



Four years ago Hutson was a small, six-location John Deere dealership. We were experiencing issues with our crane body supplier for our service trucks. The customer service I was receiving lacked a lot; it would never fly with our customers. I ran across Nichols Fleet Equipment while searching for a new provider.

My only reservation was [that] NFE is located in eastern Tennessee and we are in western Kentucky. After my first conversation with the NFE employees, I knew that distance was not a barrier. We are now fourteen locations across four states, a top-five revenue producer, and have the largest contiguous area of responsibility for John Deere. We feel we have grown with NFE. They have offered us customized solutions to improve our technician safety and productivity.

NFE has rebuilt existing bodies for us when we were not ready to retire them. NFE is always available if we have questions or need parts, regardless of the brand of body. NFE was able to supply me a cab/chassis and crane body within a week of wrecking one.

I had the pleasure of touring the NFE facility. Everyone there is very eager to help, and I know if I ever have a question I can call the folks at NFE.

Jim Gilliam

Hutson, Inc.