

## Trailer Expertise Leads to Manufacture of Popular Teardrops



Damon Crunk spent years honing his skills as a builder of utility and custom trailers before starting his own business out of his garage nine years ago.

“I was looking for a vintage style and something that could easily be towed by a Jeep,” Crunk says. “I started with the classic teardrop style and carried that into the two model lines, street and off-road that we have today.”

Crunk is owner of Vintage Trailer Works, in Dothan, Ala. Today the company has six employees and produces seven different trailers. The latest tally shows Vintage Trailer Works has sold 354 trailers.

Crunk adds that he recently hired a new cabinet specialist for operating the C and C router. “We have a talented crew that I know can maintain our quality standards,” he says. His son Michael has joined the crew as production foreman.

Crunk’s original design is the Cub Classic street teardrop trailer built on an steel tube A-frame with 2 inch coupler and 14 inch wheels.

As demand for off-road trailers increased, Crunk says he added three models that maintain the teardrop style but feature beefed up frame and suspension and larger wheels. The largest is the Blackhawk Off Road Adventure Trailer featuring independent Torflex torsion axle, full steel frame and 15 inch wheels.

The affordably priced XTR Off Road Teardrop Trailer (pictured) includes a long list of standard features, including 1.5 inch side and top insulation, industrial 7-blade connector with an additional on-road charging wire, 3,500 pound torsion axle, seven-ply three-quarter inch Birch interior sides and floors, tri-fold queen mattress and gas shocks on the galley hatch lift.

“The customer knows what they want,” Crunk says. “When the off-roaders tell us when they want us to add something, it comes from their experience camping off the grid. The street trailer customers like us for the vintage style and so we offer plenty of options.”

Crunk outgrew his garage as a production center and moved to the current location, a 9,000 square foot facility on Heartland Avenue on Dothan’s north side. He is considering a move to a larger location in the near future.

“We have seen double digit growth since we moved into this building in 2015,” Crunk says. “I’m still 100 percent involved in every trailer we make.”

Vintage Trailer Works counts three dealers currently selling his units. Most of his sales however come through the nearly two dozen manufacturer reps he works with.

“We are looking for new dealers and reps, especially from Texas going west,” Crunk says.

With the responsibilities of developing, sourcing and producing his lines of trailers, Crunk says he is not able to exhibit at more than just a few RV shows a year.

“We were at Pidgeon Forge this year and our reps get to the shows in their area, but there are always more shows than we can attend,” he says.

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