

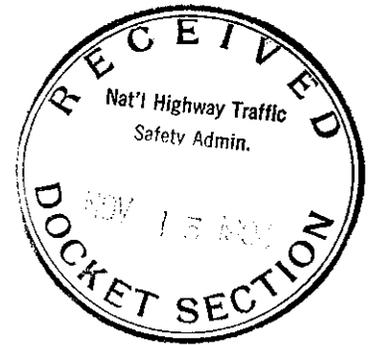
365 B

01-22-N11B-5787 11-07-94

Pine Hill Trailers, Inc.
227 Greene 616 Road
Paragould, AR 72450
Phone (501) 586-0035

ORIGINAL

August 3, 1994



National Highway Traffic Safety Administration
ATTN: VIN Coordinator, NRM-15, Rm 5307A
400 7th Street, S.W. Washington, D.C. 20590

Gentleman:

zp.

This letter is to describe the proposed codes contained in our vehicle identification number scheme which we will be using to identify our vehicles.

In positions 1, 2, and 3 will appear 1P9; this is, of course, our world manufacturer identifier. In the 4th position for type of trailer either a U or a B will appear, depending on whether the trailer is a utility trailer or a boat trailer. In the 5th position for series or body type will appear an A or a B depending on whether the trailer is a utility trailer or a boat trailer. In position 6 and 7 on the attached copy of a proposed vehicle identification number work sheet will appear the figures for length in feet of the trailer. In position 8, of course, will be an Arabic number for the number of axles. In position 10, of course, will be the letter or number for the model year on our proposed calculation. The number appearing in that position is now R for, of course, 1994. In position 11 is the plant location, we have only one plant in Paragould, AR, so the number that will appear in that position will be 1. In position 12, 13, and 14, of course, is our manufacturer identifier for manufacture of less than 500 units; and our numbers for those positions are 1, 6, and 1. In position 15, 16, and 17, of course are the sequential production number, 001 for the first one.

We hope this information is sufficient. If you have any questions please feel free to contact us.

Thank you for attention to this matter.

Yours very truly,

Shirley A. Pitcher
Shirley A. Pitcher
Phone (501) 586-0035

WORKSHEET: CHECK DIGIT CALCULATION

| CHARACTER POSITION | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 |
|----------------------------------|---|----|----|----|---|---|----|----|---|----|----|----|----|----|----|----|----|
| ACTUAL V.I.N. | 1 | P | 9 | U | A | 0 | 8 | 1 | | R | 1 | 1 | 6 | 1 | 0 | 0 | 1 |
| CONVERTED VALUES | 1 | 7 | 9 | 4 | 1 | 0 | 8 | 1 | | 9 | 1 | 1 | 6 | 1 | 0 | 0 | 1 |
| MULTIPLIER | 8 | 7 | 6 | 5 | 4 | 3 | 2 | 10 | 0 | 9 | 8 | 7 | 6 | 5 | 4 | 3 | 2 |
| PRODUCT (VALUES X MULTIPLIER) | 8 | 49 | 54 | 20 | 4 | 0 | 16 | 10 | | 81 | 8 | 7 | 36 | 5 | 0 | 0 | 2 |

SUM OF PRODUCTS

300

u A utility trailer check digit is 3 ✓
B B Boat trailer

CONVERSION TABLE LETTERS TO NUMBERS

| | |
|-------|-------|
| A = 1 | N = 5 |
| B = 2 | P = 7 |
| C = 3 | R = 9 |
| D = 4 | S = 2 |
| E = 5 | T = 3 |
| F = 6 | U = 4 |
| G = 7 | V = 5 |
| H = 8 | W = 6 |
| J = 1 | X = 7 |
| K = 2 | Y = 8 |
| L = 3 | Z = 9 |
| M = 4 | |

CHECK DIGIT COMPUTATION

| SUM OF PRODUCTS (FROM ABOVE) | DIVIDED BY | EQUALS | |
|---------------------------------|------------|--------------|-----------|
| | | WHOLE NUMBER | + DECIMAL |
| | 11 | | |
| EXAMPLE | | | |
| 247 | 11 | 22 | .4545 |

BECAUSE THE DECIMAL IS .45, YOU SHOULD CHOOSE THE CHECK DIGIT AS 5, AS SHOWN IN THE CHECK DIGIT TABLE.

CHECK DIGIT

| IF THE DECIMAL IS | THE CHECK DIGIT IS |
|-------------------|--------------------|
| .09 | 1 |
| .18 | 2 |
| .27 | 3 |
| .36 | 4 |
| .45 | 5 |
| .54 | 6 |
| .63 | 7 |
| .72 | 8 |
| .81 | 9 |
| .90 | X |
| .00 | 0 |