



Southland Trailer Corp. is the largest manufacturer of light industrial trailers in Western Canada, and one of the largest in the country. Operating under three brand names—Southland Trailers, Royal Cargo, and Renn—the company builds horse and stock trailers, cargo trailers, wagons, flat decks, car haulers, utility dump wagons, gravel pups, belly and end dumps, custom trailers, and more.

We specialize in large scale fabrication for the oil and gas industry, the construction business, municipal training centres and environmental agencies.

Our products are sold through a network of dealers spread across Western Canada, the Northwestern United States, the Yukon, and the Northwest Territories.

We are proud to be Canadians building quality products for the Canadian environment.

Visit us on the web at www.southlandtrailers.com



ROYAL
CARGO

Renn



SOUTHLAND
TRAILERS

MANUFACTURING
2014



The Next Generation

Written By: Katherine Wasiak

Opportunities in manufacturing abound, and for the past 33 years Southland Trailer Corp. has made the most of them. “When the company started in 1980 it was a one-man outfit,” says Ryan Sailer, General Manager. “My dad, Monty, started by doing miscellaneous welding contracts and then got a larger contract from Alma Homes, now Triple M Homes. The company started to grow, and we haven’t stopped since.”

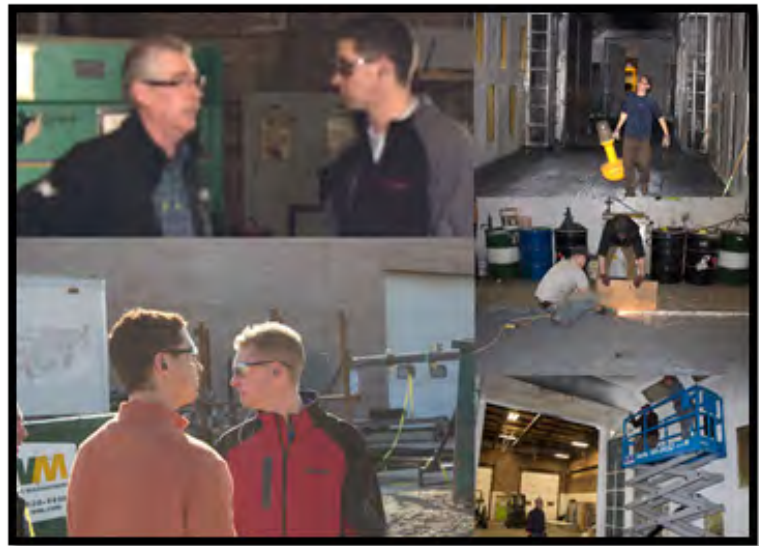
The success of the business’s growth comes from several core values that underpin everything it does. “We recognize our employees are our greatest asset and put a lot of emphasis on attracting and retaining good people,” says Ryan. “We hire people for their attitude and work ethic, and then assist them to get whatever training they need.” The company pays for the welders to get their journeyman’s ticket, and encourages employees at all levels to upgrade their skills and find fulfilling careers within the organization. “Right now we are paying for a lead hand in maintenance to take a course in maintenance management from the University of Kansas,” Ryan says. “We consider it a long-term investment in our people, which is good for us and good for them.” The work/life experience of Southland Trailers is also enhanced by providing amenities that include a library and recently added cafeteria with subsidized hot meals, free popcorn, and coffee.

Now this family business has two generations working side by side. Ryan is the General Manager, overseeing Lethbridge Truck Equipment and Southland Trailers; his 28-year-old brother, Jason, is the Purchasing Manager in charge of the entire inventory, from every part that comes into the plant to each unit that goes out. Almost a year ago, his younger brother Scott, aged 23, joined the team as the Operations Manager, in training, after supervising the Kelowna dealership for two years. “As President, Monty oversees everything,”

Finding ways to do things better is also a core philosophy. About two years ago, Southland Trailers used Pratt & Whitney as a business mentor to help improve and streamline its manufacturing techniques. According to Ryan, the company also took the advice of Jack Welch, former CEO of General Electric, who said, **“Those who do the work know it best.”** says Ryan.

