



April 25, 1994

01-22-N11B-5536  
3P9

Dear Ms. Gardner,

I spoke with you via telephone on the 4th of April regarding the 60-day waiting period that is customary when applying for a VIN #. At the time of our conversation, my organization was going by the name of Better-Lite Aluminum Trailers, Inc. Due to certain circumstances, we are changing our name to Exxiss Aluminum Trailers, Inc.

I spoke with Cathy Douds at the SAE office on the 25th of April, 1994 and was assigned a World Manufacturer Identifier Code. Here is the example and a corresponding explanation.

4LA = Assigned to us by Cathy Douds at SAE office

A = Aluminum

S = Stock

20 = Length of Trailer

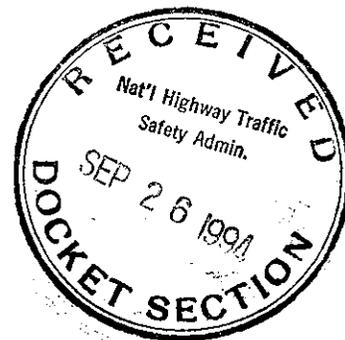
2 = Number of Axles

X = Check Digit

R = Model Year

E = El Reno Manufacturing Plant

000000 = Trailer Number



Any assistance that you may be able to provide us that will allow us to decrease the 60-day waiting period will be greatly appreciated.

Sincerely,

*Robbie Merritt*

Robbie Merritt, Sales Manager  
Exxiss Aluminum Trailers, Inc.

*Fax*

ALUMINUM TRAILERS, INC.

P.O. BOX D, EL RENO, OK 73036

# FAX

Date:

4-25-94

Number of pages including cover sheet:

2

To:

Patricia Gardner

Phone:

Fax phone:

CC:

From:

Robbie Merritt

Phone:

405-262-6471

Fax phone:

405-262-9277

REMARKS:

Urgent

For your review

Reply ASAP

Please comment

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April 25, 1994

National Highway Traffic Safety Administration  
Attn: VIN Coordinator,

On April 25, 1994, we applied for a VIN #. We were given the first three digits to the VIN # by Cathy Douds at the SAE office.

This letter is to describe the codes that we would like to use in our VIN numbers. Here is an example: *4LAAS202XRE000000*

4LA = Assigned to us by Cathy Douds at SAE office  
A = Aluminum  
S = Stock  
20 = 20' length  
2 = Number of Axles  
X = Check Digit  
R = Model Year  
E = El Reno Manufacturing Plant  
000000 = Trailer #

Sincerely,

A handwritten signature in cursive script that reads "Robbie Merritt".

Robbie Merritt, Sales Manager  
Exxiss Aluminum Trailers, Inc.

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