Thank You for your support this past year!

At MAC Trailer, we place our focus on solid company growth through Research and Development. As we prepare ourselves for another successful year entering 2013 we want to Thank all of our hard-working staff, our trusted vendors, the dedicated MAC Trailer Authorized Dealer network and last but not least our loyal MAC Customers. Without your continuous support throughout the years we would not be known as the Nation’s Foremost manufacturer of Dumps, Flatbeds, Transfer Trailers, Pnuematic Tank Trailers and Liquid Tank Trailers as we are today. Look forward to another magnificent year in 2013.
Welcomes Our New Dealers

Big Sky Utility
Millings, MT

Big Rig
Delmare, DE

Interstate Truck and Trailer
Cincinnati, OH

Matheny Motor Truck Co.
Cape Girardeau, MO

Northeast Truck and Trailer
Truro, NS

Parish Truck Sales
St. Rose, LA

Trump Equipment
San Antonio, TX

Utility Trailer Sales of Central California
Lathrop, CA

Black Hills Truck and Trailer
Rapid City, SD

Show Schedule
At MAC Trailer, we encourage you to visit our facilities, meet our people, see first-hand the manufacturing process, and review your needs with our sales and engineering staff; but, when that is not feasible, please meet our staff of product specialists and see the MAC family of trailers at the following shows:

March 6 – March 8, 2013
NATIONAL TRUCK EQUIPMENT ASSOCIATION / WORK TRUCK SHOW
Indiana Convention Center
Indianapolis, IN

May 21 – May 23, 2013
WASTE EXPO 45TH ANNIVERSARY SHOW
Ernest N. Morial Convention Center
New Orleans, LA

March 21 – March 23, 2013
MID AMERICA TRUCKING SHOW
Kentucky Exposition Center
Louisville, KY

April 11 – April 13, 2013
ExpoCam
Bonaventure Montreal, QC

August 22 – August 24, 2013
GREAT AMERICAN TRUCK SHOW
Dallas Convention Center
Dallas, TX

September 17 – September 20, 2013
SWANA / WASTE CONVENTION
Long Beach Convention Center
Long Beach, CA

Featured Dealer – North American Trailer Sales, UT
Founded in November, 1996, North American began as a small “niche” sales only company focusing entirely on flatbeds, drop decks and on highway equipment trailers in the Utah marketplace. The company was founded by Nick Dokos and three partners. With twenty-five years in the industry Nick was ready to open his own dealership and enter the very competitive Utah marketplace with his own dealership. The original home of North American was upstairs in a cramped office space above a small local trucking company. Over the next 9+ years North American embarked on a very steady growth pattern that saw it expand both it’s sales operation as well as move into it’s own building and open a full service parts and service facility with eight bays. Also part of the growth was the opening of a sales facility in Fontana, CA which employed two sales associates.

In December, 2005 the company was sold to a local investment group and the name was changed to North American Trailer, LLC. Nick Dokos was retained as a vital member of the sales team – a role he still occupies today. Current ownership had an appetite for growth and quickly opened a third location in Stockton, CA (which was later moved to Sacramento in 2008). They also searched for additional opportunities to expand and strengthen their business and in 2007 they became a dealer for MAC Trailer in both Utah and California. Thru the dedication of the North American Trailer sales team and the support from MAC Trailer the partnership has flourished. MAC Trailer is now the preferred flatbed brand at North American Trailer and enjoys an 80%+ market share of new aluminum flatbeds sold in Utah. While primarily focused on flatbeds and drop decks, North American Trailer is a full line MAC dealer with significant sales in 2012 of the PneuMActic dry bulk tanker.

Like many other dealers, North American Trailer understands the importance of being a full service dealership. Since hiring Del Keffer as President of the company in March 2010, North American Trailer has put a very strong focus on “the service after the sale” for our customers. When Del arrived the company had (5) mechanics, (2) parts personnel and the focus on product support was at best secondary. Today, North American Trailer can proudly proclaim over 30 of our personnel are tasked daily with after sale support from propose driven facilities featuring full compliments of parts, tooling and mobile trucks dispatched from each location.

We value the privilege to represent MAC and feel reciprocated in their appreciation for us, and feel our union with MAC Trailer is sure to be a successful one for a very long time.

