



IS YOUR CARGO WHERE IT BELONGS?

Safety is #1...

Have you ever seen van trailers with sides bulging outward or dented from the inside? If you have, stay back. It's a good indication that it was caused by shifting cargo. Whether you're securing bundles in the back of a trailer or hauling them on a flatbed truck, basic safety practices require that you have every load secured properly. Keep in mind that, just as the items you're transporting may be very different, so are the types of devices you can use to keep your cargo safe from shifting in transit.

Getting the customers' freight to them safely and undamaged is the end goal when moving cargo, and shifting freight inside the trailer is the number one cause of freight damage claims. In addition, there are a few other reasons to properly secure your loads. Freight that shifts enough to change the center of gravity in a trailer can make the rig more likely to roll over, especially if the driver takes a turn too fast. Loose freight can even cause injury to drivers and dock workers.

Spec'ing securement...

"The majority of our van customers specify some kind of securement devices," says Justin Bell, Director of Engineering at Strick Trailers. "LTL uses more types of securement because they haul more mixed freight, mixed sizes and shapes, that have to be stacked. Most will have vertical posts on 16- and 24-inch centers, and captive beam systems," adds Bell.

Strick rarely builds a trailer without some type of secure device. Strick recommends spec'ing steel logistics posts, or E-track, both of which are metal strips with indented holes into which the hook ends of straps, nets, hoops and bars are inserted. When installed properly on the interior,

straps and nets can be attached as needed to keep cargo in place.

Captive beams can also be used. They are semi-permanently attached to a trailer's interior and can be shifted on tracks and paired to support shelving. When not in use, they are stowed in the ceiling. This allows cargo to be stacked without lower boxes or packages being crushed by weight from on top. These can be combined with various restraints to keep cargo on their respective decks minimizing freight damage claims while maximizing the amount of freight in each trailer load.

On the floor...

There are also other options to secure cargo. Floor tiedown points are available and vary in design. Options such as recessed rings and F-track can be used to secure heavy loads or to separate fragile products.

"Like all manufacturers, Strick Trailers installs a variety of tracks, rings and other devices according to customer specifications. So, if loads aren't properly secured in van trailers, it's not because there's a lack of equipment for the purpose," says Bell.

The next time you take off down the road, make sure your cargo is secure, and check it again whenever you make a pit stop to ensure it hasn't become loose. And before you build your next order of trailers, ask Strick to review your current spec, fleet operational practices, and maintenance history to see if your cargo can be even more secure!



Strick uses the Kinedyne track system because of its versatility and "A" track slots for additional load restraint.

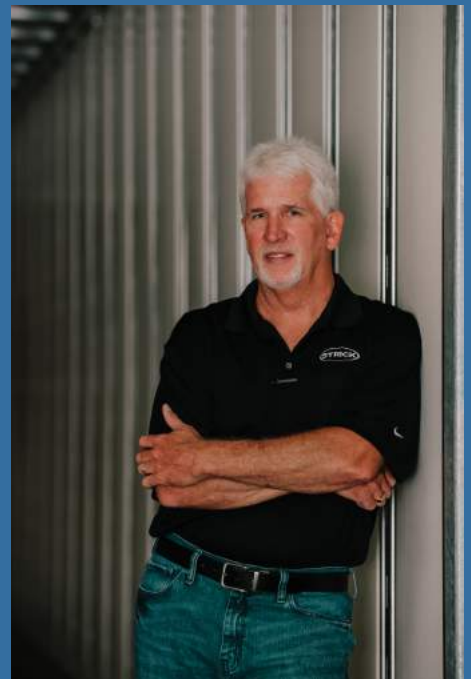
WHY STRICK TRAILERS?

Throughout my tenure, potential customers often ask me, "Why should I choose Strick Trailers? What makes your company different from its competitors?" I tell them, "Strick Trailers truly is a different kind of company. We are distinguished first by our values, which are the foundation of everything we do here, and second by our quality processes which keep your orders fulfilled accurately and on schedule".

As we begin another exciting year, I realize similar trailer manufacturers offer quality equipment and provide a wide range of services. However, few companies offer the personal service that converts an order into a relationship. Strick Trailers believes that people, not automated attendants, should answer your phone call. We provide experienced sales representatives and customer service personnel who work with you from your first contact through delivery. Our goal is that every experience you have with any member of the Strick team demonstrates that we are knowledgeable, responsive, and pleasant to work with.

Bring us your custom trailer requirements, and we'll provide you with innovative, reliable, and personal solutions. Our goal is to deliver the best solution and experience to keep you coming back, and to keep you ahead of your competition.

