



BETTER
THROUGH
INNOVATION.

BTI's ULTRA-LIGHT
NEVER-SEIZE
MANHOLE ASSEMBLY

COST OF OPERATION

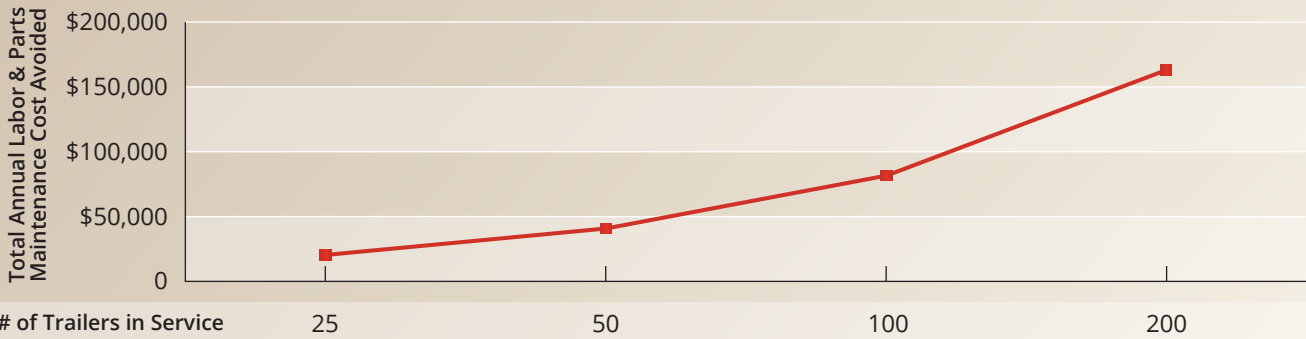
SAVE UP TO
\$816 PER TRAILER
ON MAINTENANCE COST AND
INCREASE ANNUAL REVENUE BY
\$328 PER TRAILER

Total Maintenance Savings

By having BTI's Never-Seize adjusters you avoid the annual labor & replacement parts cost on each trailer.

Total Annual Labor & Parts Maintenance Cost Avoided

Number of Trailers	Labor	Parts	Total
1	240	576	\$816
25	6,000	14,400	\$20,400
50	12,000	28,800	\$40,800
100	24,000	57,600	\$81,600

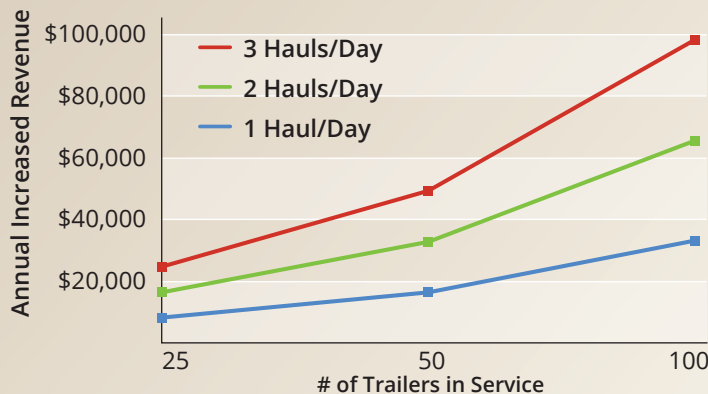


Parameters used for calculations

- Hours to replace hardware on hopper trailer is 8.
- Fully burdened labor rate is \$30 per hour.
- Cost of example adjuster with cam arm is \$24.00.
- 24 manhole adjusters per trailer.

Revenue Gain Based on Total Weight Savings

Annual Increased Revenue Based on Size of Trailer Fleet



Annual Increase in Revenue per Trailer

1 - Haul per day	\$327.60
2 - Hauls per day	\$655.20
3 - Hauls per day	\$982.80

Parameters used for calculations

- Total weight savings is 84 lbs.
- Example rate per ton hauled is \$30.00.
- Based on 5 days per week.

Double your weight savings and increase your revenue by using all of BTI's Light-Weight parts!

All BTI products are guaranteed to:

LAST LONGER. WORK BETTER.

1 800-841-5524 • BulkTankInc.com

