



UD TRUCKS

TESTIMONIAL

Lafayette Venetian Blind

Lafayette Venetian Blind Inc. manufactures the Lafayette Interior Fashions brand of distinctive window treatments, as well as custom draperies and soft goods in more than 2,700 fabrics. Based in Lafayette, Indiana, the company has satellite operations in Pennsylvania, Mississippi, and California. It distributes its products to dealers in 40 states ... and makes every delivery with a UD TRUCK.



"We purchased our first UD in 1987," say Mark Trowbridge, company controller, "and have been buying nothing but UD's ever since. Their maneuverability is outstanding for the locations we serve, and our drivers love the comfortable cabs and the storage space for overnight trips."

Lafayette's 50-unit fleet comprises 48 vehicles with 18-foot van bodies assigned to regional routes having an equal mix of city and highway miles. The other two units - a 24-foot van and a 26-footer - travel from Indiana to California 52 weeks a year.

"We routinely get more than four hundred thousand miles out of a UD before replacing it, but have kept several well past five hundred thousand miles," Mark says. "In fact, whenever we put a new UD into service, Thad Hainje, our fleet manager, tells the driver, 'That trucks gonna be yours for at least five hundred thousand miles.'"

As the controller of a large corporation, Mark Trowbridge keeps a hard eye on bottom-line value and believes UD TRUCKS offer more for the money, especially in the long run. "We'd rather spend a little extra at the outset on something that really works than save money up front."