



## Fit-&-forget Airtab solution reduces drag, fuel usage & carbon emissions at Kenyon Road Haulage

Kenyon Road Haulage of Blackburn is a family business celebrating its 80th year in 2013. Managing Director Wayne Kenyon believes that "investing in the future is the only way to achieve real and substantial growth in the industry." That is one of the reasons he was very interested in trialling Airtab on his fleet of

tractor units. With fuel now being the largest cost for hauliers and with no sign of the price abating, there is no shortage of ingenious devices to help save fuel costs.

Airtab is an exciting product in the fight against ever-increasing fuel prices and is one of the only products on the market that is "fit and forget",

requiring no maintenance. Installation takes on average less than one hour per truck, so can be done at routine maintenance intervals, without incurring time off the road. Many of the UK's larger fleets are now aware of the benefits Airtab can offer them on their fuel bills, with reported savings of 2% to 5%.

Kenyon began trialling Airtab on three Mercedes tractor units in March 2012 and very quickly noticed that the product was performing well to varying degrees, depending upon the particular trailer the tractor units were pulling. The minimum increase achieved was 2.49% mpg over a three-month period, for a truck usually coupled to a double-deck curtain-sided trailer. Results for the other trucks were even more encouraging for leading standard curtain-sided trailers. A Mercedes Actros Mega 2544 achieved an extra 3.22% increase in mpg for its 440HP engine, whilst a Mercedes 2566 460HP unit gained an extra 3.63% in mpg.

Kenyon quickly realised that, when the trucks were fitted with Airtab, the payback time on the product was three months so that, by equipping a further five trucks every couple of months, the whole process became self-funding, until virtually all their long-distance trucks were sporting Airtabs on their cabs.

The average saving being made by the fitting of Airtabs to the company's tractor unit fleet is currently 3.11%. On a truck travelling 80,000 miles per year, this equates with nearly £1,500 per truck, based on recent fuel costs and representing an unprecedented payback time of less than ten weeks against the product purchase costs. Obviously the real savings are fully appreciated when these savings are multiplied among fleets operating 20, 50 or 100 trucks.

The science behind the product is very straightforward and logical. Airtabs work by smoothing and controlling the air away from the gap between tractor and trailer, or indeed at the rear of the vehicle. Once air gets into these places, it creates drag, and documentary evidence shows that as much as 50% of the truck's horsepower must compensate for the drag, which means that a lot of fuel is used just for this purpose. Airtab reduces the drag, allowing the vehicle to move forward more easily, resulting in a reduction in energy and fuel required.

The Airtab product has been tested and proven over millions of road miles, enduring extremes of climatic conditions and proving to be both durable and maintenance-free. Airtab also has environmental benefits, since any reduction in fuel is directly and equally linked to a reduction in carbon emissions. For instance, a 3% reduction in fuel means a 3% reduction in carbon produced. That also enhances fleet operators' green credentials. Further benefits have been discovered along the way, including drivers commenting that there are vehicle handling improvements in terms of greater stability. What is more, stopping the rush of air creating drag at the rear of the vehicle helps stop all the dirt that accompanies it, and in so doing keeps the rear of the vehicle much cleaner.

Kenyon Road Haulage, along with many independent and larger blue-chip logistics companies, are looking to Airtab in their constant battle against ever increasing fuel costs. Airtab provides excellent savings and represents one of the best value fuel-saving products on the market today.

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