

# Dorsey Trailer Surpasses Production Goals in 2022

*Investments, incentives from new ownership plays large role in employee turnaround*

ELBA, ALABAMA, UNITED STATES, May 3, 2023 /EINPresswire.com/ -- Dorsey Trailer, a leading manufacturer of flatbed and drop deck trailers, announced that it has exceeded its production goals in 2022. In 2022, Dorsey set a production goal to produce 2,650 trailers but met demand by producing a total of 3,025 trailers, which is more than 14 percent over goal.

"We are very pleased with our production results," said Trey Gary, CEO of Dorsey Trailer, an Elba, Alabama-based company. "We have been able to meet the increased demand for our durable trailers by expanding our production capacity, offering team incentives, and partnering with our employees for a more efficient workplace. We are confident that we will continue to meet the needs of our customers in the coming quarters."

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*Trey Gary, CEO of Dorsey Trailer*



The industry is seeing an increase in demand. According to a [TechSci report](#), the Global Semi-Trailer Market is projected to reach USD 37.05 Billion in 2023, growing at a CAGR of over 4 percent during 2018-2023.

Dorsey Trailer is poised to meet that demand, offering a wide variety of truck trailers including steel and composite flatbeds, drop decks, extendable flatbeds and drop decks, open top or closed chip vans, and specialty trailers

including beavertail and ramps, multi-axle, and oilfield trailers.

Dorsey Trailer's success is due in part to its focus on customization. Dorsey is willing to meet its customers' needs rather than staying within a particular mold. Texas-based Superior Trailer Sales has worked with Dorsey Trailer for the past 12 years. "You are getting Tier 1 quality products at Tier 2 pricing when you buy from Dorsey," Superior Trailer Sales president Benton Reynolds said. "This is a company that is easy to work with and they are willing to customize."

The company also places a priority on workplace incentives and employee compensation.

"Our employees have bought in on the idea of reaching production goals because they are seeing the benefits in each and every paycheck," said Joseph Scott, assistant vice president for Dorsey Trailer. "Production bonuses and attendance bonuses were huge reasons for the increase in production for 2022."

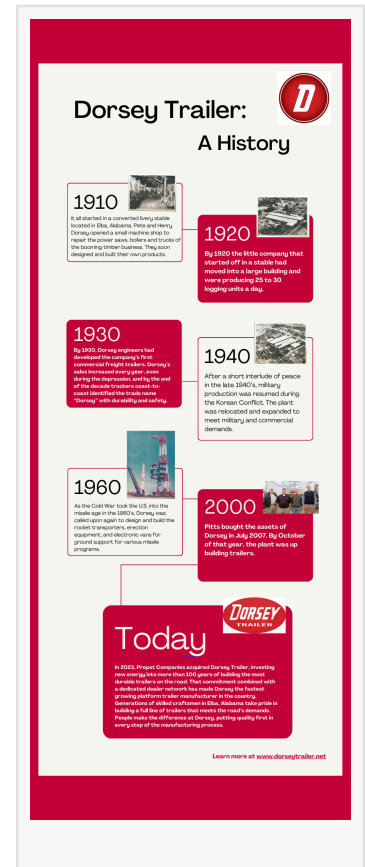
Scott added that Dorsey's owners, [Propst Companies](#), made an investment in new equipment. He said Propst invested millions of dollars to ensure the workforce had the best equipment available. Improvements to the workplace environment have been cheered by employees. These incentives have paid off with increased morale and production.

Propst Companies purchased a majority ownership stake in Dorsey from Pitts Enterprises in 2019 and acquired the remaining ownership in April 2023. Since purchasing Dorsey Trailer, Propst, a diversified investment company with interests in real estate and a variety of other operating companies, has offered tremendous incentives to Dorsey employees.

The Dorsey name has been ingrained in the trailer manufacturing world since the early 1900's when Pete and Henry Dorsey opened a small machine shop to repair the power saws, boilers, and trucks of the booming timber business. By 1920, the little company was producing 25 to 30 logging units per day. The Dorsey company's first commercial freight trailer was developed by 1930. By the end of the decade, truckers coast-to-coast were familiar with the Dorsey trade name.

"It's quite the accomplishment to be recognized as the fastest growing platform trailer manufacturer in the country, and truly, Dorsey is a treasure for Elba and an industry-driver for the rest of the state," Alabama Governor Kay Ivey said.

Dorsey is a tremendous supporter of the National Trailer Dealers Association (NTDA) programs and services. Dorsey President Trey Gary served on the organization's Board of Directors from



2017–2020.

“The NTDA appreciates the connections created by industry partners like Dorsey Trailer that help to not only create long-lasting, mutually beneficial relationships, but that also help to elevate industry standards through their professionalism,” said NTDA President Gwendolyn Brown.

#### About Dorsey Trailer

For more than 100 years, Dorsey has been committed to building the most durable trailers on the road. That commitment combined with a dedicated dealer network has made Dorsey the fastest-growing platform trailer manufacturer in the country. Generations of skilled craftsmen in Elba, Alabama take pride in building a full line of trailers that meets the road’s demands. People make the difference at Dorsey, putting quality first in every step of the manufacturing process. Learn more at [www.DorseyTrailer.net](http://www.DorseyTrailer.net).

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