“We asked our employees about their biggest frustrations on the production line, and began asking why we were doing things the way we were,” he says. The result was a year-long renovation of the shop floor. “We are just in the final stages now,” he says. “A lot of improvements were based on employee suggestions, including flipping the whole production line around. The result is a lighter, brighter, cleaner, safer, more efficient and productive line.” Ryan recalls how recently he had six employees in his office grinning from ear to ear because they were so happy with the changes. “The employees are more satisfied and it shows because our turnover rate has dropped by 70 per cent.” The company invests time, effort and resources in continuously improving. “We can turn good into great by ‘building clocks,’” says Ryan. “Building clocks” is a way to describe developing systems that enable things to run smoothly. “When we take on something new or have a problem to address, we bring everyone together to consciously work on the issue and develop detailed methods to make things work the way we want them to,” he says. “We fine tune the system and ensure it runs on its own. That frees us up to move on to new projects.” Enterprise Resources Planning (ERP) software also helps streamline that “clock building” process. “We use ERP in all areas of our operations,” he says. “We want our managers to see a problem or issue, find a solution, ‘build the clock,’ and make sure it is self-sustaining.”

Ryan sees a bright future for Southland Trailers. “We are young, energetic, and love what we do,” he says. “We have the ability to manufacture in volume and that offers a lot of potential. My favourite part of the job is opening new doors.”



“ Those who do the work know it best”

Jack Welch
Former CEO General Electric



SOUTHLAND TRAILERS

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With 80,000 sq./ft. of production facilities and over 150 employees a driving force in market place as well as the local economy. With constant upgrading of production equipment and manufacturing techniques STC has established itself as a market leader.

All of Southland Trailers products are built by Canadians for the Canadian environment. We take pride in being certified by the Canadian Welding Bureau and we diligently follow the demanding standards of the National Association of Trailer Manufacturers.



Southland Manufacturing is capable of large scale, in-house production of a wide range of products such as flow back tanks for the oil patch and fire training shacks for municipalities.

We have also produced mobile part warehouses and electrical workshops, service rigs, pipe ramps, dog houses, transformer shed and structural steel components.

Our fully equipped towable job shacks can be used as on-site office centers or living quarters .

Our years of experience of building cargo trailers has given us a great advantage when it comes to manufacturing customized trailers for use in the field.

Speciality projects such as a communication trailers complete with satellite dishes and internal generators and a solar powered weather monitoring station that uses lasers to gauge wind currents are just some of our specialized builds.





Southland Trailer Corp’s award winning approach to lean manufacturing starts right at the beginning of the production process. We fabricate our entire product line in-house which translates into increased benefits to the end user.

Fabricating in-house allows us to “think outside the box” when it comes to designing and building products. It also affords us the ability to incorporate changes that may not have been apparent while prototype testing new products.



Design and pre-production

STC employs a team of highly trained designers and drafts people that use state of the art software during the preliminary design stages.

Our network of mechanical and electrical engineers assure that prototype designs meet all NATM and Canadian design standards.



Investing in the future

STC has made several major investments to it’s production facilities in order to maintain a competitive edge over other manufacturers.

These investments have reduced the need to outsource parts fabrication and have afforded greater quality control. Production run delays have been minimized because of the ability to incorporate changes “on the fly” and those associated cost factors have been dramatically reduced.

Break

The new Ermak large scale brake is a material “bender” that has a downward pressure rating of 352 tonnes! It’s little brother is rated at 110 tonnes. The big break is capable of bending up to 1/2 inch steel sheets that are over 20 feet wide. This machine is used to press out gravel box walls, floors, tailgates and other trailer components.

The smaller Ermak break is used to bend and form 2D and 3D parts of up to 8 1/2 feet wide. Both brakes have a 0.004” tolerance which guarantees a perfect fit on every part.



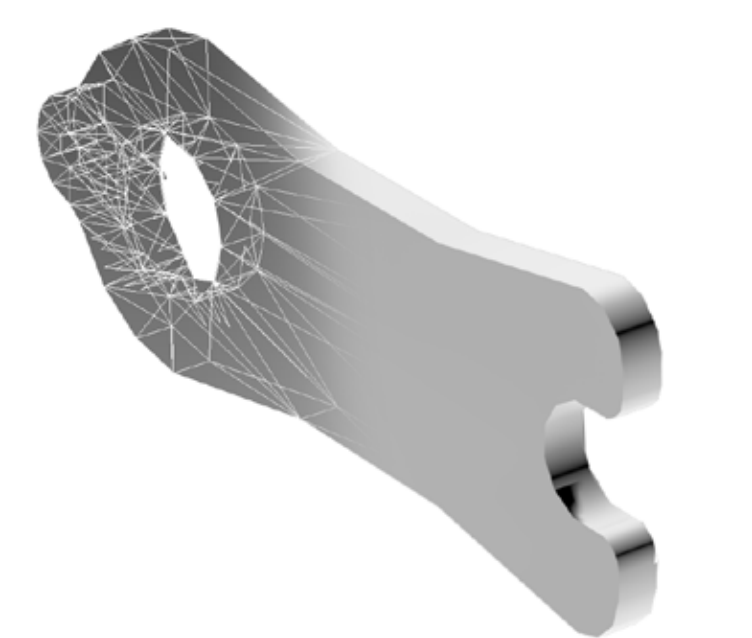
The breaks are linked to our internal network, meaning all the drawings are completed and tested in a 3D simulation prior to being sent to the production floor. From there, the drawing loads to the brake and the automatic back gauge adjusts to ensure material is bent exactly as needed.