MAC LTT, Inc. Promotes Ed Mansell to Vice President
Ed has been an intrical part in the startup and advancement of MAC LTT, Mike Conny and Jim Maiorana are pleased to announce the promotion of Ed Mansell to Vice President of MAC LTT, Inc. Ed’s career spans 20+ years of demonstrated experience in the engineering and manufacturing of Cargo Tank Trailers and Pressure Vessels. Prior to MAC LTT and MAC Trailer Ed served as Chief Engineer/Director of Engineering for ten of the twenty years, for Polar Tank Trailer. He also held positions in leadership and engineering roles with Custom Containers of America (C-CAM), ACRO Trailer, and Centerline Tank Trailer. Ed has a Bachelor of Science degree in Mechanical Engineering from the University of Tulsa.
I called Steve Hallas in the summer of 1994 and asked about getting a new trailer built.

I was 34 at the time. He said that a new company was being formed by a young energetic fellow and that I should buy a trailer from this new company. I said “what’s it going to look like?” He said “trust me, you will like it.” I ordered two and Steve was right, 18 years later, I still like them and use one of them myself every day.

The trailer I still have is a 38’ frameless serial # 95MAC1055 (built before 17 digit VIN #s).

I suppose the best feature about a MAC Trailer would have to be its incredible long-life durability. My trailer has served me for more than 18 years and shows no sign of needing replaced! It has been used nearly every day – not a seasonal job. Hauled a mountain of Fertilizer, road salt, grain, etc. I’ve replaced the hoist about 3 years ago and tailgate about the same time. The tailgate could have had the corrosion problems repaired but I’m kind of picky so I brought it back to Alliance for a factory replacement. I’ve thought about the years with this trailer and I’ve never lost a single day of work due to a trailer problem. Truly remarkable. Would I recommend improvements? How could I? Would I buy another one? Absolutely, but I really think this one could out-last me! Thinking about a new one but only because the kid in me wants something new and shiny. Thank you MAC Trailer and keep up the Great Work!

Sincerely, Steve Pitts – Greencastle, IN

Customer Testimonials

“I chose a MAC Dump Body because my Western Star Truck is a Premium truck and I wanted the best body possible on it. The body was custom made and built heavy to our exact specifications. The quality job that was done by all of the people at MAC Trailer shows us MAC’s true craftsmanship. Thank you Mike Conny and all the guys on the Floor for making this truck a hard working show truck that we are all so proud of.”

“Thank you” – John Thompson-Volant, PA

MAC LTT Celebrates 1 Year Anniversary

MAC LTT released in March an aluminum DOT-407 external ring trailer available in various capacities and axle configurations.

MAC LTT newest tank is a DOT- 407 stainless steel chemical tank, insulated and jacketed. Trailer is offered with unique patent pending airflow spill dams.

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MAC Trailer Welcomes

Marty Vogt has joined MAC Trailer’s parts department in Alliance, OH as the National Tank Parts Sales Manager. Marty has over 30 years of tank trailer parts experience spending most of his career with Heil Trailer International as their National Parts Manager. He has assisted in developing dealer parts inventories, parts pricing to dealers in efforts to build a strong dealer/manufacturer relationships, as well as helped create an on-line parts purchasing system for customers. Marty graduated from Western International University with an Associates of Arts in Business.

MAC Trailer is Proud to welcome Tom Davidson as Aftermarket Parts Assistant Manager. Tom started his career after high school in Machine and Manufacturing. In 1990 he focused his talents in Aftermarket Parts and in 1996 had the opportunity to move to a Management Position for General Motors Parts Sales. He continued to expand his horizons and became a member of the Professional Parts Guild, a General Motors business think tank and advisory group. Tom also attended G.M. Star Performers classes and training and received certification in the Business of Parts including part ordering, receiving, processing claims, inventory control, marketing and managing.

MAC Trailer is pleased to announce that Kristi Rummel has joined MAC as Marketing Manager. Kristi brings over 10 years of Marketing and advertising experience. After graduating from Kent State University with a bachelor degree in Business Marketing, she began her career with a large Marketing Firm in North Canton as Corporate Trainer. After only a year she was then promoted to Marketing Coordinator for 9 different companies with sales spanning across the US and Canada.

MAC Trailer is pleased to announce that Colleen Miller has joined the MAC sales team. Colleen began at MAC in the Accounts Payable department in 2010 and after two years of service, she has been promoted into the Executive Sales Secretary position. Colleen has just recently obtained her bachelor’s degree in Education Studies from Ashford University and brings with her 10 years of customer service experience, which was gained through various career experiences.