We hope to serve you soon,
Stephen Burns, President





Enthusiastic, creative, and social Strick team members making “Customer-ization” a reality during TMC 2018.



Showcasing “Our People Make the Difference” video highlighting members of the incredible Strick team, testimonials from satisfied customers, and experiencing the inside of our modern, All-American, Indiana manufacturing plant.

IT'S SHOW TIME...OFF TO TMC

We're excited to be heading back to the Atlanta, Georgia World Congress Center (GWCC) for TMC's Annual Meeting and Exhibition. If you've ever attended this show, then you know the GWCC is huge, and you're sure to easily meet your Fitbit steps for the day! Wear your most comfortable walking shoes! The March 18th – 21st event will include highly relevant, educational and peer benchmarking sessions, excellent keynote speakers, and more than eleven available hours to explore hundreds of exhibits on the show floor. Strick is proud to be a key TMC exhibitor once again this year, and we're excited to introduce a

new model to the Strick family. Stop by booth #3739 to check it out! It's sure to impress. While you are there, be sure to tour the highly “customer-ized” Strick vans built for Pepsi. Each trailer features uniquely engineered specs to maximize customer operational efficiency and ROI. View the operational lift gate demonstrations and talk with the sponsoring suppliers about their state-of-the-art materials and components. Before you leave our booth, take a few minutes to learn how Strick can customize your next trailer to keep your operation running smoothly. We look forward to seeing you in our booth #3739!

2019 SHOW SCHEDULE

SHOW	DATE	EVENT CITY	BOOTH #	VENUE
PepsiCo Fleet Technology Summit (Invitation Only)	March 11-14	Arlington, TX	TBD	Arlington Convention Center
TMC Meeting and Transportation Technology Exhibition	March 18-21	Atlanta, GA	3739	Georgia World Congress Center
National Private Truck Council (NPTC) Conference	April 14-16	Cincinnati, OH	432	Duke Energy Convention Center
National Trailer Dealer Association (NTDA) Convention	Oct. 9-11	West Palm Beach, FL	67	The Breakers

BRIGHT SIGHTS IN CINCINNATI

From the Cincinnati Cyclones Hockey team to its downtown sights & bites, Cincinnati has much to offer its visitors. That is why we are so excited about heading to The National Private Truck Council (NPTC) 2019 Annual Conference and Exhibition at the Duke Energy Center in beautiful downtown Cincinnati. The annual convention focuses on improving private fleet practices, managerial excellence, safety, and productivity. The April 14th – April 16th event will include highly relevant educational and peer benchmarking sessions, excellent keynote

speakers, and over 1,250 attendees and 180 exhibitors on the show floor. Stop by booth #432 to tour the highly "customer-ized" Strick vans built for Pepsi featuring uniquely engineered specs to meet the host of demands they encounter on their daily routes. Talk with our expert engineers and partner suppliers about successful collaborations and plans for the future. We look forward to seeing you in our booth #432.



Our focus on providing compelling value and engineering excellence on every Strick trailer leaving our facility was the continuing theme at NPTC 2018.

WE VALUE OUR SPONSORS:

And through their generous support, we are able to build high-quality trailers to haul a wide variety of cargo for you!



Suspension
www.hendrickson-intl.com
TMC Booth #2303



Tires
www.bridgestonetire.com
TMC Booth #3409 & 3605



Color Graphic
www.lowencg.com
TMC Booth #2847



Doors
www.whitingdoor.com
TMC Booth #2339



Slack Adjuster
www.haldex.com/en/North-America
TMC Booth #3731



Flooring
www.prolamfloors.com
TMC Booth #2765



Landing Gear
www.jostinternational.com
TMC Booth #913



Q-Box
www.phillipsind.com
TMC Booth #2123 & 2132



Backup Camera
www.asaelectronics.com
TMC Booth #231



Skylights
www.tectran.com
TMC Booth #2031



Composite Panels
www.vixencomposites.com



Aerodynamics
www.nosecone.com



Wheel Package
www.stemco.com
TMC Booth #740



Side Skirt/Aero Unit
www.ekostinger.com
TMC Booth #211



ABS System
www.wabco-auto.com/wabco
TMC Booth #3311



Lift Gate
www.hiab.com/en-US/waltco
TMC Booth #3455



Load Scale
www.Air-Weigh.com
TMC Booth #1027



Light Packages
www.truck-lite.com
TMC Booth #1205



Aeroslider
www.flowbelow.com
TMC Booth #3239

LET'S GET THIS SHOW ON THE ROAD!

SMOOTH AND READY TO ROLL AT TMC, BOOTH #3739



**MONDAY, MARCH 18, 2019
7:00 PM - 9:30 PM**

