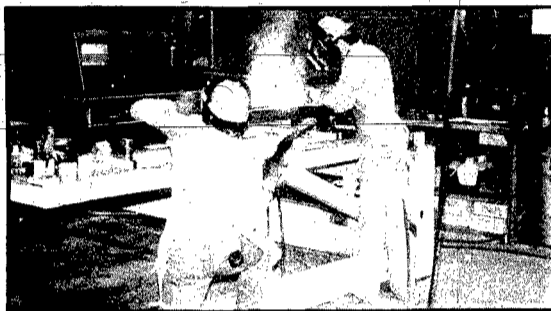


BRETT KRAHMER ATTACHES a Great Dane name plate to the rear door of a newly completed SuperSeal trailer.



GREAT DANE TRAILERS is a 170,000 square foot manufacturing facility located on a 35 acre site in Wayne's Industrial Park area.



GREAT DANE EMPLOYEES weld together the frame of the rear doors.



ETTA KRAHMER operates the door seal manufacturing machine.

Great Dane Trailers

Producing a quality product with quality people

"Our customers pay for the best. It is up to us to make sure that they get it." That sign is posted in large letters throughout the plant at Great Dane Trailers.

"One of the great strengths of our product is its quality, and that quality is a direct result of our quality employees," says Ken Mendel, plant manager at Great Dane.

Mendel added that Great Dane has been extremely satisfied with the acquisition of the Wayne plant from Timpte, Inc. because of the quality and efficiency of its work force.

"The transition from Timpte to Great Dane was accomplished very smoothly," says Mendel. "Our employees have an excellent attitude toward productivity and are very aware of the need to produce a high quality trailer in today's competitive market."

GREAT DANE is a 170,000 square foot trailer manufacturing facility located on a 35 acre site in Wayne's Industrial Park area and was purchased from Timpte, Inc. in October 1988. Timpte conducted

ground-breaking ceremonies on June 10, 1985 and produced its first trailer in April 1986.

Today, Great Dane manufactures only refrigerated trailers known as Great Dane SuperSeal Reefers. Terry Hanson, manager of industrial relations, said the SuperSeal trailer is unique to the Great Dane organization and is manufactured only at the Wayne plant.

The SuperSeal reefer is the result of a unique process in insulating trailer components, explained Hanson, adding that a high pressure foam-in-place process is used to insulate the major sub assemblies prior to assembling them into a finished trailer.

Hanson pointed out that the cost of developing the process and building the first press was in excess of \$1 million.

HEADQUARTERED in Savannah, Ga., Great Dane has plants located in Savannah, Memphis, Tenn. and Brazil, Ind., in addition to Wayne.

The Wayne plant employs 250 persons, with at least 40 percent of the work force residing in

Wayne. The remaining employees come from several neighboring communities.

During the past year, Great Dane has produced anywhere from seven to 10 trailers per day, with dealers and company owned branches located throughout the United States and Canada.

This June, the Wayne plant will produce its 7,500th SuperSeal trailer.

"**GREAT DANE** as a corporation is moving fast into the position of being the largest trailer manufacturer in the country," pointed out Hanson, adding that the company has consecutively been the #1 producer in terms of trailer registrations since last November.

"We predict that in 1990 we will have produced more trailers than anyone else," added Mendel.

While the majority of Great Dane trailers are delivered west of the Mississippi, Mendel said significant customers within the state of Nebraska include the Milton G. Waldbaum Co. of Wakefield, Gillette Dairy of Norfolk, and the

Sunflower Transportation Line at York.

Guards are on duty 24 hours a day at Great Dane for customers to pick up their finished trailer.

SINCE THE plant first opened, Mendel said there has been significant progress in the wage and benefit programs offered to Great Dane employees.

In addition to the traditional benefits of vacation time and 10 paid holidays per year, Great Dane offers a pension plan, tuition reimbursement, medical, dental, prescription cards, disability and life insurance, and an attendance bonus that can equal up to six days of pay each year.

Great Dane is also proud of the fact that it contributes to the area's economy with an annual payroll of \$4 million and annual purchases of materials and supplies estimated at \$30 million.

"Our plant directly affects the local and area economies in many ways," said Mendel. "We're proud to be here."

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Great Dane

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