



FAX★STAR® and UTILITY TRAILERS

The Complete Fax Solution

Who is Utility Trailers?

Utility Trailers is one the largest trailer manufacturers. If one day you drive on a free-way, there is a chance that you will see one big truck!!! If that truck is towing a refrigerated trailer, chances are this trailer has been manufactured by Utility Trailers.

With three plants throughout the country and one in Europe, Utility Trailers manufactures more than 30,000 trailers per year. That is a lot of trailers.

Those trailers are sold through a network of 81 dealers all over North and South America. Most of them are using an AS/400 and the INFO 5 Software Solution from Karmak to manage their parts inventory and their account receivable.

A Visit to Utility Trailers in Fontana



Utility Trailer in Fontana is the headquarters of the Southern California dealership. Besides the Fontana office, it has an office in San Diego and one in the City of Industry. For the last 5 years it has always been one the top five Utility Trailers dealers.

Ralph Thrasher is the Sales Manager and is also thoroughly involved in the IT Department. Ralph says, "With the Parts Activity, we produce an average of 150 invoices a day. The number of

faxes our accounting department was sending every day amazed me. There were copies of invoices printed from the AS/400 and mainly sent to customers or various financial institutions for loan approval. This was very time and money consuming. I must find a way to directly fax these invoices from the AS/400. I searched the Internet and found Fax★Star®".



Success Story



*Fax Automation For The World
"Because Time Is Money"*

Fax★Star and Utility Trailers, a Success Story

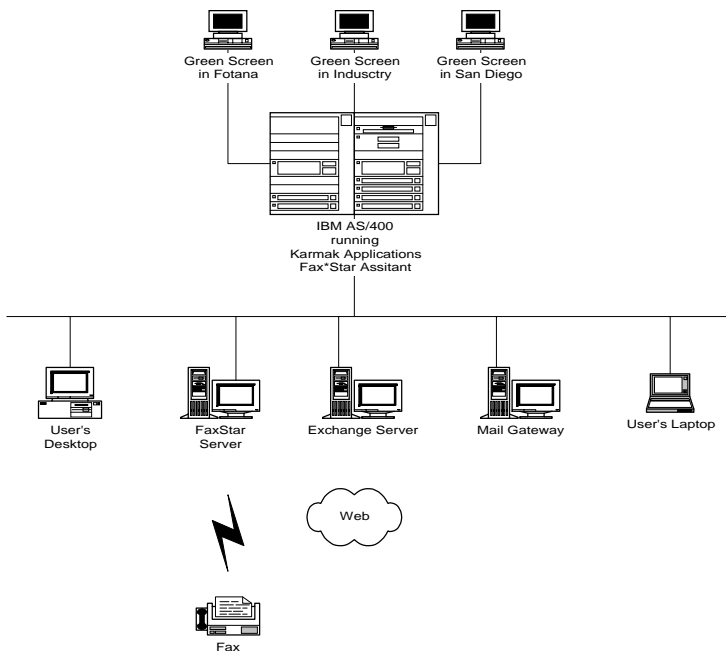


Ralph contacted Fax★Star® and ordered a 1 line Advanced Server. One week later the product was up and running. "My accounting Receivable Clerk", says Ralph, "directly faxes those invoices from the AS/400. The Fax★Star® Server automatically adds a logo on the top of every invoice. Users follow their fax traffic from the AS/400. The unit manages the busy signals and automatically tries to resend the fax. Our users love their new Fax★Star® Server."

Ralph continues stating, "we save one dollar per fax and because we are sending an average of 50 faxes a day, this represents a nice saving at the end of the month. The Fax★Star® Solution paid for itself in less than 3 months. This is important for my Management. We are now looking forward to use the Fax★Star® Advanced Server to email

those invoices. We will soon add the Sales Team on the Fax★Star® Server and we are thinking to use it from our Exchange Client Program. One of the nicest things is that our users from San Diego or Fontana can also use the Fax★Star® Solution. Fax★Star® is really a saving for our Company.

Utility Trailer Configuration



Configuration:

- ★ Fax★Star® Advanced Server with Exchange Mail Gateway.
- ★ Karmak INFO 5 Release 7.0A
- ★ Fax★Star® Assistant Version 4.9

Contacts:

Utility Trailer in Fontana (CA), Ralph Thrasher at 909 428 8300

Karmak in Springfield (MO), Rick Salvador at 417 883 7373

Fax★Star® in Costa Mesa (CA), Jean Martel at 714 241 7373