



CASE STUDY

HILCO TRANSPORT: IMPROVED PRODUCTIVITY & MORE MILES



BACKGROUND

Hilco Transport

- 1,000 pieces of equipment
- 400 power units
- Services all of the US east of the Mississippi

CHALLENGES

- Improve fuel economy in anticipation of government regulations
- Balancing tires on the road
- Reducing vibration and improving driver comfort

Family Focused. Maintenance Minded.

Hilco Transport is a family-owned transportation company that prides itself on using the best equipment and technology, and creating efficiency throughout their fleet. The Greensboro-based company prioritizes safety, and has maintained a Compliance, Safety, and Accountability (CSA) score of 5 or less for the last 5 years. Hilco also focuses on maximizing equipment longevity through stringent preventative maintenance and ongoing service.

Searching for Optimized Productivity.

At Hilco, productivity matters. More miles translate to increased efficiency and profitability. The company seeks innovative ways to extend tire life, improve fuel economy, decrease downtime, and increase driver comfort.

IMI'S SOLUTIONS

- FLEXX, IMI's adaptive wheel-end balancing solution with DUAL FORCE technology

HILCO'S RESULTS

- 100% driver satisfaction with wheel-end balancing
- \$2,000-\$5,000 savings per truck annually

“IMI has done everything they said they would do and the product has done everything they said it would, too.”

– Jeff Loudermilk, Chief Operating Officer





OUTCOME

*Enhanced fuel economy,
reduced tire wear, and
improved driver comfort
increase productivity
for a respected fleet.*

IMI + HILCO

THE SOLUTION

FLEXX - IMI's adaptive wheel-end balancing solution with DUAL FORCE technology

FEATURES

- Offers adaptive responsivity on the road
- Includes vibration reducing technology
- Installs easily to maximize productivity



Maximizing fleet performance

After switching to IMI FLEXX, Hilco saw improvements in tread wear, fuel efficiency, and tire life. This saved Hilco between \$2,000-\$5,000 per truck annually, helping them improve fuel economy in anticipation of fuel-efficiency regulations.

Improving driver retention

Switching to FLEXX led to real results on the road – and real improvements in driver comfort. Drivers noticed considerable improvements in vibration reduction and felt like they were riding in new trucks. Drivers were impressed that FLEXX could create such a sizeable improvement in comfort.

Seamless productivity

Since FLEXX installs quickly and easily, Hilco saw improvements in productivity by reducing downtime. Now, Hilco's tires are balanced faster, improving the efficiency of their entire fleet.

**“Usually, when I balance a tire
I always have at least one driver
that complains of truck shakes.
With FLEXX, I get zero complaints.”**

– Jeff Loudermilk, Chief Operating Officer