



CASE STUDY Industry: Millwork



CAPE COD LUMBER

For close to 60 years, Cape Cod Lumber has strived to differentiate itself in the New England lumber business. This pro-dealer has established itself as one of the most flexible, and reliable suppliers to home builders & remodelers from Boston to Cape Cod.

The Demountable Swap Body System allows Cape Cod Lumber to **exceed their customers' expectations** for millwork delivery service.

According to Tom McManus, General Manager, using the Swap Body System for **over 18 years** has delivered these critical advantages:

1. The trucks keep moving

By pre-loading the next delivery run, Cape Cod Lumber's trucks can consistently make 2 to 3 trips per day.

2. Reduce fleet expense

With millwork trucks being more productive, the number of trucks required make deliveries is kept to a minimum.

3. Increased profits

No overtime loading, more productive trucks and drivers, and reduced fleet costs drive increased profits to the bottom line.

In a competitive industry, Cape Cod Lumber is using the Swap Body System to differentiate itself and gain the advantage of **best-in-class delivery service**.

"The system allows us to keep our trucks moving, a single truck makes 2 to 3 trips per day."

Tom McManus
General Manager