Shear

The Ermak shear is a cutting press that can cut through 1/2 inch plates. With a manually fed intake measuring 13.45 feet in width, the shear can easily cut large sized 2D shapes.

The shear is also connected to our internal network so time is saved with a direct line from drafting to the shop floor. Although it is manually loaded and operated, the computer controlled backstop allows for precision measurements and reduces the chances of material waste and off cuts.



Plasma Cutter

Our large scale plasma cutter gives us the tools and capabilities to manufacture even the most intricate 2 dimensional parts.

The combination of state of the art drafting programs and computer controlled precision cutting gives us the capabilities to maintain consistency over the production run of extremely complex parts.





Fabrication

STC believes strongly in the concept of lean manufacturing and has made major investments in the overhaul of our fabrication lines. This has resulted in a marked increase in production efficiency, and a decrease in material wastage and overruns in production objectives.

The staging & pre fab areas for our heavy line of products, such as gravel boxes & flatdecks, feeds directly into the track lines. 10 tonne overhead cranes and moveable work stations allow for the production line to be adjusted to scale.

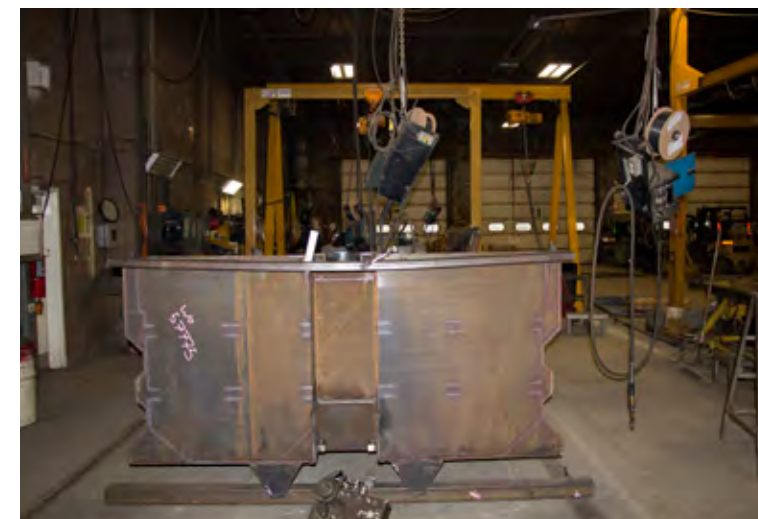
One of the more effective production procedure designed by STC is the use of a series of JIGs that move along the tracking system.

The production line track and bay system is completely flexible and can be expanded or reduced.



Welding Bays

Once the materials have been readied, the next step is the dispersal of the materials to one of the three production line's track systems. The Custom, Open and enclosed production lines each contain three bays that can contain up to 4 welding stations each.



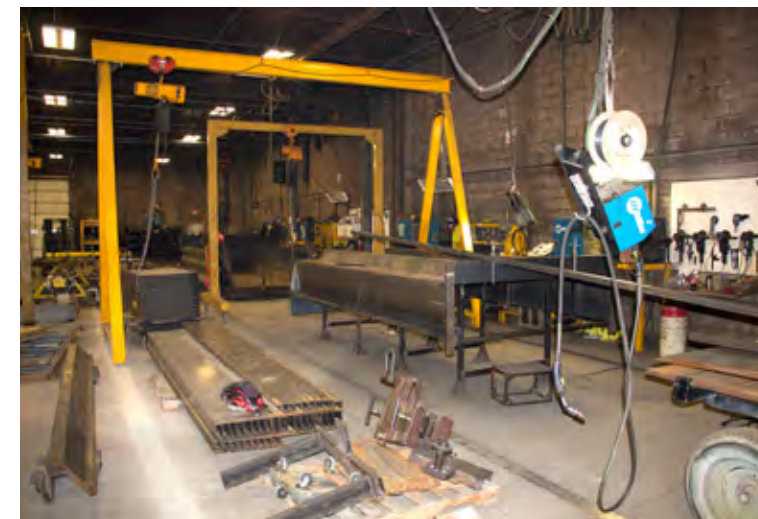
Extra wide bay doors make the movement of large scale materials easier. The production line track and bay system is completely flexible and can be expanded or reduced as may be required.



