

PUBLISHED BY LAMAR TRAILERS

2021

BUYING A GREAT TRAILER

THE ULTIMATE GUIDE TO NAVIGATING THE
TRUTH OF THE TRAILER INDUSTRY.

PASSING ON THE “CURSE OF KNOWLEDGE”

We've compiled all the tricks of the trade for you.
This way you can buy a trailer, knowing you are getting a great product.

What you'll find in this document

4 things in a quality trailer

Lies and half truths you need to look out for

GVWR and what the heck it means to you

4 THINGS IN A QUALITY TRAILER

01

Fit and Finish

Judge a trailer by its cover. The two biggest tells of a trailers quality is how well it's welded and painted. If you see good welds and paint, it's a good sign that the manufacturer has taken their time to do everything else right as well.

Check the weld beads for clean welds, and the paint for bubbling or peeling

02

Premium Components

An easy way for a trailer manufacturer to cut costs is cheap out on the components. Make sure that they are using reputable brands for jacks, couplers, lights, hydraulics, cylinders, and tires.

Ask your sales rep "How do these parts compare to other brands?"

03

Quality Engineering

It's surprising how many trailers are being sold with poorly thought out designs. Make sure all moving components, like levers, gates, lids, jacks, and handles have clearance. Formed parts, cut with plasma and lasers, and then bent into shape, signify a company with quality machinery and high end R&D.

Ask your sales rep "what kind of complaints do customers have about using this trailer?"

04

Weather Proofing

With 50% of the trailers in the market built in Texas, it's easy to get lax on weather proofing trailers to handle tough weather. Make sure your trailer is powder coated, and wiring is in a sealed harness. If it's spliced together with butt connectors or heat shrink, it will be prone to connection issues.

Check for a cold weather wire harness, and powder coat color.



“BETTER THAN THE OTHER GUYS”

HALF TRUTHS

For a quality comparison, ignore any
comments made about
“**the other guys.**”

Listen for “**the industry.**”

We see it far too often where manufacturers will make comparisons to make it look like their trailer is *revolutionary* in the market. They may be comparing to the *very bottom* end of their competitors.

GVWR AND WHAT THE HECK IT MEANS TO YOU

GVWR is not how much cargo you can haul.

An important factor to consider when buying a trailer is GVWR. It's essential to determine what GVWR is right for you.

The gross vehicle weight rating (GVWR) is the maximum amount of weight the trailer is able to safely hold and transport, as rated by the manufacturer.

Payload capacity is the maximum weight that a trailer can safely haul.

To determine payload, subtract the trailer weight from the GVWR rating.

Avoid tickets and fines.

GVWR laws vary by state. Make sure to check your local laws on the specifics of what you need to know. GVWR laws mean to keep people safe on the highway and limit damage to highways.

Staying under GVWR will not only help you to avoid any fines but also keep you and other vehicles on the road safe. Exceeding the GVWR will decrease stability and can cause swaying. It also can damage the trailer, void warranty, and make braking difficult.

**GVWR
- Trailer Weight**

Anytime the combined GVWR of a truck and trailer surpasses 26,000lbs, you need a Commercial Drivers License (CDL).

Payload Capacity



“APPLE TO APPLES”

HALF TRUTHS

For a quality comparison, make sure you are comparing brands with the **same options.**

Some manufacturers advertise a lower price but have **cheaper options “standard.”**

Make sure to check the options on the trailers you are comparing. You might find that the “more expensive” trailer has better options and would be cheaper than upgrading the other brand.

See if our trailers make the cut.
lamartrailers.com

