



Safe. Secure. Smart.

FAST FACTS

Milestones

- 1973 Featherlite trailer brand name established in Oklahoma
- 1988 Featherlite Mfg., Inc. established in Grand Meadow, Minnesota
- 1992 First race car transporter built (owner Richard Childress and driver Dale Earnhardt)
- 1993 Corporate headquarters established in Cresco, Iowa
- 1994 Public stock offering (Nasdaq: FTHR)
- 1995 100th race car transporter built (A.J. Foyt)
- 1995 Diamond D acquisition
- 1996 Vantaré luxury coach acquisition
- 1998 25th anniversary of Featherlite® brand trailers
- 1998 Mitchell Companies (Vogue) acquisition
- 1998 Featherlite Mfg., Inc. becomes Featherlite, Inc.
- 1999 Featherlite Luxury Coach Division formed
- 2003 30th anniversary of Featherlite® trailers
- 2004 NASCAR & Featherlite launch "Most Improved Driver Award"
- 2005 Featherlite announces record net income
- 2006 Featherlite, Inc. becomes wholly-owned subsidiary of Universal Trailer Corporation, a privately held company; shares of Featherlite stock cease trading on NASDAQ
- 2006 Featherlite Luxury Coach Division sold
- 2007 Featherlite extends NASCAR sponsorship through 2012
- 2008 35th anniversary of Featherlite® trailers; Featherlite becomes 'official trailer' of AQHA

History of Expansion

1979	Plant 1	20,000 sq. ft.
1983	Plant 1 addition	7,500
1985	Plant 2	33,000
1992	Featherlite Interiors	18,000
1993	Corporate Headquarters	50,000
1995	Plant 3	101,000
1995	Interiors addition	40,000
1997	Custom Service Center addition	20,000
1999	Plant 2 addition	20,000
2004	Plant 3 addition	2,400
2006	Plant 1 addition	9,500
2009	Total building space	311,400 sq. ft.

Employment

1988	72 employees
1992	460 employees
1994	800 employees
1996	1,030 employees
1997	1,200 employees
1998	1,737 employees
1999	1,825 employees
2000	1,715 employees
2001	1,414 employees
2004	1,325 employees
2006	1,045 employees
2008	660 employees
2009	400 employees

Universal Trailer Corporation

Universal Trailer is the largest specialty trailer manufacturer in North America. It produces a broad selection of cargo, horse, livestock, motorsport, snowmobile, ATV, motorcycle, concession, custom and specialty trailers. Its brands - Featherlite, Haulmark, Exiss, Sooner and Miley - are "signposts on the Road to Value." Universal Trailer Corporation is headquartered in Cincinnati, Ohio, and has 10 manufacturing locations across North America.

Dealer Network

200 Featherlite dealers throughout North America.

Vendor Network

Over 500 vendors throughout the country. Featherlite uses approximately 1.8 million pounds of aluminum per month.

Product Lines

With 75 percent of its business in the leisure, recreation and entertainment categories, Featherlite has highly diversified product lines of specialty trailers and specialized transporters. Products include horse trailers, stock trailers, car haulers, truck beds, utility trailers, mobile marketing trailers, vending trailers, hospitality trailers, racecar transporters, ATV trailers, snowmobile trailers and motorcycle trailers. Retail trailer prices range from approximately \$2,000 (small utility trailers) to \$250,000 or more (transporters).

Product Promotion

Products are displayed by sales department personnel and dealers at over 1,200 fairs, trade shows, races and other events throughout North America each year.

Marketing Sponsorships

Equine: American Quarter Horse Association (AQHA), Clinton Anderson Wahl Walkabout Tour, All American Quarter Horse Congress, USTRC, Appaloosa Horse Club & Iowa Equestrian Center

Auto/Racing: NASCAR, Indy Racing League (IRL), Grand American Road Racing, ARCA, Super Chevy Show

Livestock: National Western Stock Show, Rodeo & Horse Show

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