These JIG systems not only ensure that production quality maintains a high level of consistency but also dramatically reduces employee fatigue because of the lifting and rotating capabilities of the units.



All of our employees are highly skilled and trained fabrication specialists. Dedicated crews supervised by lead hands that are in constant contact with upper management can easily communicate about any issue that arises during production for immediate trouble shooting.



PREP & PAINT

Shot Blast Booth

STC has recently installed a new shot blast booth inside our main manufacturing facility. Integrating it with our main manufacturing process has greatly reduced our lead times.

The purpose of the shot blasting is to produce a material surface that is free of imperfections. The process concentrates the steel beads at high speed (65-110m/second) and in controlled manner at the material, therefore removing any surface imperfections while preparing the steel for a true 2 mil. blast finish.

A reclamation system built into the booth’s floor, collects the expended shot ballast and transports it to an interior cleaning station. This recycling reduces the frequency of material purchases and reduces the impact on the environment.



The main feature of an air blastroom is that the operator is inside the room during the blasting process. A protective suit and a helmet protect the operator from abrasive impact, and a fresh air supply provides sufficient ventilation through the blaster’s helmet.

Blastrooms are used for big components or components where automatic blasting would be too expensive. In combination with nozzle manipulators installed in the blastroom, surfaces can be automatically processed and areas that are hard to access can be blasted manually. Thus, the flexibility is maintained whilst reducing the number of blasters needed..

Southland Trailer Corp. has also been named one of the best Pre-paint (Prep) facilities in southern Alberta.



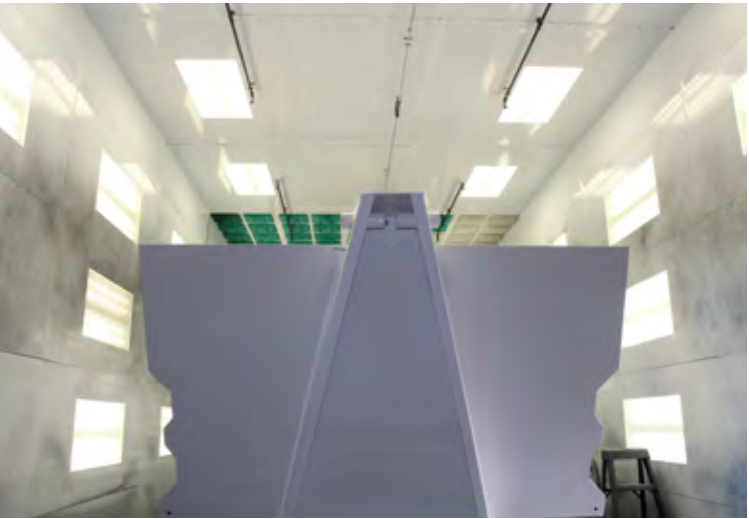
Paint Booth

Another major renovation is the purchase and installation of a large scale paint booth. This booth stretches 80’ in length and is capable of being split into two separate sections giving us the ability to paint and cure at the same time. Booth doors are 16’ high x 14’ wide. This allows for wider range of products that can be painted in comparison to conventional sized booths.

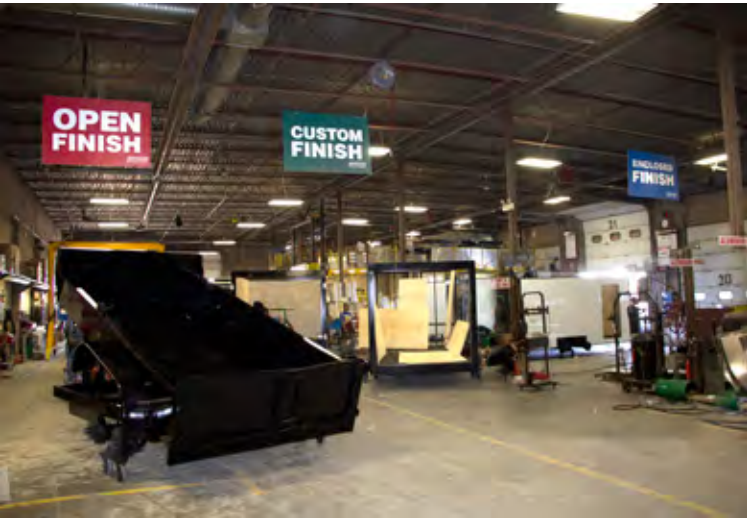


A quality finish requires clean contaminate-free air. This is accomplished by proper air filtration and STC has invested in a state of the art system.

The controlled airflow system is responsible for carrying away the paint overspray during the refinish process and air movement during paint curing.



