

Lincoln Quicklub can save you
as much as 1.4 cents per mile...



<i>Cost of manual lubrication over five years</i>	\$1,200
<i>Costs due to component failure over five years</i>	
<i>King Pins</i>	\$1,164
<i>Tie Rod Ends</i>	\$1,063
<i>Steering Drag Links</i>	\$902
<i>Slack Adjusters</i>	\$2,658
<i>Brake Cams</i>	\$4,236
<i>Spring Pins</i>	<u>\$1,836</u>
	\$11,860
<i>Total lube related cost over life of tractor</i>	\$13,060
<i>75% cost savings applied over life of tractor</i>	\$9,795
<i>Average Lincoln System Cost Installed</i>	\$1,500
<i>Net savings over tractor life = \$9,795 - \$1500 =</i>	\$8,295
<i>Net savings per year = \$8,295 / 5</i>	\$1,659
<i>Net savings per month = \$8,295 / 60</i>	\$138
<i>Net savings per week = \$8,295 / 260</i>	\$32
<i>Projected miles over 5 years</i>	600,000
<i>Return on Investment</i>	9 Mo./125%
<i>Savings per mile</i>	\$0.014



...could
your bottom
line use a
boost like
this?



How we get to 1.4 cents per mile savings

National average of operating ratio = *	94.59%
National average for profit margin = *	3.02%
National average of cost per mile for a truckload company = **	\$1.30
National average of revenue per mile for a truckload company = ***	\$1.34
Average shop labor rate =	\$40 per hour
Average life of a tractor =	5 years
Average miles per year on tractor =	120,000
Total cost over the life of the tractor, 5 years X 120,000 miles per year X \$1.30 cost per mile =	\$780,000
Average number of lube events per year =	8 times
Amount of time per lube event, in house =	.75 hours(45 min.)
Average Interval of lube in miles =	15,000
Number of lube events over life of tractor =	40
Cost of a third party lube =	\$30 per
Cost of a third party lube over life of tractor =	\$1,200
Cost(labor) of in house lube over life of tractor =	\$1,200
Cost of a kingpin =	\$80
Amount of time to replace a kingpin =	2.5 hours
Average number of kingpins replaced over tractor life =	2
Total number of hours spent on kingpin repair over life of tractor =	5 hours
Total labor cost over life of tractor to replace kingpins =	\$200
Total parts cost of kingpins over the life of the tractor =	\$160
Amount of downtime during life of tractor due to kingpin repair =	10 hours
Amount of revenue lost during kingpin repair downtime = 10(hours) X \$1.34(Rev. per mile) X 60(MPH) =	\$804
Total cost over life of tractor for kingpin repair = parts + labor + downtime	\$1,164
Cost of a tie rod end =	\$65
Amount of time to replace a tie rod end =	1 hour
Average number of tie rod ends replaced over life of tractor =	4 (2 per side)
Total number of hours spent on tie rod end repairs over life of tractor =	4 hours
Total labor cost over life of tractor to replace tie rod ends =	\$160
Total parts cost of tie rod ends over life of the tractor =	\$260
Amount of downtime during life of tractor due to tie rod end repair =	8 hours
Amount of revenue lost during tie rod end repair downtime = 8(hours) X \$1.34(Rev. per mile) X 60(MPH) =	\$643
Total cost over life of tractor for tie rod end repair = parts + labor + downtime	\$1,063
Cost of a steering drag link =	\$150
Amount of time to replace a steering drag link =	1.5 hours
Average number of steering drag links replaced during the life of a tractor =	2
Total number of hours spent on steering drag link repairs over life of tractor =	3 hours
Total labor cost over life of tractor to replace steering drag links =	\$120
Total parts cost of steering drag links over life of the tractor =	\$300
Amount of downtime during the life of the tractor due to steering drag link repair =	6 hours
Amount of revenue lost during steering drag link repair downtime = 6(hours) X \$1.34(Rev. per mile) X 60(MPH) =	\$482
Total cost over life of tractor for steering drag link repair = parts + labor + downtime	\$902
