

# **SWAPLOADER:** **Increased ROI, as easy as ABC**

Alan Cherry, Director of Public Works for the Town of Halls, TN, realized their town had come to a crossroads and desperately needed to maximize their ROI. "We are a very small town, but operate like any other business. We're given a budget and must manage accordingly. With sky rocketing fuel costs, increased chassis prices and labor rates only going up, we needed to react."

One day, while thumbing through a magazine, Alan ran across an advertisement he believed would eliminate trucks that sat dormant for months on end. Seeing he had more than one option (hook-lift hoist systems), he focused on finding a system best suited to his criteria and expectations. "Before, we had two specialized pieces of equipment, each mounted permanently to their own chassis. In a year's time, we would put roughly 3,000 miles on our jetter truck and only 1,500 miles on our dump truck. Sad to say, but they sat parked most of the time. This is hardly the ROI you'd expect from your investment," explains Alan.

After spending several months researching his options, Alan quickly developed a level of comfort while working with SwapLoader. "They provided straight and honest answers, whether it was what we wanted to hear or not. SwapLoader explained the system features and benefits important to our operation, put us in touch with another city already doing what we wanted to do and more importantly, satisfied our outlined criteria."

"Today we own and operate one chassis, equipped with the SL-2418HD. The hoist works seamlessly with our dump body, jetter unit and still allows us to pull a loaded trailer behind. And, to top it off, the hoist operates as easy as ABC."



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