Another outstanding feature of our paint booth is the 160 degree bake cycle which leaves a smooth and clean finished product that is ready to roll out the door onto one of the 3 finish lines for completion.



The installation of our paint and shot blast booth has enhanced our overall shop efficiency, and has created a facility where raw material comes in one door and the finished goods leaves out the other.

FINISH LINE

OPEN
FINISH

CUSTOM
FINISH

ENCLOSED
FINISH

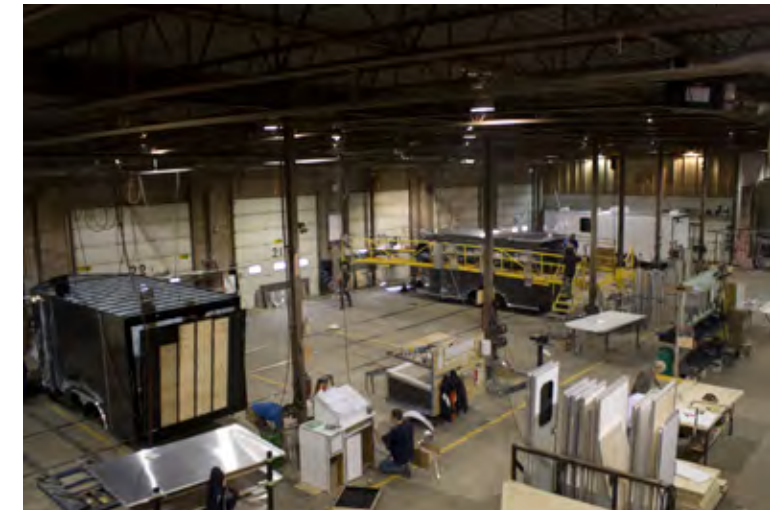
Finish Line

The final step in our production run is the finish line. Here the trailer frames are completed according to the run specifications.

The newly prepped frames are diverted onto one of the 3 finish line tracks.

Open finish is where dump trailers, grain boxes and flatdecks undergo final finish.

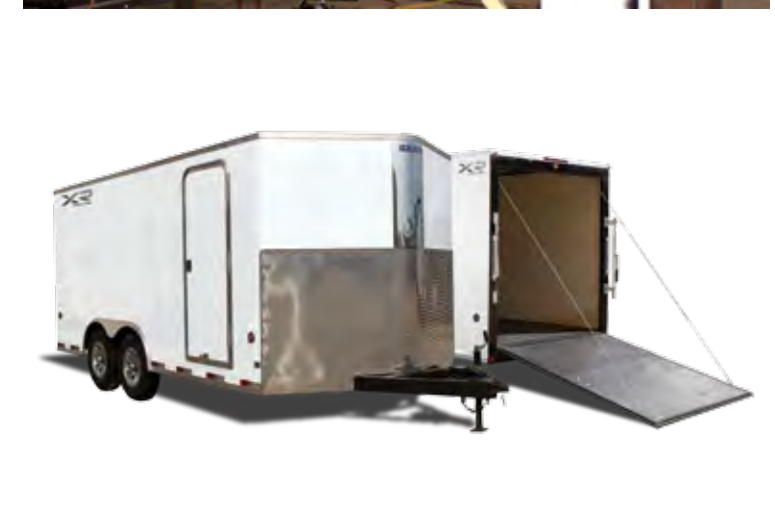
Cargo trailers are tracked on the closed finish line, while custom projects are directed to the custom finish line.



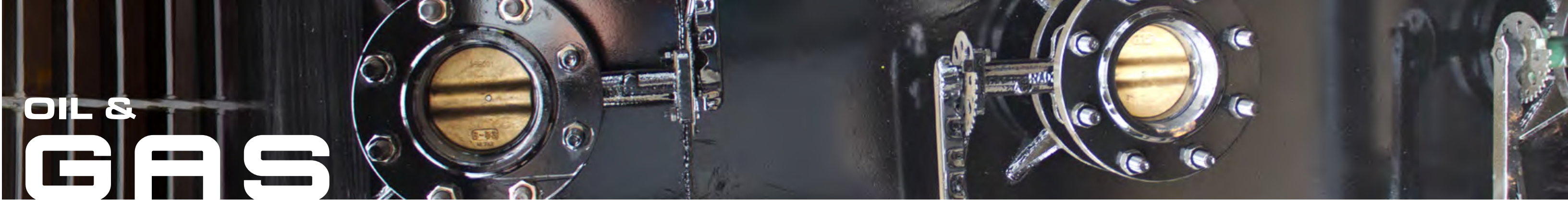
Standard items such as internal wiring and skinning are completed and custom heating and insulation packages are installed under strict quality control monitoring.

