
“Travelers Staying Warm, Saving Money with Espar” Video Transcript

VIDEO DESCRIPTION:

Length 04:18 min

With more than 200 trucks on the road, covering virtually all of North America, Travelers was looking for a way to reduce their fuel spend. The obvious place to look was at reducing their fleet's overnight idling. They turned to Espar for help.

VIDEO TRANSCRIPT:

[Intro music in background]

“Travelers Transportation

-Head office: Brampton, ON – Est. 1985

-Satellite Terminals: 3

-Trucks: 270

-Trailers: 600

-Drivers: 285

-Miles Driven: 26,000,000 annually

-Using Espar Heater Systems since 1996”

(Larry Arenburg, Fleet Manager, Travelers)

Travelers Transportation has 243 Class A cab trucks, we cover all of North America. The driver is booked into 14 hours He drives, does his deliveries and that is 14 hours, so the truck has to sit for 10 hours, the truck be running the costs on a the company would be one would be maintenance cause your alternators are running all the time your AC compressors are going all time, your engine is running all the time and your turbo is running all the time.

[Engine running sound in the background]

“Idling Facts:

A recent study found night time idling increased a trucks wear-and tear costs by as much as \$2,000 per year. Source: American Transportation Research Institute.”

(Larry Arenburg, Fleet Manager, Travelers)

You got all these factors, all the mechanics in a truck which is running all the time, then the fuel consumption probably at 1.2 gallons an hour. Why spent Money when you don't have to? And so we have implemented not idling, for example the Espar, we installed Espar in hour trucks – it's a tool to safe the company money!

[Background music]

“Travelers Transportation

Idling Percentage Prior to Installing Espar Heaters: 46%

Idling Percentage After Installing Espar Heaters: 20%”

(Tony Bergeron, Company Driver, Travelers)

When my 14 hours are up, I got a 10 hour break period to take sleep time, I'll pull into a truck stop, start up my Espar, go inside for a shower, come back out, get into the truck, I am nice and toasty warm, get comfortable, take care of some paperwork for the day, logbook, call my wife, I could chat with my children on the internet.

With the Espar system, the first night I had to turn the radio on to get a little bit of a noise, that's how quiet it is, basically my home away from home. I spent more time here than I do in my apartment so I try to get as comfortable as I can and the Espar unit helps me to do that.

(Larry Arenburg, Fleet Manager, Travelers)

Gen Sets came basically after... the Espar...and there again like 250 trucks...we decided to go gen sets, saved 10 / 12 thousand dollars that's quite the outlay. And also, I don't even have enough mechanics to maintain the Gens Sets versus the Espar.

Video Transcript



"Return on Investment

Based on a \$3 gallon, Gen Sets can take 3 years before showing any return on investment. Source: Argonne National Laboratory.

Espar heaters: 12 Weeks!"

(Larry Arenburg, Fleet Manager, Travelers)

I get a call about once year on an Espar and there's a little screen which plugs up with carbon and is just like anything else, you don't use it for a while it just sits, fires up after you do a quick little half hour work on it.

(Tony Bergeron, Company Driver, Travelers)

When I used to be an owner operator, I used to burn between 14 and 15 gallons a fuel a night, which can run quite costly. The Espar Heater wouldn't burn a gallon in one night sleep.

"Idling Facts: An Idling truck engine burns on average, 1.3 gallons per hour. An Espar Heater burn as little as .05 gallons per hour."

(Tony Bergeron, Company Driver, Travelers)

I have calculated roughly a saving of \$700 a month using the Espar System, it's a no brainer.

Anybody that owns a truck will use the Espar System if he wants to safe money, plus by not idling your truck you safe a lot of wear-and-tear, engine hours, a lot of pollution, which you don't have with the Espar System, it's just a great system. I love it!

"Travelers Transportation

Company-wide, Travelers' 285 drivers are kept warm by their Espar heaters over 30,000 nights per year."

(Larry Arenburg, Fleet Manager, Travelers)

It's been a pretty good, good little handshake with Espar. In fact they have invented something like this to help the trucking companies out.

"Travelers Transportation

Travelers' annual savings directly attributable to their use of Espar Heaters: \$700,000+"

[Background music]