

# // RATOSKEY & TRAINOR: CUSTOMER PROFILE



- + RATOSKEY & TRAINOR
- + BEST LINE EQUIPMENT
- + DOOSAN HEAVY



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# //CASE STUDY RATOSKEY & TRAINOR

## COMPANY PROFILE

Established in 1992, Ratoskey & Trainor provides construction services in King of Prussia and the surrounding area of Pennsylvania. Originally started as an excavation company, they have since grown into a successful business that also recycles materials such as concrete and wood for various projects. In addition, they mine and process stone from their quarry, creating an even more diverse need for equipment. These types of projects require the use of heavy equipment that can stand up to uncompromising environments.

## BUSINESS SITUATION

As Ratoskey & Trainor continued to develop and grow as a business, with accomplishments such as acquiring a quarry near Philadelphia, so did their need of equipment. Due to the rigorous environments of their work, this company needed a line of equipment that was not only fuel efficient, but also durable and reliable.

## THE PLAYERS

After searching for the right match and being referred to by Revolution Recovery (a heavy equipment customer of Best Line Equipment), Ratoskey & Trainor chose to work with Best Line Equipment. As a Doosan dealer, Best Line Equipment had the durable equipment they needed, but also the fair prices they were searching for. Best Line Equipment was the ideal match for this growing business.

Doosan is an industry leader for construction equipment. In fact, they've become the fifth largest manufacturer of construction equipment in the world since 2005. Known for their reliable and quality units, Doosan was the right line of equipment to match up to Ratoskey & Trainor's standards.

Best Line Equipment is a 13 location, construction equipment rental, sales, service, and parts company that has been serving Pennsylvania and the surrounding areas for over 30 years. Voted as one of the Best Places to Work in PA in 2018, and an authorized dealer of over 60 major industry manufacturers, including Doosan, Best Line Equipment strives to provide only the best to its customers.

**“We are pleased that Ratoskey & Trainor has recognized the value of Doosan Heavy Equipment. Their large fleet of Doosan Equipment (including articulated dump trucks, excavators, and wheel-loaders) is a testament to Doosan's reliability and performance. We are proud to partner with Ratoskey & Trainor and look forward to many more years of business together.”**

~ Armand Cencetti  
Heavy Equipment Sales Manager  
Best Line Equipment



### //ABOVE

RATOSKEY & TRAINOR UTILIZE SEVERAL DOOSAN DX CRAWLER EXCAVATORS INCLUDING DX420, DX300, DX225, AND DX180.

### //BELOW

RATOSKEY & TRAINOR'S DX420 PROVIDES HIGH PRODUCTIVITY AND REDUCED FUEL CONSUMPTION.





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**//ABOVE & LEFT**

RATOSKEY & TRAINOR  
RELY ON DOOSAN  
WHEEL LOADERS AND  
ARTICULATING DUMP  
TRUCKS DAILY.

**THE SOLUTION**

Best Line Equipment lets its customers test equipment before making a decision, a fact that sets the company apart from other businesses. After taking the opportunity to test some units, Ratoskey & Trainor decided to work with Best Line Equipment. Impressed with the durability, reliability, and efficiency of Doosan equipment, Ratoskey & Trainor has since bought several wheel loaders (DL550, 300's), excavators (DX420's, 350, 300's, 225's, 180's, 85), and a 30-ton Doosan articulating dump truck from Best Line Equipment..

**“Best Line Equipment always makes sure we’re taken care of, no matter what we need. Their customer service is what has kept the relationship alive.”**

*~ Rob Ratoskey  
Ratoskey & Trainor*



**//ABOVE**

RATOSKEY & TRAINOR USE  
DOOSAN HEAVY EQUIPMENT  
TO HELP RECYCLE  
CONCRETE AND OTHER  
PRODUCTS.

**THE RESULT**

For the past 5 years, Ratoskey & Trainor, Best Line Equipment, and Doosan have formed the ideal business relationship. Ratoskey & Trainor is running a large, successful company, dependent on the reliability, performance, and fuel efficiency of the Doosan product line. In addition, they also rely heavily on Best Line Equipment to provide exceptional service and sales, while keeping abreast of new product developments.

**DOOSAN**



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## //CONTACT

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For over 30 years, Best Line Equipment has been a successful, privately-owned, 13 location construction equipment rental, sales, service, & parts company that services Pennsylvania and its surrounding states.

We are an authorized dealer for over 60 major industry manufacturers and utilize a sales and service team of over 450 talented employees.

Our goal is to provide our customers with the best equipment rentals, construction sales, and professional services in the marketplace by providing a comprehensive range of equipment, excellent customer service, and tireless dedication to the customer.



# **DOOSAN**