



## CASE STUDY

### REGIONAL FLEET: BALANCING ALL WHEEL POSITIONS

#### BACKGROUND

- 72 Power Units
- 100+ Trailers
- No previous use of EQUAL FLEXX

#### CHALLENGES

- *Transportation fuel cost is their highest maintenance cost*



#### SEARCHING FOR FUEL SAVINGS

IMI scheduled a meeting to meet with a regional truck fleet based out of Chambersburg PA to discuss their fleet and its challenges. During the meeting, the manufacturer expressed their need to control operating costs. With that, they noted that fuel consumption was their highest operating cost outside of labor. We shared our knowledge on how they could maximize fuel savings and introduced how using FLEXX in all wheel positions in their tractors and trailers could be a beneficial solution.

#### COMPREHENSIVE TEST RESULTS

We helped them validate the use of FLEXX in all wheel positions before they made the decision to implement it across their entire fleet. Testing was conducted to evaluate FLEXX in their tractors and trailers with routes primarily on the east coast. We started by determining their baseline MPG, which was 7.6, and the average fuel cost per gallon, which was at \$2.90. In order to proceed with the testing, the fleet also had to have the following :

- *Telematics equipped to provide data*
- *Tractors & Trailers being tested must stay together*
- *Same drivers for the tractors during testing period*
- *Same routes driven during testing period*
- *Tires must stay mounted for the entire evaluation period*
- *Must be running on regular fuel*

During the evaluation period, weekly results were given to them in the form of a customized dashboard.





## OUTCOME

- There was a 3.09% increase in fuel economy
- ROI in under 5 months

## IMI'S SOLUTION

- FLEXX, IMI'S adaptive wheel-end balancing solution with DUAL FORCE technology:
  - Adaptively responds to road force changes
  - Install quickly to maximize productivity
  - Extends tire life and improves fuel efficiency
  - Use in all wheel positions for maximum fuel savings



## SIGNIFICANT MPG RESULTS

The end results of the testing were dramatic. Over the testing period, their test vehicles showed an overall fuel economy improvement of 3.09%. Using their average mileage of 100,000 miles per tractor with 72 units their annual cost savings is estimated to be \$79,200 with the use of FLEXX in all wheel positions. Assuming the cost of FLEXX installation per tire is \$25 multiplied by 18 tires with \$450 investment per truck, the ROI would be under 5 months. Seeing these results, they decided to implement the use of FLEXX across their entire fleet going forward.

## RESULTS

- **3.09%** overall fuel economy improvement
- **\$79,200** in annual cost savings
- Estimated ROI in under **5 months**

