



TEST OF TIME

Hauling fertilizer is harsh. So when Greg Markarian needed trailers that can hold up, he turned to Trinity.

Greg Markarian started young.

At just age 21, the third-generation farmer purchased his first Trinity trailer to haul his own family's crops, mostly almonds, citrus, cherries, and grapes.

But before long, word got out among his neighbors that Greg was hauling. They asked him for help and Greg Markarian Enterprises was born. More than 35 years later, Markarian's company has grown to a fleet of 12 trailers — all Trinity — specializing in fertilizer hauling, spreading and sales.

Fertilizers, with their many corrosive ingredients, including sulfur, are much harsher than the commodities Greg was used to hauling.

"Sulfur, the dry form of sulfuric acid, is really hard on the trailers," Greg explains.



The simple fact is aluminium and carbon steel trailers can't hold up to these corrosive loads. When they try, they require detailed clean outs after every load, driving costs up and profits down. Even then, the harsh ingredients of fertilizers dramatically shorten most trailer's lifespans.

"After a 4- to-5-year period, aluminum trailers start to decay," Greg says.

But not Trinity's.

"The stainless steel trailers from Trinity are essential for hauling sulfur because they can handle the harsh nature of the product, especially over time," he says, explaining that even when he finally got around to selling his original 1981 Trinity, it was still running strong after thousands of loads. (He only sold it so he could upgrade to a Trinity trailer with the new hydraulic system.)

THE FACTS

COMPANY: Greg Markarian Enterprises

INDUSTRY: Fertilizers, citrus, almonds
and other commodities

LOCATION: Fresno, California

Trinity's stainless steel also perfectly pairs with the company's unique bridge design to create the most lightweight trailer in the industry — without sacrificing strength. For Greg Markarian Enterprises, this means they can haul more product per load by pulling a Trinity.

And on occasions when Greg needs to quickly switch between hauling fertilizer and commodities, Trinity's belt trailers make cleanout, washing and transitioning simple. More hauling opportunities. More time on the road. Less worry about contamination. It just makes sense.

Taken together, Greg appreciates that he can get a trailer that can haul maximum payload every day, for decades. "Other companies also sell lighter-weight trailers, but they just don't hold up," Greg says.

For his most recent Trinity purchase, Greg even worked with the Trinity team to substitute a few key parts with brands always readily available in the Central Valley. That way, if something goes awry, he can rest comfortably knowing the parts can be obtained locally.



In the end, it all comes down to simple math.

Given the significant investment any trailer requires, it only makes sense, according to Greg, to choose trailers — and a company — that solve your real-world challenges. Can it handle a variety of jobs and loads? Will it stand the test of time? Is the manufacturer willing to customize it to your needs?

After four decades of putting them to the test, Greg says Trinity trailers check all the boxes. "They're worth it."



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