

**By the
Numbers**

100

Trucks in inventory

450

Trailers in inventory

6

Years selling
equipment

15

Locations throughout
the United States



Knight Truck & Trailer Sales'
Phoenix office is located at
5601 W. Buckeye Rd.
800-769-2979
www.knighttrucksales.com
jackk@knighttrans.com

DEALER PROFILE:



A Q&A with Jack Krawczyk, national account manager

NT: Knight Truck & Trailer Sales is a subsidiary of Knight Transportation, a national trucking company. What are the advantages of buying from a dealership associated with a trucking firm?

Krawczyk: We set ourselves apart from others because we eliminate many of the direct costs associated with buying from a traditional dealer. Our trucks are ready for sale five days after they stop delivering loads for Knight Transportation. Since our trucks are fleet maintained from day one, we are able to view the maintenance history on these units, which, in turn, gives our customers an insight into the truck they are purchasing.

NT: What types of trucks and trailers do you typically have in inventory?

Krawczyk: We carry heavy-duty trucks and trailers. We have Class 8 Volvo 670s, Kenworth T-600s, Kenworth T-2000s, Peterbilt 379s and Freightliner Columbias. We carry 53-foot dry van trailers made by Wabash, Lufkin and Great Dane. We also carry 53-foot reefer trailers. These include Utility trailers with Carrier units and Utility trailers with Thermo King units.

NT: What services do you offer besides truck and trailer sales?

Krawczyk: We offer in-house financing for qualified customers. We also offer short-term trailer rentals and long-term trailer leasing for qualified customers. If we cannot qualify you with our in-house financing, we are able to pair you with a list of preferred third-party finance companies.

NT: Describe your typical customer

Krawczyk: Our customers range from the small independent owner-operator who is growing his company from one truck to a second truck, all the way to large companies that are adding trailers to their fleets for dedicated services. We are able to provide the same type of service to the customer who needs financing and the customer who pays cash.

NT: What is the biggest mistake you see owner-operators make when choosing a truck?

Krawczyk: They buy based upon looks and extra features, and not upon cost savings. All of our trucks are set up for maximum fuel economy, which leads to more money in your pocket. I recommend looking at all factors involved with the sale. Check out the maintenance history of the equipment you are buying. How often was this equipment serviced? Purchase equipment from a quality sales company, and make sure you feel comfortable with your salesman.

NT: : What is your company's business philosophy?

Krawczyk: Setting the standard – "Quality - Dependable - Affordable." We understand the importance of operating well-maintained equipment, and we spec all of our equipment to be fuel efficient and driver friendly.