



# News

289 East Water Tower Drive

Monon, Indiana 47959

Tel: (888) 253-3008

Fax: (219) 253-6274

January 20, 2005

## **VANGUARD NATIONAL TRAILER CORPORATION COMPLETES DEBUT AS NORTH AMERICA'S NEWEST TRAILER BUILDER**

*Introduction of VIP MaxCube™ Underscores Vanguard National Trailer Corporation's Progress*

MONON, Ind. — With the introduction of its first entirely new dry van trailer, Vanguard National Trailer Corp. today affirmed its readiness to compete as North America's newest heavy-duty truck trailer manufacturer and provider of aftermarket parts.

The Indiana-based manufacturer unveiled the all-new, VIP MaxCube™ — featuring a 101-in. interior width capacity. At a news conference, conducted at the company's headquarters, Vanguard National also announced it is introducing an updated version of its standard VIP 4000 trailer. Orders for both products are being accepted through the company and its North American network of authorized dealers.

"The VIP MaxCube™ — inside and out — represents what fleet managers want most from their equipment," says Vanguard National President Richard Dessimoz. "On the outside, it's (key feature is) corrosion control. Inside, there are no snag points, a proprietary post design, more rigid side posts, and a durable plastic lining.

Dessimoz continued, "We've developed a specially designed sidewall structure. The additional cubic capacity and smooth walls provides the potential for a healthier bottom line and improved productivity for the fleet and their drivers. "

In describing some of the features on the VIP MaxCube™, Vanguard National's Director of Sales Richard Tarpley says the proprietary post design, developed by Vanguard engineers, provides up to 50 percent more rigidity competitive offerings. In terms of corrosion control, he says Vanguard National's approach is centered on keeping fleet managers from "having to blast and repaint their rear frames and other components, especially in the Midwest and Northeast, where the weather is tougher on the trucks."

"The galvanized components also help minimize maintenance, control corrosion and extend the useful life of the trailer," he adds. "We

studied several leasing companies to see what they wanted for upgrades. As a result, much of what we are offering as standard is what our competitors are offering as upgrades.”

In addition to extra capacity, the VIP MaxCube™ includes a host of premium features, such as:

- Galvanized Rear Frame and Gussets, Rear Impact Guard, Landing Gear Mounting
- Brackets and Cross Bracing, Coupler Front Apron and Mudflap Brackets
- 101-in. Interior Width/110-in. Height
- Laminated Oak Flooring
- Logistics Posts on 16-in. Centers
- Extruded Aluminum Front Corner
- (5) Posts In Front Wall
- LED Lights
- 5/16-in. Thick Upper Coupler Plate

Based in Monon, Ind., Vanguard National Trailer Corp. is a subsidiary of China International Marine Container (Group) Ltd., a leading global manufacturer and marketer of transportation equipment and the world’s largest producer of marine containers.

For more information, contact Vanguard National Trailer Corp. at 1-888-253-3008, or (219) 253-2000, or visit the company online at [www.vanguardtrailer.com](http://www.vanguardtrailer.com).

# # #