Ramps doors and windows are all pre-assembled in a staging area adjacent to the tracks and are easily accessed during assembly.

The undercoating bay is connected to the line and it is here that our trailers receive a special coating that helps our product survive the harsh North American weather conditions.



The flexibility of our facilities and the cross over training of our employees is one of the great assets of STC. Our production lines are capable of being "re-tooled" quickly to facilitate change overs in product manufacturing.



OIL & GAS

Oustanding in the field.

STC's manufacturing prowess and capabilities extend into the oil and gas industries. Field tested and field proven, our products are known for being able to handle even the toughest working environment.

From flowback tanks to heavy duty pipe ramps and portable warehouses, STC delivers a superior product.

FlowBack Tanks

Flowback tanks are one of our bigger product lines. Flowback tanks hold the used fluid that returns or flows back from the well after fracturing. This tank is designed to allow for the retention and measurement of well stream liquids during flowback. The flowback tank allows the operator to turn well flow into the tank for CO₂, energized fluids, and acid.

Our specific tank can hold 500 bbl. They are 48' in length, 9' in height and 8'6" wide. These tanks are equipped with a single 25000 lb. axle for transportation to and from site.

Tank comes with a full length catwalk and stairs that are connected to the body. It has three Butterfly Valves, two HD Diffusers and two Baffles inside. The butterfly Valves isolate and regulate flow of fluids entering/exiting the tank.

These Tanks are also equipped with two 20' HD Diffusers that are designed to safely return the liquid to the tank, by reducing the speed of the fluid entering.

The tanks are designed with two baffles, that separate the tank into three sections, a 250 bbl. and two 125 bbl. sections. Together the three tanks separate sand from water and water from oil.

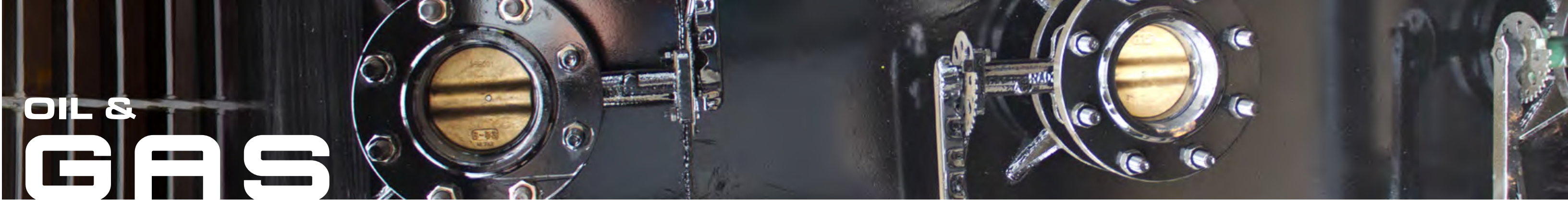


Pipe Ramps

Everything moves quickly on the oil field, and the last thing you need to worry about is damage caused to your lines by moving equipment and trucks on your location. Our Drive Over Pipe Ramps are durable and will keep your lines protected for maneuverability on location. They're perfect for the job, no matter what job you need them for.

- Run up to two 3" 206 flare lines through our pipe ramps and have a safe way to drive over.
- Use for any high pressure line within a 7.5 inch diameter.
- Safely cover high pressure lines and flare lines.
- Safety rated for up to 100,000 lbs.
- Lay up to a 8.5" pipe in the trough so trucks can drive over high pressure lines safely.
- Can fit two lines beside each other in each ramp.
- Clearly marked caution and restriction signs on each ramp.
- Great for small locations.
- Multiple Sizes: 22 feet, 15 feet, 30 feet (two 15' connect together)



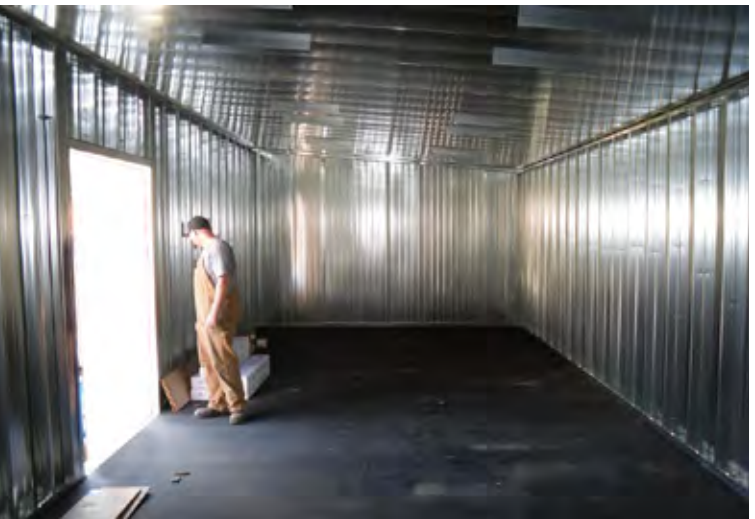


Mobile Structures

STC manufactured a series of large scale portable work sheds for use in the oil patch. These massive sheds were built on a skid system that facilitates it's transfer from one job site to another.

