

## Dump Truck Body & Trailer Manufacturing in North America: Analysis & evaluation of the size, segmentation, channels, and competitive structure underlying the fabrication and manufacture of dump trucks and dump trailers in North America

**Description:** The manufacture of on-highway dump trucks and trailers is a complicated process, involving chassis producers, body fabricators, intermediate manufacturers of hydraulic equipment and final assemblers, each vying separately for the attention of distinctly different end users, from small contractors to municipal accounts.

The fabrication of dump truck bodies and trailers is a highly fragmented industry, with local, regional and national players sharing a market estimated at \$727 million in 2011. As with most fragmented industries, consolidation was inevitable, especially given the recent economic downturn. Despite these consolidations, the manufacture of dump trucks in North America remains a local and regional activity, and even the largest national players have to be regionally focused to address the needs of varying geographic locations.

Ninety manufacturers of dump truck and trailer bodies have been included in this report. More than 75% of these manufacturers made less than 500 units each in 2011. Ten companies—most of which were dump truck body manufacturers—produced more than 1,000 dump units during the year.

Data and analysis has been broken out for light-, medium- and heavy-duty dump trucks, and for end dump, bottom dump and side dump trailers.

This report can be put to immediate use for sales and market planning, M&A identification, competitive share analysis, alliances and technology transfer considerations.

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- A J R Inc.
- Air-Flo Mfg. Co.
- ALFAB Inc.
- Arne's Welding Ltd.
- B. H. Workman & Sons Inc.
- Beall Corp.
- Beau-Roc Inc.
- Benson/Wabash National Corp.
- Borco Equipment Co., Inc.
- Brandon Truck Equipment Inc.
- Cancade Co. Ltd.
- Canuck Trailer Manufacturing Ltd.
- CASECO Mfg. Inc.
- Centerline Tank & Trailer Mfg.
- Clement Industries
- Columbia Body Mfg. Co.
- Construction Trailer Specialists Inc.
- Courtney Berg Industries Ltd.
- Dakota Trailer Manufacturing, Inc.
- Davis Trailer & Equipment, Inc.
- Doepker Industries Ltd.
- Double A Body Builders
- Dragon Products
- East Manufacturing Corp.
- Globe Trailer
- Groupe Bibeau, Inc. / Bibeau Enterprises Inc.
- Hanson Trailers Inc.
- Henderson Mfg.
- Highway Equipment Co.
- HMI Trailers, Inc.
- Intercontinental Truck Body (Montana)
- J&J Truck Bodies & Trailers
- Jet Co.
- JMH Trailers Inc.

- K-Line Trailers Ltd.
- Knapheide Mfg. Co.
- Kruz Inc.
- Landoll Corp.
- LangFab Fabricators Ltd.
- Ledwell & Son Enterprises, Inc.
- M.H. Eby
- MAC Trailer Mfg.
- Manac Trailers
- Manitex Load King
- Midland Mfg. Ltd.
- Omaha Standard Palfinger
- Parkhurst Mfg. Co. Inc.
- Phil Larochele Equipment Inc.
- Probilt Body and Trailer Products
- Quality Truck Bodies & Repair, Inc.
- Raglan Industries Inc.
- Rayfab Inc.
- Reiten Inc.
- Reliance Heavy Duty Trailers
- Rogers Mfg. Co. Inc.
- Rogue Truck Body LLC
- Rowe Truck Equipment Inc.
- Side Dump Industries
- SIDUMP'R Trailers Inc.
- Smithco Manufacturing Inc.
- Smith Metal Works of Newark Inc.
- STAHL/Scott Fetzer Co.
- Star Transport Trailers, Inc.
- Steco
- Strong Industries Inc.
- Summit Trailers Sales Inc.
- Superior Trailer
- TAFCO Equipment Co. Inc.
- The Godwin Group
- The Reading Group, LLC
- Thurston Mfg. Co.
- Titan Trailers Inc.
- Trail King Industries
- Trailstar Mfg. Corp.
- Travis Body & Trailer Inc.
- Truck Bodies & Equipment International Inc. (TBEI)
- TruckCraft Corp.
- Valew Welding & Fabrication
- Vantage Trailers, Inc.
- Virginian Metal Products Co. Inc.
- Warren Equipment, Inc.
- Warren Inc.
- Wassau-Everest LP
- Western Construction Components
- Williamsen Mfg.

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