

APRIL/MAY 2008

# On the ROAD TO Savings



**GARY & AARON WHITCOMB**  
Whitcomb Trucking, Inc.  
Valparaiso, Indiana

**SERVICE  
IS THE KEY**



Whitcomb Trucking, Inc., of Valparaiso, Indiana, was started in 1973 by **Gary Whitcomb** as a trucking and excavating company. The company has evolved over the years into a major supplier of aggregate and dry bulk products used in the manufacture of concrete and asphalt products, operating throughout the state of Indiana and in northeast Illinois and southwest Michigan. Over the past ten years, Whitcomb Trucking's entire fleet of 34 trucks has been converted to Freightliners.

Each of their trucks cover about 600 miles per day and the company uses a custom software program to obtain the best traffic patterns for their routes enabling their trucks to run at maximum efficiency. For Whitcomb, this is crucial for their business allowing both fuel and time savings. During their busy season, they often broker up to 25 additional trucks to haul the loads, meaning they demand the most from their vehicles and their parts and service support.

Gary Whitcomb is president and owner. Gary's son, **Aaron Whitcomb**, is the general manager and Gary's wife, **Cindy Whitcomb**, is vice president. "Our guiding philosophy has always been that the best service and the best people make the difference," says Gary. "And it has worked very well for us."

"The Freightliners work very well for our application," says Aaron. "We really like the power and fuel mileage. It's excellent."

**"It's a joy for us to work with another family-owned business."**

For the past ten years, Whitcomb Trucking has been getting their all-makes parts, service and new Freightliners from **Truck City of Gary, Inc.**, located in Gary, Indiana. The dealership is one of the oldest family-owned Freightliner dealers in the United States.

Recently, Whitcomb Trucking played an important role in the construction of the new Truck City of Gary facility. Whitcomb Trucking hauled most of the aggregates to the new construction site.

Whitcomb Trucking's primary contact at Truck City of Gary is **Paul Davis**, sales manager and owner and **Gerri Davis**, general manager and owner. However, the entire Truck City staff enjoys working closely with Whitcomb Trucking. The parts, service and body shop employees all pitch in and assist when needed.

"It's a joy for us to work with another family-owned business that shares our values," says Gary. "They'll do anything to get us out of a pinch. Paul has personally delivered parts to us and recently Gerri noticed one of our trucks down. She stopped, talked with the driver and had a mechanic out to fix our truck before I even knew it was down," says Aaron.

Whitcomb Trucking is active in its local community and supports the Veterans of Foreign Wars and the Fraternal Order of Police.

Freightliner Trucks and Truck City of Gary, Inc., salute Whitcomb Trucking, Inc., for thirty-five years of growth and success. You can count on us to back you up now and in the years ahead.