Its steel walls are supported by light weight wall uprights and the floor is covered in a HD polybead material.

It's large interior provides space for workshops and storage racks. Sliding steel doors add extra security.



Communications Trailer

STC believes that connecting with your people should be effortless. Whether it's post to post, or over the internet, connecting people is invaluable for safety programs and project success.

Our Strad trailer in built 10' in length and 6' in width. It comes with a 3500 lbs. axle and a 5000 lbs. jack. The frame is constructed with full structural steel tubing and lockable access doors where strategically placed to take full advantage of available storage.

Equipped with a satellite dish for extended range and a 150' shore line this unit has proven itself to invaluable in the field.



Portable Command and Control Centres

Our reputation for building dependable trailers extends into the oil patch and our ability to customize existing models to meet the job specific needs of our customers is based on our many years of fabrication experience.

This portable office centre is fully insulated and has both heating and air conditioning. The table and work desktop space has been maximized to make running field operations much easier.

With cabinets and closets constructed out of HD materials this interior can withstand the rigors of daily field use.

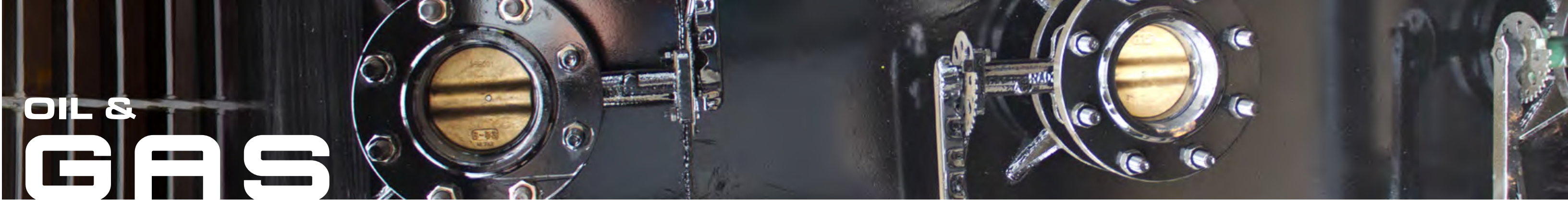


Service Rig

This unit is one of the most rugged we have built to date. With a reinforced steel frame and steel skin exterior, this trailer can withstand extreme working conditions.

Standing at 30' in length, 9.5' in width and over 7' tall, the fully insulated interior space easily accomodates a bathroom, desks, benches, steel lockers, microwave, fidge and a heater cabinet.





OIL & GAS

SOUTHLAND FUEL TRAILER HD SERIES

Southland Trailer Corp. has expanded it's product line with the addition of the Fuel Service Trailer.

Our new member of the family is not your typical trailer, it is equipped with 1000 gallon Diesel tank and a 120 gallon Diesel Exhaust Fluid tank, also known as DEF. Southland uses a Polythene Tanks to store and transfer DEF safely.

With a 50 foot retractable hose and a 40 GPM pump, servicing vehicles, pump stations and generators in the field is faster and more effecient.

Tank Capacities:

Diesel tank capacity:	1000 gallons
DEF tank capacity:	120 gallons

Standard Features:

- Metal grating in A-Frame
- Safety chains and hooks
- Welded fenders
- Enclosed wiring & rubber mounted lights
- LED lights
- Bolt-on safety chains and hooks

Safety Features:

- Break Away System
- Spill Kit
- Fire Extinguisher
- DOT Placards and Conspicuity Tape



Digital flow meters



1000 gal. diesel tank



120 gal. DEF tank

Retractable 50 ft. hose



HEAVY INDUSTRY

Heavy Industry

STC specialized manufacturing capabilities extend into large scale heavy industrial production.

