



UD TRUCKS

TESTIMONIAL

Steinhafels



Brian Fisher, warehouse manager for Wisconsin-based furniture retailer Steinhafels, is a busy man. He is responsible for the distribution of home furnishings and accessories sold at the sixty-five year old company's five locations in Wisconsin. With three stores in the Milwaukee area, one to the south in Kenosha, and one to the north in Menomonee Falls, that can be a lot of furniture. The customer wants to start enjoying his or her new home furnishings purchase immediately after the sale and the competitive trend in delivery services runs toward next-day and even 24 hour delivery.

This keeps Fisher's thirty delivery trucks busy, and there's no time for down-time. Said Fisher, "When we went looking for new trucks to begin a replacement cycle for our fleet, our primary criteria was reliability, followed by cost per mile and warranty support. We bought our first UD2600s in 1999, and they've exceeded our expectations at every turn."

Other than routine preventative maintenance, Steinhafels hasn't had to do anything to the UD's except keep tires and brakes on them and fuel in the tanks. The older trucks without the exhaust brake average almost 60,000 miles on a set of brakes, and Fisher intends to increase that mileage greatly with the new Allison transmission-equipped trucks and the standard exhaust brake.

Our drivers like the performance, quiet operating environment and comfort of the UD's, as well as the maneuverability in congested areas. Fisher said "The UD2600s are especially comfortable for our larger drivers. A big man can handle heavy furniture efficiently, but he has to be comfortable behind the steering wheel in order to be productive at the delivery site, and UD TRUCKS fill the bill for us every time."

Fisher concludes, "If I had to sum up what I think are the single greatest advantages of the UD TRUCKS, we operate versus the other brands remaining in the fleet, I'd have to say that the reliability and almost total lack of downtime are at the top of the list, followed closely by the extremely low cost per mile numbers. We're getting what we expected and more."