Cost of a slack adjuster =	\$65
Amount of time to replace a slack adjuster =	1 hour
Average number of slack adjusters replaced over the life of the tractor (average of 2 changes each, average of 5 slacks per tractor) =	10
Total number of hours spent on slack adjuster repairs over life of tractor =	10 hours
Total labor cost over life of tractor to replace slack adjusters =	\$400
Total parts cost over life of tractor to replace slack adjusters =	\$650
Amount of downtime during the life of the tractor due to slack adjuster repair =	20 hours
Amount of revenue lost during slack adjuster repair downtime = 20(hours) X \$1.34(Rev. per mile) X 60(MPH) =	\$1,608
Total cost over life of tractor for slack adjuster repair = parts + labor + downtime	\$2,658
Cost of a brake cam bushing kit =	\$22
Amount of time to replace a brake cam bushing =	2 hours
Average number of brake cam bushings replaced over the life of the tractor (average of 2 changes each, average of 5 cams per tractor) =	10
Total number of hours spent on brake cam bushing repairs over life of tractor =	20 hours
Total labor cost over life of tractor to replace brake cam bushings =	\$800
Total parts cost over life of tractor to replace brake cam bushings =	\$220
Amount of downtime during the life of the tractor due to brake cam bushing repair =	40 hours
Amount of revenue lost during brake cam bushing repair downtime = 40(hours) X \$1.34(Rev. per mile) X 60(MPH) =	\$3,216
Total cost over life of tractor for brake cam bushing repair = parts + labor + downtime	\$4,236
Cost of spring pins and bushings(this figure includes shackle pins) = 2 bushings for shackles and 3 pins, 1 for front, 2 for back	\$115
Amount of time to replace spring pins and bushings =	4 hours
Average number of spring pins and bushings replaced over the life of the tractor(average of 1 per side) =	2
Total number of hours spent on spring pin and bushing repairs over life of tractor =	8 hours
Total labor cost over life of tractor to replace spring pins and bushings =	\$320
Total parts cost over life of tractor to replace spring pins and bushings =	\$230
Amount of downtime during the life of the tractor due to spring pin and bushing repairs =	16 hours
Amount of revenue lost during spring pin and bushing repair downtime = 16(hours) X \$1.34(Rev. per mile) X 60(MPH) =	\$1,286
Total cost over life of tractor for spring pin and bushing repairs = parts + labor + downtime	\$1,836
Total cost over life of tractor for manual lubrication associated maintenance	\$13,060
Gross Savings = % factor of maintenance savings that a Lincoln Quickclub system can bring = 75% of \$13,060	\$9,795
Average Lincoln Quickclub system cost	\$1,500
Net savings over the life of the tractor that a Lincoln Quickclub system can bring = \$9,795 - \$1500 =	\$8,295
Gross savings per year with a Lincoln Quickclub system = \$9,795 / 5 years =	\$1,959
Net savings per year with a Lincoln Quickclub system = \$8,295 / 5 years =	\$1,659
Return on Investment (ROI) in a Lincoln Quickclub system = \$1500/\$1,959 X 12 (Months)	9 Months
Cost savings per mile by using a Lincoln Quickclub system = \$8,295 / 600,000 miles	\$0.014
Profit margin gain = \$1.30 - \$0.014 = \$1.286 / \$1.34 = .9597 = 4.03% hence 4.03% - 3.02% =	1%

* Source, CCJ(Comercial Carrier Journal) 8/03

** Source, ATA(American Trucking Association) & Mihlfeld and Associates(Lincoln's Logistic Company)

*** Calculation is derived from \$1.30 cost per mile divided by 3.02% national average profit margin

Note: Downtime = one half hour added to the front end and one half hour added to the tailend of actual time spent doing repairs

Note: Source for quantity of component failures is derived from averages from a survey of major fleets