MAC Trailer welcomes James Stokoe to their Aftermarket Parts Team. James has a bachelor degree in History from Kent State University and has worked in customer service management and sales for over 10 years. He was a customer service manager for an internet tool distributor for 5 years and help build the company up from the ground to where it is today and that is a $12 million a year company in 5 years before coming to MAC. James is fluent in Inventory, customer orders, parts orders, parts sales and gives over 110% customer satisfactions.

Meet your “Inside” Sales Team!

MAC Trailer would like to take a moment to introduce you to the Inside Sales Team that is working for YOU!

Al Liber, Inside Sales Manager at the Alliance Corporate office, runs a well-oiled machine when it comes to the amazing work the inside sales team accomplishes to seal orders, work directly with customers, regional Sales Managers and the MAC Dealer Network.

Located in the Alliance Facility for inside sales is Kayla Madeline whose aggressiveness to sell trailers and promote over all great customer service is ready to help you with all of your Dump and Transfer Trailer needs.

At our Salem location we welcome Ken Butler, inside sales – Pneumatic Tank Trailers. Kens 30 years of experience will get you into the prefect Dry tank no matter what your need may be and if a Flatbed or Drop Deck is what you desire, then Steve Oldfield is the inside salesmen to help you get the job done!

MAC is proud to have such a well-developed and educated Inside Sales Team and we stand ready to be tested!

MAC Trailer “Best of Show” again in 2012

Trade shows are huge, masses of people, yet you never hear “Where is MAC Trailer’s Booth?” That is because you can see our Tank Trailer sitting high in the air with a glorious American Flag that shots “MAC Trailer” from the roof top of the Kentucky Exposition Center in Louisville.

The trade show circuit got into full swing with the Mid American Trucking Show held March 22-24 in 2012. MAC Trailer was dressed to impress with our new MAC Liquid Tank Trailer “Raising the bar” above our mouthwatering 1 lb pork sandwich and soft drink counter with packed seats below. Special emphasis was given to the flatbed pull-out system the MAC STEP-UP. If you missed our Aftermarket Parts Booth that was in a separate location but filled with tool boxes, fenders, solvent, apparel and accessories; fear not as we will now have our Aftermarket Parts Booth located within the Main MAC Booth for your convenience at MATS 2013.
The MAC Advantage

Radius Bulkhead – Low profile front end with a lower center of gravity providing a 7” lower front end and a 6” lower back end with 31” less flat space on the bulkhead compared to the Standard flat bulkhead. Maximizes aerodynamics = Increased fuel mileage (Also Available in Steel)

Aerodynamics – Smooth side walls create less drag resistance. Air Fairings.

Better fuel economy = Better Operational Profit

Weight – As low as 8900 lbs., less liner and tarp. Depending on options applied.

Stability – Loads stay centered in the belly while dumping due to the round design.

Six Piece Design – Each side wall section overlaps the floor panel. Maximum Strength - Easier for repairs

Subframe Attachment – 3/8” Mount plate welded on top of subframe tower - The attachment to body is thicker and stronger - Enhances stability - Extended life of the floor

The exterior cylinder with no inside doghouse helps to MACsimize the quick and efficient load clean out.

In addition to the new radius bulkhead the SCRAPMAC is 102” wide and now with 100cu. yds. capacity.

MAC Salutes 100 Years of the Garbage Truck

MAC Trailer would like to pay a salute to 100 years of the garbage truck. October 2012 marked the 100th year since the garbage truck was introduced to the world. We are proud that our Transfer trailers are a valued tool to this industry and we will continue to exceed our customers’ expectations. For information on our Transfer Trailers give Shawn Fredritz a call at 1-800-795-8454.

Don’t be left in the cold!

Consider a used trailer from MAC Trailer – MBR Leasing

MBR – the used trailer sales arm of MAC Trailer provides a unique multifaceted level of service to the industry beyond the traditional trading in of the used trailer.

• Buy and Sell – MBR is in constant search to purchase all makes and models of well-maintained dump, flatbed and transfer trailers.

• In need of something specific? MBR will find a trailer for you if our inventory at the time does not include what you are looking for.

• Consignment Services – MBR will accept your trailer on a consignment basis, advertise the trailer and pursue the sale.

