

## CASE STUDY

# How Hydro-Chem Systems Saved Heavy Duty Fleet From Corrosion



# The Challenge

A Michigan Road Commission was spending a fortune on maintenance, downtime, and low resale value due to corrosion damage.

Maintenance costs were quickly getting out of control. For example, the slide brake valves would fail due to salt buildup in less than 2 years. **Those alone cost \$1,500 to replace**, and the Road Commission was **replacing about 6-10 every year**.

They didn't have the manpower to wash their entire fleet by hand with any regularity. It can be hard enough to convince drivers to wash their vehicles but it's an even bigger obstacle during the busy, cold winter months.

They also had problems when reselling their equipment. Their Service Manager said they were "selling junk" — the vehicles in poor shape couldn't fetch a high resale price due to rust and a worn, oxidized appearance.



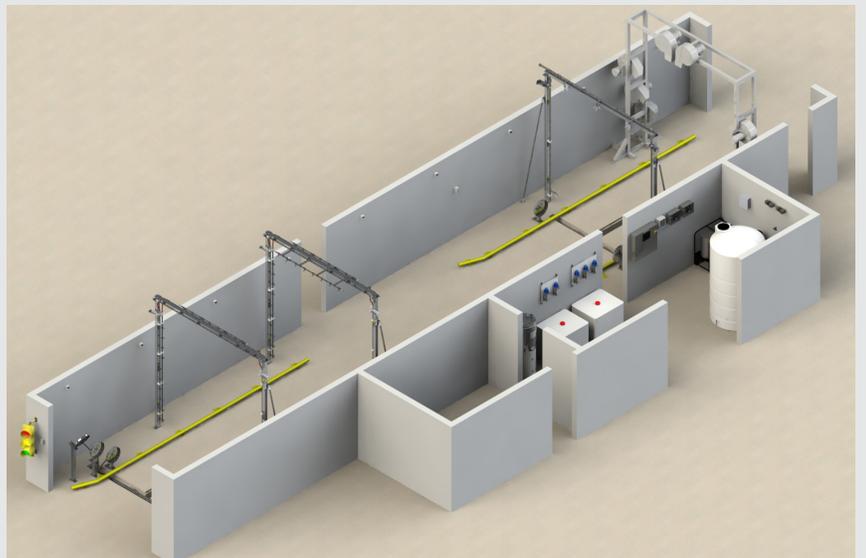
*"Since we have lots of plow and salt trucks, we are basically our own worst enemy. It was normal for frames to rot out, brake valves to corrode, the rear disk covers rot out, and even the transmissions. We needed a better way to flush and clean the trucks."*

*- Dan, Service Manager*

# The Solution

The Michigan Road Commission needed a way to wash their trucks with strong focus on removing road salt and other rust causing materials while still cleaning their entire fleet, regardless of shape or size. Equally important, they needed a system to be convenient and quick for drivers that would still be usable during the winter.

Hydro-Chem Systems designed and implemented an Automated Touchless, 2-Step Fleet Wash as a solution. It included an optional pre-wash, an enhanced undercarriage wash, and a unique water cannon to be used for cleaning out the salt and sand from vehicle beds.



# The Results

The Michigan Road Commission installed their 2-Step automated wash system several years ago and have already seen significant reductions in fleet maintenance. Not only does it allow them to clean their fleet up to 9 times faster than washing it by hand, it transformed the way they maintain their fleet.

The trucks that have been consistently washed in their automated wash system are going on four years with the same slide brake valves! That's up to **\$60,000 saved in four years on a single maintenance part**. And that's just one part of many that has been protected from corrosion.

Now, the drivers at the Road Commission can easily wash their trucks in a few short minutes. This makes it easy to have their vehicles run through the 2-Step system multiple times every week, preventing salt and other grime from building up and causing issues.

With the combination of reduced maintenance needs and a faster washing process, there has been a drastic cut in truck downtime, giving them the capability to handle Michigan's unpredictable weather with much better flexibility without any additional burden on drivers.

In addition, the Road Commission has gained the ability to sell exceptionally maintained used vehicles. Not only can they sell their equipment more quickly, but for a much higher asking price.

Overall, they have cut down their maintenance costs, significantly reduced downtime, and improved their fleet maintenance ROI with their investment in a 2-Step automated wash system.



## Building a Another Automated Wash System

With such a successful experience with Hydro-Chem Systems and because of the incredible improvements to their fleet maintenance problems, the Road Commission is already in the process of planning an additional automated wash system at another location.

If you need results like these for your fleet, contact us today for a completely complimentary consultation.

**We've helped many companies, municipalities, schools, and others clean fleets just like yours for more than 50 years and we can help you too.**

We study your fleet washing process, take into consideration the area you operate in, and find the right solution for you. Whether it's an automated system similar to this Michigan Road Commission's or an improved washing process for your manual wash bay, we'll work with you to identify the best fit for your fleet.

Don't let corrosion destroy your vehicles!



*Hydro-Chem Systems is an experienced leader in automated vehicle wash systems, fleet washing detergents, and servicing equipment. Our passion is WOWing the customer by using an educational approach to provide a solution that best fits your needs. We want to help you clean more in less time and reduce headaches by lowering your cost-per-wash & vehicle maintenance.*

*With over 50 years of experience, superior conceptual design, and results-driven engineering, we design, manufacture, install, start up, and account manage automated vehicle wash systems built to exceed our customer's expectations.*

*We manufacture full size automated drive-thru systems as well as other types of washing equipment for smaller fleets that don't want or need a full size system. We also formulate and manufacture our own fleet washing detergents using the latest chemical technology to fit your application. We make it our goal to offer a full solution for all your fleet washing needs.*

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