



FOR IMMEDIATE RELEASE

New Way Trucks Further Strengthens its Industry-Leading Distributor Network

Scranton, IA (March 10, 2021) - New Way Trucks, the largest private manufacturer of refuse equipment in North America, has once again bolstered its well-respected Distributor Network. The company greatly appreciates its distributors, which lay the bedrock for the entire organization. New Way Distributors are product experts, serving as trusted local resources and the go-to authority for service and parts.

On February 1st, 2021, New Way welcomed A/J Equipment, New England Truck Equipment (NETE), and Solid Waste Applied Technologies (SWAT) to its industry-leading Distributor Network. A/J Equipment is now responsible for the Rhode Island and eastern Massachusetts Area(s) of Responsibility (AOR). NETE is now responsible for the Connecticut AOR, and covers Franklin, Hampden, and Hampshire Counties in central Massachusetts. SWAT is directly responsible for the southeast Georgia AOR.

A/J Equipment, based on the South Shore in Massachusetts, strengthens the New Way Distributor Network by bringing over 45 years of refuse industry experience.

NETE has been in business for nearly 20 years, and its owner has 43 years of experience in the refuse industry. NETE's 9,000 square-foot headquarters is centrally located in Connecticut and is well-known with municipalities and private haulers alike.

SWAT has quickly become a respected name in the refuse industry, beginning as a parts and service facility before expanding into refuse truck sales. Their new 23,000 square-foot facility in Statesboro, GA, is well-equipped to meet all customer needs.

Elsewhere, long-time New Way distributor Sansom Equipment (Mobile, AL) has expanded their AOR for New Way by adding the Atlanta Metropolitan area and western Georgia to its Alabama, Florida Panhandle, Louisiana, Mississippi, and western Tennessee market area. Sansom will initially serve this new territory through its Birmingham, AL, location but will be announcing a new Georgia location in the future.

“New Way is proud to strengthen our sales and service in the Northeast with the addition of NETE and A/J, while Sansom and SWAT complete the picture in the Southeast. These distributors are highly qualified to serve our end users, to represent our products, and to bring value to their local market areas,” said Don Ross, Vice President of Sales & Marketing for New Way Trucks. “While we continue to expand our distributor network, these great companies allow us to maintain the highest level of customer support and satisfaction in the refuse industry.”

These distributors join a network that covers all 50 states and 13 Canadian provinces. A full distributor list is available on the New Way Trucks website at newwaytrucks.com/distributor-locator.

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About New Way Trucks

New Way Trucks is the cornerstone brand of McLaughlin Family Companies, a diversified portfolio of businesses that include refuse equipment, animal control and veterinary equipment, high-performance vehicle manufacturing, new and used automotive sales, and automotive parts & car care products distribution and sales. To learn more, visit newwaytrucks.com and mcfamco.com.