

Upgrading a Semi-tractor Fleet

Dear NETS Member,

November 17, 2010

Brian Becker of Steelcase submitted a question regarding upgrading a semi-tractor fleet.

Member responses follow Brian's full question, below.

Please contact me if you have questions or suggestions.

Thank you to those who provided responses.

Yours truly,

Jack Hanley

NETS

Executive Director

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QUESTION

When considering upgrading a semi-tractor fleet, many factors are considered with regard to the costs of maintaining an older fleet—vehicles with more than one million miles, such as the steering system, lubrication, brakes, transmission, etc.

**What safety considerations should be analyzed when doing a semi-tractor keep vs. replace analysis? ,
For instance how much safer is a truck with current technology?**

Thank you.

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steelcase inc

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RESPONSES

<p>DHL <i>Phil Renaud</i> <i>phil.renaud@exel.com</i></p>	<p>From the perspective of DHL, we would also be looking at how we can drive our sustainability agenda as we consider replacing trailers. The new configuration would consider things such as an aerodynamic design, lighter weight material, etc..... With fuel savings considered the pay back is shortened, the vehicle is safer given design considerations, etc.....</p> <p>Hope this is of some assistance</p>
<p>Shell <i>Mike Watson</i> <i>Mike.Watson@shell.com</i></p>	<p>Main factor in a comparison of buying new vehicles against maintaining existing vehicles is efficiency.</p> <p>You compare the economics of the running costs (fuel consumption/maintenance/parts availability) and payload if authorities have increased allowable weight limits. Newer vehicles also have extended warranties on high cost equipment items.</p> <p>When looking at this from a safety perspective you look at the new technology giving reduced emission levels/improved fuel economy and also improvements such as driver warning aids/devices, driver comfort & visibility which includes new lighting technology and the new design of vehicle protection such as vehicle front under run/crashworthiness improvements etc..</p> <p>It is anticipated that newer vehicles have fewer breakdowns therefore less risk of on road incidents when stopped at unsuitable locations, however I know older vehicles that are maintained well would have a similar performance in a good transport operation.</p> <p>I believe that in the current climate the new vehicle would not cost much more than the vehicle it is replacing, suggest they do a comparison of lease V's Buy and consider getting a truck leasing company to present their case of why new is better. This will assist their comparison study.</p>

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<p>Sunoco <i>Bill Sanicky</i> <i>WMSANICKY@sunocoinc.com</i></p>	<p>Only Brian can answer this one for his fleet. Maintenance is what makes the fleet safe and not new. One can argue component however, both new and old technologies are safe. Examples would be: disc brake vs. drum, rack & pinion vs. gear box, super singles vs. dual tires, and so on...</p> <p>Replacement of a fleet comes from economics, extended oil change intervals, lighter vehicle - more payload, first few years have little maintenance costs.</p> <p>I would contact ATA (American Trucking Association). If there is a study, the ATA will have it.</p>
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