• Select Rental and Leasing

• Financing Options

• Select Rental and Leasing MBR maintains a complete inventory of the finest selection of used trailers.

Our used trailers are being bought, sold and traded on a national basis daily, so look to our used trailer inventory regularly to see what is “new”.

To inquire about a used trailer, call Bryan McElroy GM Used Trailer at 330-829-5035 or Brian Whitlatch, Assistant GM at 330-829-1629 or toll free at 1-800-795-8454. To see our complete line of used trailers visit our Inventory page at www.mactrailer.com.

Need Tank Parts?
We Have You Covered!

In addition to the new radius bulkhead the SCRAPMAC is 102” wide and now with 100cu. yds. capacity.

Get what you need to keep your fleet running strong from MAC Aftermarket Parts

- Valves
- Fenders
- Vents
- Handrails
- Gaskets
- Suspensions
- Lighting
- Discharge Hose

Contact our Aftermarket Parts Department parts@mactrailer.com or call 800-647-9424

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MAC Trailer Hosts First Annual Health & Wellness Fair

MAC held their first Annual Health and Wellness Fair on Tuesday October, 23, 2012 at their Alliance, Ohio Plant with a voluntary participation of 208, from MAC Trailer’s corporate H.Q., MAC Service Employees, and MAC’s MBR Leasing.

With the help of Aultcare we scheduled over 250 additional employees to participate as the Health Fair continued at their KENT MAC LTT location and their Salem MAC Manufacturing location throughout the week. The employees visited nurse stations for confidential Registration, Health evaluations, Information Centers and Direct Deposit banking options. Free Flu shots were available for all MAC Employees and Out of 90 Flu shots administered we had 44 first time flu shot participants and that was just the beginning as there were many more as the week progressed. For participating the employees received a raffle ticket at the end of their Assessment and each location pulled a winning name for their fair, to choose from a selection of prizes valued at $400. Grand prize Winners: Alliance- Colleen Miller  Salem- Robert Bunn  Kent- Russell Spade

We would like to send a big “Thank you” to Aultman Staff, Alliance Facility MAC Trailer Staff members, MAC’s Wellness committee, Chase Bank, Buckeye State Credit Union, and SAM’s Club for their strong participation in the Fair. This is the beginning of a long term commitment to improve the Health and Wellness of MAC employees at all of MAC’s locations. We know Healthier employees are happier employees and as a Team we will reach our Goals.

MAC Flatbeds Gain Market Share In 2012

2013 Looks Bright With Exciting New Product & Manufacturing Improvements.

MAC Trailer Mfg. completed a very successful year in 2012 providing customers with improved standard features and producing over 47% more units in the year over 2011 and expanding our market share in North America. This was achieved by outstanding participation from our North American dealer network; the many quality features MAC Trailer continues to offer their customers and increased manufacturing capacity, grew our skilled work force and made several improvements to our Salem manufacturing facility. Standard features such as galvanized suspension hangers, improved wiring system and options like the newly designed MAC Step-Up and Beaver Tail for the single drop units have also added to the MAC Advantage our customers appreciate and expect from MAC.

2013 is looking very bright also with additional changes being introduced to improve the MAC Flatbed product line. Beginning January 1st, we will be standard with a galvanized coupler plate; we will introduce a new aluminum floor board with 1” web centers offering superior deck strength as our standard floor board and a complete LED lighting system including the license light will become standard early 2013. These are just some of the many MAC features allowing us to continue to grow with our Flatbed product line.

A new inspection facility in Salem opened in December 2012, promises to maintain and improve outstanding quality with our flatbed products to our customers.

Additional improvements are on the horizon in 2013, several will be introduced at the Mid-America Truck Show in March as MAC continues to improve their trailers.

MAC Trailer Dumps Hunger for the Community!

MAC Trailer held two successful Food Drives this holiday season. Our Alliance and Salem Ohio facilities teamed up with the Salvation Army’s in each of their communities and banded together to “Dump Hunger” and raise food donations for needy families in the communities by filling up a Dump Trailer and a Flatbed full of all the amenities that families needed during the Holiday season. We have had several Venders, Local businesses, the community and MAC Employees who participated in the Food Drives raising thousands of dollars in food donations making this the biggest Company food drive MAC has ever had! We are a family-owned, family oriented organization and we take great pride in that and want to thank everyone who participated.
MAC Service Expand!!!

