

FleetNet *focus*

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Taking Care of the 'Shoes on Your Fleet'

Helping you reduce tire failures this summer

by Jason Salvaggio, Marketing Manager

Before we know it, the dog days of summer will be among us. With that in mind, we want to take the time to discuss the "shoes on our fleet". It is very important to take care of your tires. Tires remind me of friends and family. Typically, if you are nice to them, they will be nice to you. Tires can sometimes cause heartache and headaches in the process of their life cycle. So why not take time to eliminate these issues before they happen?

During the summer months, we see an influx of tire related issues due to air pressure and heat, the leading causes of tire failures. Each rotation of a tire generates heat due to several factors including friction on the road, flexing of the sidewall, rolling resistance and the temperature of the pavement. Within a one day trip, your tires can have upwards of 580,000 revolutions each. When a tire is continuously running at an underinflated level, the air molecules are moving within the tire so fast it generates more heat than usual and will eventually start breaking down the rubber compounds of the tire, resulting in a tire failure.

With the new CSA regulations becoming stricter, it is imperative everyone is conducting proper pre and post trip inspections. Are your employees using the "thumping" approach to check tires? This approach only lets you know if the tire is flat or not. By that time, it is more than likely too late. I recently heard a story of a maintenance manager taping ½ of a \$5.00 bill to an air hose with a message stating "when you read this message come see me for the other half of the bill". Quite a bit of time went by before the money was redeemed. What does this tell you about the frequency of tire inflation?

Air within the tire is what carries the load. With a 10 PSI underinflated tire you will see a decreased fuel economy, an enhanced footprint on the road, poor rolling resistance and more tire failures combined with heat. Make sure your employees are conducting the proper air checks with a calibrated air gauge. By taking a few extra minutes and paying attention to your "shoes", you will see many added benefits to your fleet and a maximum life cycle out of your casings. Also, check for road hazard damage, irregular wear and of course proper air pressure every day!

Underinflation Can Cause:

- Separations
- Circumferential Breaks
- Higher Risk of Road Hazard
- Loss of Fuel Economy
- Uneven/Irregular Wear
- Higher Downtime Expense
- Loss of Casing Durability



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Look for us on:   

Do's and Don'ts for Maintaining Proper Inflation

DO

- Do maintain proper minimum inflation for load carried per manufacturer's recommendation
- Do maintain mated dual tires at equal inflation
- Do use sealing-type valve caps
- Do check inflation at frequent intervals
- Do keep inflation air dry

DON'T

- Don't permit tires to operate underinflated
- Don't "bleed" air from warm tires to relieve pressure buildup
- Don't reduce tire pressure to obtain a softer ride
- Don't run with one tire of a dual assembly at low pressure or flat
- Don't inflate to cold pressures beyond rate rim capacity

FleetNet Promotions

FleetNet Expands Customer Solutions and Sales Team to Enhance Personal Interaction with Customers

Continuing the enhancement of personal interaction with customers, FleetNet America, Inc recently announced additions to the Customer Solutions and Sales teams. In January, FleetNet announced organization changes to better enable the company to provide solutions to improve customers' business results. These changes led to the development of a new team, Customer Solutions, led by VP Paul Gildenhorn.

Gary Griffin joined the Customer Solutions team as a National Account Executive with over 30 years experience in the industry. Gary has held business development positions with Ryder System, Inc., Freightliner, Penske and McDonnell Douglas where he has demonstrated deep experience with fleet maintenance programs. Gary will be headquartered in the Northeast portion of the US.



Gary Griffin

Joining FleetNet as a Region Sales Manager with over 14 years of technology sales experience in the transportation industry, **Tom Cowing** will be headquartered in the Los Angeles area. In previous positions, Tom had success crafting solutions for his customers improving their business results and will continue his success with FleetNet customers.



Tom Cowing

Tim McDonald joined FleetNet as our Region Sales Manager in the Dallas market. Tim has 25 years experience in industrial, commercial and petro-chemical construction and heavy equipment operations, project management, sales, sales management, marketing and business development in domestic and international locals. Tim's extensive experience in equipment fleet management, maintenance, supplier management and ROI analysis will assist him in his new role.



Tim McDonald

Scott Griffin joined FleetNet as the Region Sales Manager headquartered in the Philadelphia area. Scott most recently was in charge of coordinating and directing rental vehicles throughout 18 rental branches in the Keystone area for Ryder Transportation.



Scott Griffin

New Customers Join FleetNet Family

FleetNet America administers service for 350,000+ events annually, as well as being responsible for over 1,000,000 pieces of customers' equipment in the TMcare® (Total Maintenance Care) and Roadside (emergency roadside) programs. We would like to welcome the new customers who joined our FleetNet family in the last few months.

A & R Transport
ABC Supply Co.
Altec Industries
Chief Carriers
Cliff Viessman Inc.
Delhaize America
Demas Expedite Trucking
Etak Systems
Fikes Truck Line
Gopetro Transport

Morris, IL
Mobile, AL
Birmingham, AL
Grand Island, NE
Gary, SD
S Portland, ME
Atlanta, GA
Charlotte, NC
Hope, AR
Houston, TX

Hodges Westside Truck Ctr.
Ho-Ro Trucking
Kroger
New Milford Block & Supply
North Dallas Moving & Storage
R & M Transportation
T & C Wholesale
Thatcher Company
V & P Nurseries
Video Pipe Services

Elburn, IL
Port Reading, NJ
Houston, TX
New Milford, CT
Carrollton, TX
Omaha, NE
Mertzton, TX
Salt Lake City, UT
Queen Creek, AZ
Newfield, NJ