

T H E X T E K *Difference*

CASE STUDY: REDUCING TRACK WHEEL COSTS WITH XTEK WHEELS

A major steel mill tested Xtek contour hardened track wheels in comparison to another manufacturer's hardened wheels in a scrap crane application. Prior to our test, this mill had been changing the other manufacturer's wheels every 9 months. Over a 45-month period, the Xtek contour hardened track wheels showed minimal wear and have had no flange breakage.

The wheel purchase prices used in this case study represent what our customer paid for each wheel alternative. The wheel labor expenses are estimates provided to us by our customer for the internal manpower labor expense associated with each wheel assembly that is changed. The savings noted above do not include the downtime expense that was avoided by using the Xtek contour hardened track wheel – this cost is substantial.

The savings from decreased wheel usage and the avoidance of maintenance is demonstrated as follows:

	Initial Cost	9 Months	18 Months	27 Months	36 Months	45 Months	Cumulative Total	Total - All Four Wheels
<u>Competitor - Per Wheel Cost</u>								
Wheel	\$650	\$650	\$650	\$650	\$650	\$650	\$3,900	\$15,600
Labor	\$600	\$600	\$600	\$600	\$600	\$600	\$3,600	\$14,400
Total	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$7,500	\$30,000
<u>Xtek - Per Wheel Cost</u>								
Wheel	\$922	\$0	\$0	\$0	\$0	\$0	\$922	\$3,688
Labor	\$600	\$0	\$0	\$0	\$0	\$0	\$600	\$2,400
Total	\$1,522	\$0	\$0	\$0	\$0	\$0	\$1,522	\$6,088

SAVINGS REALIZED FROM EACH XTEK WHEEL = \$5978 (\$7500-\$1522)

SAVINGS REALIZED FROM FOUR XTEK WHEELS = \$23,912

Xtek contour hardened track wheels will reduce your overall wheel replacement costs by providing longer service. The increased surface hardness and superior flange properties of the Xtek track wheel will result in fewer situations where the track wheel is the cause for a changing your wheel assemblies. This equates to reduced expense for replacing your track wheels and reduced expense from maintaining your assemblies – both are major cost savings.

The savings from the use of Xtek track wheels continue for this customer.



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