MAC Service has the “R” Stamp
Which means we need more BAYS!!!

In 2011 MAC Service was accredited the “R” Stamp Certification by the National Board, which is the organization that oversees Repair & Alteration of Boiler & pressure Vessels. Now that we are registered with the Department of Transportation as a Qualified and Certified Facility to Repair, Alter, Test, and Inspect Cargo Tank Trailers transporting Hazardous products such as, DOT-406, DOT-407, DOT-412, and MC-331 Cargo Tanks, we need more Bays! For your Trailer Service Convenience we have added an additional 20,000 sq. ft., 12 bay addition to MAC Service that will be designated for tanker inspection and repairs. Along with the addition will come a New Straight Truck Line to build New MAC Truck Bodies and the welcoming of 15-20 new MAC Service Employees.

What Certified test will MAC Service perform?
- (V) External Visual
- (I) Internal Visual
- (K) Leakage Test
- (P) Pressure Test
- (T) Thickness Test
- (K-EPA27) Method 27 Vapor Tightness Test, 63.425 (e)(1)

What services does MAC perform?
- Aluminum, Stainless Steel and Carbon Steel welding
- Major accident damage repair (aluminum, stainless or carbon steel)
- Stretching, modifying, and recertification of Cargo Tank Trailers
- Stainless Steel jacket wrappers & heads along with customized fabrication
- Certified Final Stage Assembly (for truck mounted units)
- Complete hydraulic systems with pumps or blowers
- Pump & Meter installation and repair
- ABS brake repair, complete brake jobs and suspensions

Pull for Cure

The Mile Branch Grange Fairgrounds on Knox School Road just east of Alliance, Ohio was the scene of the AMAZING first Annual Pull for a Cure! The Pull benefited the American Cancer society and the Shriners Children’s Hospital raising well over $20,000 towards the cause!

There are so many people to Thank for coming together for the September 21st event which, kicked off with the Shriner’s mouthwatering Fish Dinner followed by the Charity Pulls that entertained over 2,000 in attendance, with four different classes of pulling action. Thank you to all who participated.

Pro Stock Winner 310 Express: Jeremy Smith from Medina, Ohio cleaned up the Track with his Pro Stock Power house machine known as the 310 Express pulling an amazing distance of 326.85 taking First Place in the Pro Stock Class.

Shriner Bear and Troy Kinser: A Charity Auction was held at the event with Troy Kinser a North Georgetown Fire and Rescue Officer preparing to present the Shriner Bear which, brought in $2,300 for the cause and was purchased by Les and Laura Smith of Beloit, Ohio.

Julia Conny: Supporting the First Ever “Pull for a Cure” for the Limited Pro Class is Julia Conny from Beloit, Ohio, driving her Tractor “MAC Daddy” with her Pink Helmet to help promote Cancer awareness and watched her Dad take a First place win on “Mr. MACDADDY”.

Salem Expansion

MAC Trailer Mfg, is pleased to announce the Expansion of our 200,000 square foot Salem, Ohio facility! Encompassing the latest in leading edge manufacturing technology, MAC is poised to aggressively continue its pursuit and penetration of the Flatbed and pneumatic Tank Trailer marketplace. That is why we have expanded our warehouse an additional 5700 sq. ft. and built an amazing 12,000 sq. ft. Inspection building to further our ability to meet market demands through Research and Development. The Salem plant now provides us the space, the storage, and the manufacturing capabilities. For MAC Trailer, technology is not something you purchase, but rather have the vision and ability to create.
Check out MAC Trailer’s NEW User Friendly Website! This is a MUST SEE Site!

Stay current on all of MAC Trailer’s News and updates by following us on Twitter and by “Liking” our Facebook page! Don’t Forget MAC SERVICE is now on Facebook too!

School’s In at MAC Trailer!

MAC University ran a summer product training course for our Dealers June 25th through June 28th. During this training we had a special Vender Day that allowed our dealers an opportunity to talk firsthand to our Venders about products and services. This special day helped answer any questions that our Dealers had regarding new vender products and services that MAC Trailer is currently using. Due to the extreme participation and success from the vender day we hope to make this an annual addition to our Dealer Trainings. Thank you MAC Dealers and Venders for your participation! If you are interested in attending or sponsoring an event during our next Dealer Training please e-mail us at krummel@mactrailer.com for details.