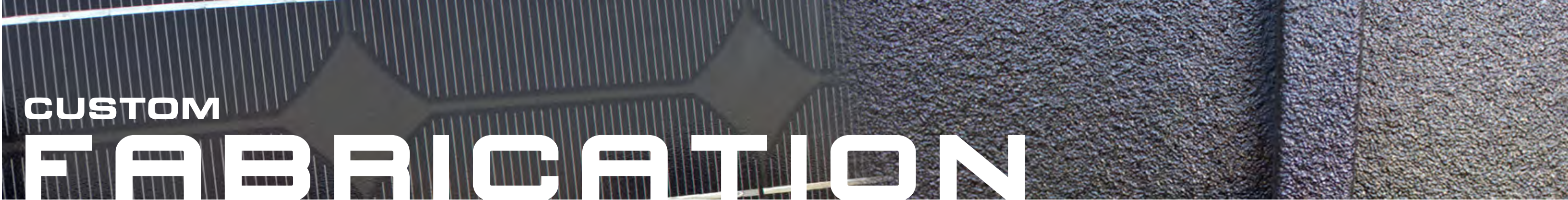
We have produced many unique products, our fire shacks being one of them. This project uses recycled shipping containers, STC is helping to reduce the ecological footprint of steel manufacturers.

The unique feature of the fire shacks is its modular construction and flexibility. Because the units are interlocking and stackable, fire fighting training centers can be customized and altered to provide diverse training scenarios.

The units are equipped with various catwalk and stairwell set ups as well as rappelling training stations.

Fire suppression systems and solid concrete flooring are situated throughout each container. Clean out time is minimized by a series of drainage ports that allow for quicker resets of training scenarios.





One Tough Workhorse

This is truly one tough trailer. Built on the Royal Cargo Gooseneck frame, this trailer was designed from the ground up to be extra strong.

Designed to be used in the construction industry, this trailer was beefed up with reinforced frames and heavy duty steel flooring. The unit was fully insulated and included a heater package. Extra undercoating was also applied because of the adverse conditions in which it would be used.

Custom built slide out racks contained internal generators and a electrical routing station. Lockable access doors were located along the side walls for easy access.

Along with the HD checker plate flooring, the side and rear steps were also made of heavier grade steel in order to withstand the elements and foot traffic.

Fully Loaded

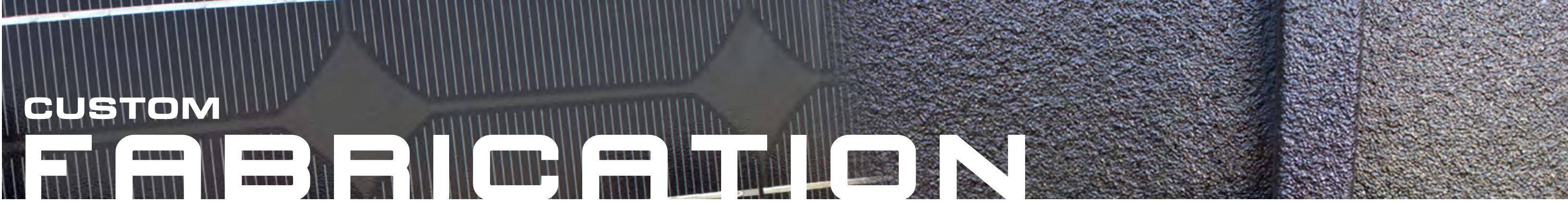
This trailer has everything in it except for the kitchen sink ! Built upon the dependable Royal Cargo Frame, this trailer was customized for use in the construction business.

A unique feature is the ventilated enclosed toilet facilities, complete with a hand wash station. The unit is divided into two sections by a lockable interior door and both compartments are heavily insulated against the elements.

A heater package provides comfort during extreme weather conditions.

The rear section is has E-Track securely bolted to the uprights for cargo storage and transportation. The HD flooring stands up to heavy foot and cargo traffic. A reflex coating on the front of the unit adds extra protection from gravel and other road debris.





CUSTOM FABRICATION

Solar Power

One of the more interesting custom projects we've completed was a solar powered field unit that was used for environmental testing.

The trailer was designed to draw most of it's power through a series of adjustable solar panels and was equipped with a laser beam generator that was used to measure wind currents and speeds.

Interior equipment racks and bays were custom built to house scientific equipment. The unit was based on our popular Royal Cargo model because of it's frame strength and reputation for dependability.



Thumper Unit

This unit was fabricated to exact specifications from a local municipality's electrical department. Nick named the 'Thumper' this trailer had to stand up the toughest work situations but still house and protect sensitive equipment.

A thumper pulses the line with a high voltage, and at the location of the weak spot in the line makes a loud noise (from the fault) which is traced with a noise sensor set.

This unit was deigned with work crew comfort and safety in mind. A forced air heating unit with an all weather insulation package provides protection for even the harshest climates.

Adjustable custom built shleving units were secured to the rear walls and battery racks were also added

