



“If I had 20 more plumbers, I’d buy 20 more Freightliner Sprinters.”

Wendell Presgrave has used a lot of different trucks since he founded his plumbing business over 20 years ago.

Beginning with just two small cargo vans and a phone number, My Plumber today operates a fleet of 153 trucks as diverse as the locations Presgrave’s company now serves: a 60-mile radius around the metropolitan Washington, D.C. area of Maryland and Virginia, plus much of San Diego county in California.

“We used to buy whatever truck we could get,” he says. “We have regular cargo vans and even 12-foot long medium-duty cabover trucks. We’ve tried a lot of different makes and models.”

However, his truck buying habits changed in 2002 when Presgrave looked at the Freightliner Sprinter cargo van and decided to start buying them over any other truck model for one simple reason — fuel economy.

“The top reason we were sold so quickly on the Sprinter was its fuel mileage,” he says. “At 22 mpg, we could save \$4,000 per year per truck in fuel savings.”



Mark and Wendell Presgrave — Owners
My Plumber

Freightliner
SPRINTER
FORWARD MOTION

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The key to Sprinter's high fuel economy is its Mercedes-Benz 5-cylinder CDI turbodiesel with a 154 horsepower rating, giving it the power of a V8 gasoline engine without the gas-guzzling characteristics.



“On top of that, the ride and comfort of the van appealed to our plumbers, who work out of those trucks all day — and sometimes all night long,” Presgrave added. “That’s why going with the Sprinter was an easy decision to make.”

Part of the appeal of the Freightliner Sprinter from Presgrave’s point of view is that his plumbers can stand up in the cargo space much like they can in the fleet’s medium-duty trucks. Yet the size of the Sprinter gives them easier access to residential neighborhoods, which comprises the bulk of My Plumber’s customer base.

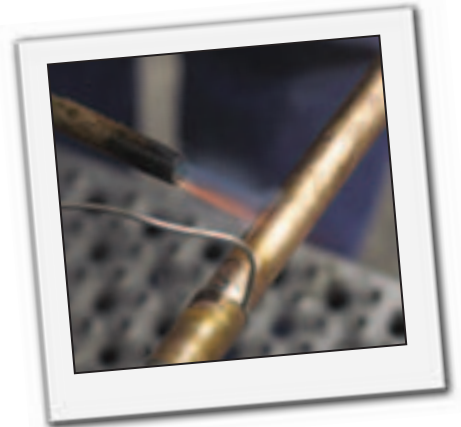
“Our guys can stand up in the Sprinter and have as much headroom as they do in our medium-duty trucks — but they

don’t have to climb up into the driver’s seat in a truck cab several feet off the ground. They get into the Sprinter like it was a regular car or van,” he says. “And even though our cabovers have a much tighter turning radius and are a little more maneuverable, the Sprinter is much narrower so we can park in the driveway of a residential customer’s home. That’s a big plus.”

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Sprinters come with not one, but two interior roof heights — 64-inch standard and 73-inch high roof — as well as three wheelbase lengths: 118, 140 and 158 inches. Standard cargo van GVWR is 8,550 lb. with

4,142 lb. of cargo capacity; the 9,900-lb.-GVWR version has 5,086 lb. of payload capacity.



The 158-inch length Sprinters used by My Plumber allow it to display its logo and contact information in the same big and bold styling used on the company’s medium-duty vehicles, making the Sprinter an effective “rolling billboard” for My Plumber’s marketing efforts. “You can put a huge logo on the side of



that van — it's very visible," Presgrave says.

He notes that My Plumber's fleet management crew can still get the Sprinter van upfitted with all of the tool and material storage racks used on all of the company's other vehicles, including overhead pipe racks, without any trouble.

The company's plumbers like the ride and handling of the Sprinter, too, as it operates more like a car than a truck.

"Sure, our medium-duty trucks have dual-wheel rear axles so they get better traction, but the Sprinter handles just like a car — they like them just as well in terms of traction and maneuverability as they do our medium trucks," Presgrave says.

My Plumber feels the Sprinter has some distinct advantages in terms of maintenance as well. "The maintenance cost initially is a little more expensive — we're changing the oil at the start at



The diesel engine in the Sprinter is also much quieter, since it is fuel injected, which is a big plus with the fleet's plumbers.

customer calls a week — 90% ending up in a plumber going to do on-site service — My Plumber now depends on the Freightliner Sprinter to be reliable and keep their business profitable.

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about 6,000 miles," says Presgrave. "However, once the Sprinters are broken in, we can push that oil change out to 10,000 miles, so that will save us some money. Also, since they are powered by turbodiesels, the engines should last longer than the gas-powered engines in our vans. So we'll get more life out of the Sprinters."

"They sound like new Mercedes cars rather than trucks," Presgrave notes.

All in all, Presgrave is very pleased with the Freightliner Sprinter van. Since 2002, My Plumber has bought 13 of these vehicles, and would not hesitate to buy more. With almost 1000

"If I had 20 more plumbers, I'd go out and buy 20 more Sprinters," adds Presgrave.



When you get up to 27 miles to the gallon,*
the middle of nowhere doesn't need a gas station.



Up to 27 miles to the gallon. That's what makes the Sprinter the most fuel efficient van in its class. And with its turbo-charged diesel engine, it's also one of the most reliable vans in its class. Suddenly, the middle of nowhere doesn't sound like such a scary place after all.

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* Based on 2003 independent testing by FEV Engine Technology, Inc. according to SAE Standard J1082.

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