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ORIGINAL



Administrator  
National Highway Traffic Safety Administration  
400 Seventh St. S.W.  
Washington, DC 20590

Attention: VIN Coordinator, NRM-12, RM 53ROC

Dear VIN Coordinator,

In compliance with existing regulations, please put this letter on file as an example of how the VINs are generated by Ajax Tools, Inc.

Example VIN:

2 pgs.

VIN	1	A	9	U	E	1	6	2	1	M	L	2	5	0	0	0	1
Character	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17

The first 3 characters are the World Manufacturer Identifier assigned to us by SAE, in our case 1 A 9.

The 4th character is the type of trailer. Since we are only manufacturing utility trailers at this time, we use the letter "U" for Utility.

The 5th character is suppose to indicate Series/Body type. In our VINs, we use the letter from Table II (Gross Vehicle Weight Rating) in this position. For example, the "E" would indicate the GVW on this trailer to be from 6,001 pounds to 7,000 pounds.

The 6th and 7th character are numeric and they indicate the length of the trailer in feet. In the example above, this is a 16' trailer.

The 8th character is an indication of the quantity of axles the trailer has. In the example above, the trailer has 2 axles.

The 9th character is the Check Digit. This is calculated in accordance to your Check Digit regulations and charts. Since it is rather complicated and lengthy, we won't duplicate all the procedures and charts in this letter. However, the character is a result of applying the necessary rules and guidelines.

The 10th character is the Model Year. This is also in accordance with your chart. "M" is for 1991, and 1992 models will have "N" in this position.

The 11th character is a letter to indicate the plant location where the trailer is manufactured. If the letter is "L", the

trailer was manufactured at:

12322 Mapleview St.  
Lakeside, CA 92040

If this character is "A", then the trailer was manufactured at:

P.O. Box 271  
Ehrenburg, AZ 85334-0271  
(There is no street address here -  
this is a rural area)

The 12th, 13th, and 14th characters are assigned to us by SAE, and these are 2 5 0 respectively. (See the example).

The 15th, 16th, and 17th characters are a numeric value for the production sequence. In the example, this is the first trailer of the year, of that model, from that location. (ie, 001 - 1st, 002 - 2nd, 003 - 3rd, etc.)

Hopefully, this letter informs the NHTSA properly of the information needed to decipher our VINs as required. Please feel free to contact us at the address or telephone listed below if there are any further questions.

Thank you,



Grady Slaugh  
Ajax Tools, Inc.  
12322 Mapleview Street  
Lakeside, CA 92040  
(619) 443-9733