

# LARGE RETAIL COMPANY



## INTEGRATED STRATEGY INCREASES PRODUCTIVITY AND REDUCES REPAIR FEES

A large home improvement retailer located in Omaha, NE was operating with an aging fleet of trucks. Repair costs were out of control, and they needed a replacement strategy to reduce downtime and increase productivity.

Additionally, the company was dealing with hundreds of maintenance providers across their locations. Managing hundreds of service contacts was a time-consuming, administrative nightmare.

The company partnered with Riekes to create an integrated solution that managed maintenance and repairs on their existing fleet while phasing in a new fleet to stay within budget.

## INITIAL CHALLENGE

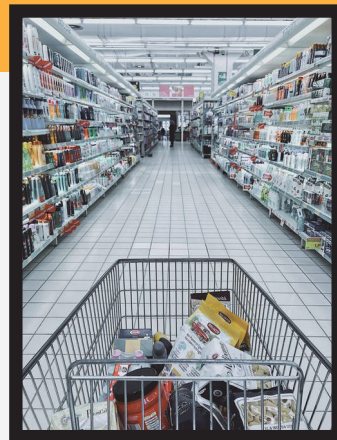
A large, multi-location retailer was operating with an aging fleet that was costing the company downtime, productivity and high monthly repair fees.

## OUR SOLUTION

Riekes worked closely with key decision-makers to replace the existing fleet with newly leased units. Additionally, we provided a single service solution, so the customer didn't have to manage hundreds of contacts and invoices. This integrated strategy included leasing, managing routine maintenance and repairs - all under one, simple agreement.

## THE RESULTS

The customer replaced more than 3,000 units across all locations within four months. Replacing the old trucks saved the customer approximately \$485,000 per month in repair costs. Increasing productivity for their team and leveraging Riekes' superior dealer network, they now operate with an efficient fleet and a single point of contact to keep trucks running at full capacity.



Equipment savings  
of more than  
**\$485,000**  
per month



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