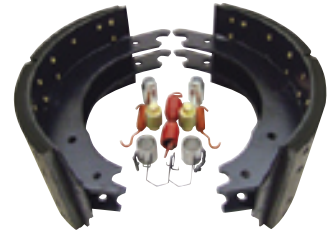


Is the lowest priced shoe the lowest cost?

Premium exchange shoes are typically 25% higher in price than standard shoes and deliver roughly 25% longer life. It sounds like a wash, but is it? How does it impact your fleet's real bottom line, your cost per mile?



<p>Typical tandem brake job for a trailer using *20K rated standard lining</p> <ul style="list-style-type: none">8 – 4707 std shoes (exch)4 – hardware kits2 – cams (2 are re-usable)2 – cam kits (2 are re-usable)2 – drums (2 are re-usable)4 – oil seals2 – outer bearing sets (2 are re-usable)2 – inner bearing sets (2 are re-usable)2 – 6 hole hubcaps (2 are re-usable)4 – qts. hub oil5 – hours labor <p>Typical fleet total – \$1,000*</p> <p>*Pricing will vary based on distributor, geography, application and 23K lining</p>	<p>Same brake job only changing the shoes to *20K premium</p> <ul style="list-style-type: none">8 – 4707 premium shoes (exch)4 – hardware kits2 – cams (2 are re-usable)2 – cam kits (2 are re-usable)2 – drums (2 are re-usable)4 – oil seals2 – outer bearing sets (2 are re-usable)2 – inner bearing sets (2 are re-usable)2 – 6 hole hubcaps (2 are re-usable)4 – qts. hub oil5 – hours labor <p>Typical fleet total – \$1,030*</p> <p>*Pricing will vary based on distributor, geography, application and 23K lining</p>
<p>** Based on 100,000 mileage, the cost per mile is \$.01</p>	<p>** Based on 125,000 mileage, the cost per mile is \$.0082</p>

Conclusion – Paying 25% more for premium exchange shoes vs. standard shoes delivers a cost per mile savings of 18%.

** Mileage will differ but 25% improvement is typical for premium vs. standard in 20K or 23K lining. If you use a lower or higher base mileage – IE 60,000 miles and 75,000 miles for premium OR 160,000 miles and 200,000 miles for premium, the 18% savings to cost per mile still applies.