer Assembly Methods" at previous conventions
- Exposes trailer manufacturers to the most innovative products available during the annual trade show
- Publishes supplier-member articles in Tracks magazine to spotlight new and innovative technology
- Educates members on welding technology and quality improvement through Tracks magazine articles and its Members' Only section of its website, www.NATM.com

3. The Manufacturing Skills Gap

As baby boomers retire, manufacturers must inspire a new generation of manufacturing employees and experts, working with schools and programs in their communities to ensure a skilled employee base for their business needs.

NATM:

- Offers workshops such as "Listen to the Steel," "Fatigue of Welded Connections," "Attracting the Best Millenials," "Welding 101," and "Recruiting and Retaining Employees"
- Developed a collaboration with the American Welding Society (AWS) for members to obtain training at a reduced rate
- Published articles in Tracks magazine on hiring veterans and women

4. Environmental Concerns and Considerations

Although sustainability and environmental regulations can be expensive for manufacturing firms, they are good for the local environment and employee well-being. These costs can be built into the company budget and contribute to a positive working climate.

NATM:

- Offers workshops at its annual convention such as the "Is Green the Right Color for You?" workshop on
Implementing environmentally friendly practices into the company's culture

- Awards the “Green Award” to a member company that is environmentally conscientious and implements green technology and business practices in an effort to encourage more members to actively pursue green practices.

5. Balancing Maintenance with Throughput

Keeping equipment functioning is an essential part of running a manufacturing facility. Regular preventive maintenance can help increase throughput and ensure customer satisfaction with delivery lead times.

NATM:

- Offers workshops including "Lean for Trailer Manufacturing," "5S Workplace Organization," "Introduction to Project Management," and "Creating a Culture of Safety"

For more information about NATM's membership benefits, visit www.natm.com.
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<tr>
<td>Advanced Aluminum of Polk County, Inc.</td>
<td>2941 Parkway St</td>
<td>Lakeland, FL 33811</td>
<td><a href="http://www.advaluminum.com">www.advaluminum.com</a></td>
<td>Adhesives/Tapes, Aluminum-Extrusions, Aluminum-Sheet, Paints/Coatings/Galvanizing, Roll Forming, Roofing, Steel-Sheet</td>
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<tr>
<td>Boar Wheel Co.</td>
<td>27689 US Highway 385</td>
<td>Hot Springs, SD 57747</td>
<td><a href="http://www.boarwheel.com">www.boarwheel.com</a></td>
<td>Wheels/Rims</td>
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<tr>
<td>Choice Trailer Products</td>
<td>43455 State Hwy 75</td>
<td>Snead, AL 35952</td>
<td><a href="http://www.choiceotrailerproducts.com">www.choiceotrailerproducts.com</a></td>
<td>Axles/Hubs/ Springs, Brakes, Castings, Chains, Couplers, Electrical, Fabricated Parts, Sheet, Steel-Structural, Steel-Tube, Tires</td>
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<tr>
<td>Cixi Kairong Machinery Manufacturing Co., Ltd.</td>
<td>No. 777, Xiangshan Rd, Coastal Industry Zone Cixi Ningbo, Zhejiang 315311 China</td>
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<tr>
<td>Consolidated Metals, Inc.</td>
<td>2008 Riverside Ave, Ste 202</td>
<td>Jacksonville, FL 32204</td>
<td><a href="http://www.consolidatemetalsinc.com">www.consolidatemetalsinc.com</a></td>
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<td>Covestro, LLC - Coatings, Adhesives, and Specialties</td>
<td>1 Covestro Ctr</td>
<td>Pittsburgh, PA 15205</td>
<td><a href="http://www.covestro.com">www.covestro.com</a></td>
<td>Paints/Coatings/Galvanizing Fenders, Hardware, Jacks/Landing Gear, Lighting, Steel-Tube</td>
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<tr>
<td>JOST International</td>
<td>1770 Hayes St</td>
<td>Grand Haven, MI 49417</td>
<td><a href="http://www.jostinternational.com">www.jostinternational.com</a></td>
<td>Jacks/Landing Gear</td>
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<tr>
<td>Northpoint Commercial Finance</td>
<td>11675 Rainwater Dr, Ste 450</td>
<td>Alpharetta, GA 30009</td>
<td><a href="http://www.northpointcf.com">www.northpointcf.com</a></td>
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<tr>
<td>Nanochem Technologies, LLC</td>
<td>1203 Kent St</td>
<td>Elkhart, IN 46514</td>
<td><a href="http://www.nanochemtechnologies.com">www.nanochemtechnologies.com</a></td>
<td>Cleaners/Chemicals, Paints/Coatings/Galvanizing</td>
</tr>
<tr>
<td>RTK Technologies, LLC</td>
<td>2640 White Oak Cir, Ste E</td>
<td>Aurora, IL 60502</td>
<td><a href="http://www.rtktec.com">www.rtktec.com</a></td>
<td>Axles/Hubs/ Springs, Brakes, Castings, Couplers, Jacks/Landing Gear</td>
</tr>
<tr>
<td>Safety-Tow</td>
<td>3102 Falcon Crest</td>
<td>Enid, OK 73703</td>
<td><a href="http://www.safety-tow.com">www.safety-tow.com</a></td>
<td>Chains, Locks, Towing Accessories</td>
</tr>
<tr>
<td>Sigosa Steel Co</td>
<td>2025 N Central Ave</td>
<td>Brownsville, TX 78521</td>
<td></td>
<td>Roofing, Scrap Metal Recycling, Steel-Sheet, Steel-Structural, Steel-Tube</td>
</tr>
<tr>
<td>Superior Finishes, Inc.</td>
<td>80 Paramount Rd</td>
<td>Winnipeg, Manitoba R2X 2W3</td>
<td><a href="http://www.superiorfinishesinc.com">www.superiorfinishesinc.com</a></td>
<td>Paints/Coatings/Galvanizing, Plastic Components, Rubber Products, Steel-Tube</td>
</tr>
<tr>
<td>The Expediter, LLC</td>
<td>6667 White Dr, Ste A</td>
<td>West Palm Beach, FL 33407</td>
<td><a href="http://www.expeditor.com">www.expeditor.com</a></td>
<td>Axles/Hubs/ Springs, Brakes, Chains, Couplers, Electric Brake Controls, Electrical, Fasteners, Fenders, Hardware, Hitches, Jacks/Landing Gear, Lighting, Locks, Reflectivity, Tires, Towing Accessories, Wheels/Rims, Windows/Vents</td>
</tr>
<tr>
<td>Unified Investigations and Sciences, Inc</td>
<td>21630 N 9th Ave, Ste 105</td>
<td>Phoenix, AZ 85027</td>
<td><a href="http://www.uis-usa.com">www.uis-usa.com</a></td>
<td>Consulting, Engineering</td>
</tr>
<tr>
<td>Valspar Corporation</td>
<td>1101 S 3rd St</td>
<td>Minneapolis, MN 55415</td>
<td><a href="http://www.valsparindustrial.com">www.valsparindustrial.com</a></td>
<td>Paints/Coatings/Galvanizing</td>
</tr>
<tr>
<td>WacoBill.com Trailers</td>
<td>4100 W US Highway 80</td>
<td>Terrell, TX 75160</td>
<td><a href="http://www.wacobill.com">www.wacobill.com</a></td>
<td>Living Quarter Accessories</td>
</tr>
</tbody>
</table>
Regular & Branch

