



## CASE STUDY

# How can you diversify your supply chain to reduce risk?



*I leaned heavily on Big Truck when I was running the Eastern Region for on-demand trucks to support growth opportunities. Today, the RVPs I support have expanded their view of BTR, looking at the Route Ready program as a strategic option for predictable fleet replacement based on the capital savings and proven ability to deliver a quality product on time."*

**- Jason Craft,  
Senior Vice President of Operations**



## THE CHALLENGE

Waste Connections is one of the largest buyers of bodies and chassis in the North American Refuse Industry, and meeting their demand for trucks requires a strategically diversified supply chain.



*The Big Truck Rental team has a unique ability to provide high quality off rent trucks and provide fast deliveries to our growing company. The Route Ready Inspection process and attention to detail prior to delivery provides a level of confidence for our operations that, when the truck arrives, it is ready to work. As business partners, we know that the Big Truck Rental team has figured out the secret of success and commitment to excellence"*

**- Gregory Thibodeaux,  
Vice President of Maintenance  
and Fleet Management**

## THE SOLUTION:

For twenty years, Waste Connections has partnered with BTR to fuel their growth and de-risk their supply chain. BTR supports WCN with a combination of Reserve Trucks to supplement WCN's predictable fleet replenishment needs and on-demand trucks that quickly satisfy fleet requirements associated with acquisitions and contract starts.

## THE RESULT:



BTR has acted as a long-term fleet hedge for Waste Connections, providing a revolving supply of packaged trucks that save capital, reduce lead time, and diversify WCN's growing supply chain.



Each BTR truck delivered to WCN has saved an average of

# \$35,000

in capital and achieved 96% quality satisfaction rated by the end user.

## HOW CAN BTR HELP YOU?



**(866) 350-1547**



**sales@routereadytrucks.com**