ALCOM, LLC - Montana Branch
PO Box 1189
Bonner, MT 59823
www.alcomusa.com
- Aluminum, Auto Hauler, Cargo, Concession, Custom Design, Dump, Equipment, Gooseneck, Horse, Landscape, Livestock, Motorcycle, Snowmobile/ATV, Utility/Flatbed

American Roads Trailers
1003 N Second St
St Charles, MO 63301

BMT MFG, LLC
112 E Industrial Park Dr
Jacksboro, TN 37757
- Cargo

Canadian Trailer Company
53 Victoria Rd S
Guelph, ON N1E 5P7
Canada
- Aluminum, Auto Hauler, Cargo, Concession, Custom Design, Landscape, Motorcycle, Snowmobile/ATV, Utility/Flatbed

Cynergy Cargo, LLC
2122 Broxton Rd
Douglas, GA 31533
www.cynergycargo.com
- Cargo

Discovery Trailers
2923 Thorne Dr
Elkhart, IN 46514
www.discoverytrailers.com
- Cargo

FWM, Inc.
11 Friars Dr
Hudson, NH 3051
www.fwminc.com
- Aluminum, Cargo, Landscape, Utility/Flatbed

Gator Canada
330 Rodolphe-Racine
Sherbrooke, QC J1R 0S7
Canada
www.remorquegator.com
- Auto Hauler, Cargo, Dump, Equipment, Landscape

Kansas Trailer Manufacturing, LLC
815 N Larson Ave
Chanute, KS 66720
- Aluminum, Auto Hauler, Boat, Motorcycle

Hexel Trailers
78 Rivercreek Crossing
Kingston, GA 30145
Auto Hauler

Kerby Brothers, LLC
PO Box 2066
Central Point, OR 97502
- Custom Design

Les Remorques Jelano, Inc.
109 Rue Ou Parc Industriel Lanoraie, QC J0K 1E0
Canada
www.lesremorquesjelano.com
- Auto Hauler, Cargo, Concession, Gooseneck, Horse, Livestock, Mobile BBQ/Smoker

MVM7 TRAILERS
210 W Pickard St
Mt. Pleasant, MI 48858
www.mvm7.com
- Cargo

Pitts Enterprises, Inc.
PO Box 127
Pittsview, AL 36871
www.pitttrailers.com
- Equipment, Gooseneck

Red Fern Dynamics, Inc.
35 Corporate Dr, Ste A
Cleveland, GA 30528
www.redferndynamics.com
- Concession, Custom Design, Living Quarters, Mobile BBQ/Smoker

Stehl Tow
139 Highway 183
Piedmont, SC 29673
www.stehltow.com
- Tow Dolly

Superior Handling Equipment
8 Aviator Way
Ormond Beach, FL 32174
www.superiorlifts.com
- Equipment

Trailtech, Inc.
Box 988
Gravelbourg, SK S0L 0P0
Canada
www.trailtech.com
- Agricultural/Farm, Auto Hauler, Custom Design, Dump, Gooseneck, Landscape, Portable Equipment, Snowmobile/ATV, Utility/Flatbed

Viper Cargo, LLC
14831 Celestial Way
Dover, FL 33527

WC Manufacturing & Specialty Co., Inc
2028 Charleston Hwy
Cayce, SC 29033
www.wescotrailers.net
- Boat, Utility/Flatbed

Wilson Trailer Mfg., Inc.
PO Box 388
Anson, TX 79501
www.easleytrailer.com
- Agricultural/Farm, Gooseneck, Livestock

Worthington Trailers, LP
1050 Broad St, Ste 20
Montoursville, PA 17754
www.worthingtontrailers.com
- Auto Hauler, Cargo, Concession, Custom Design, Motorcycle, Snowmobile/ATV, Utility/Flatbed