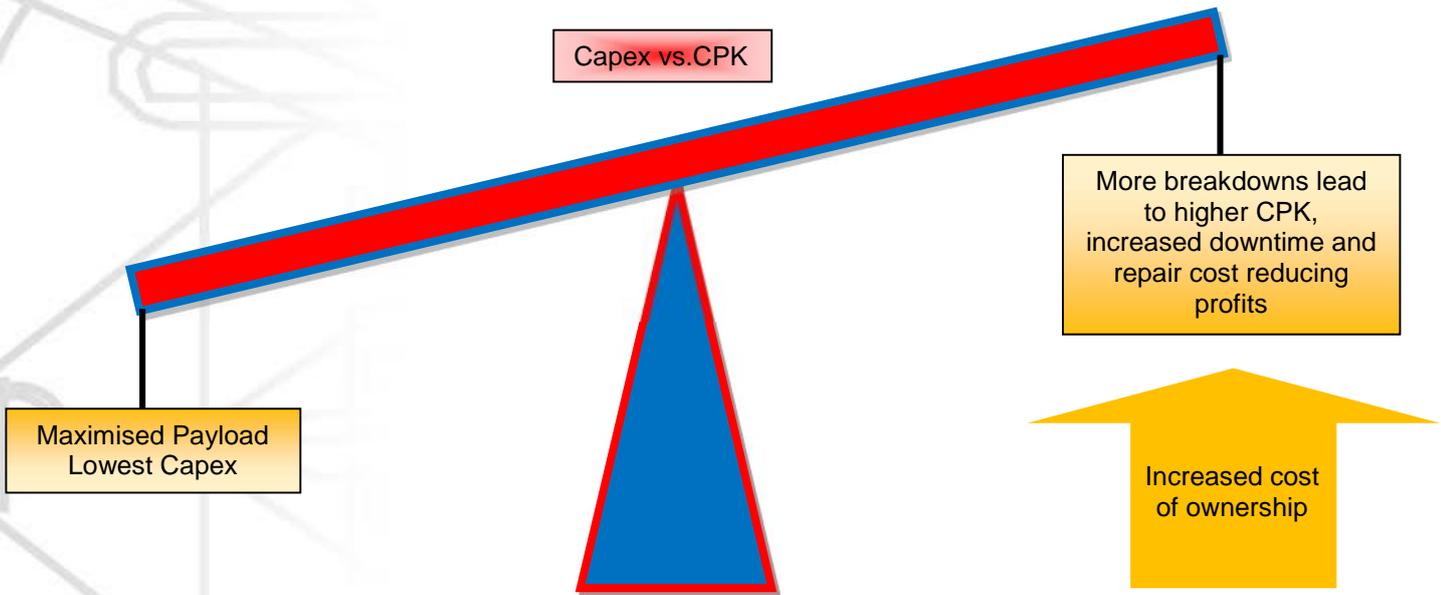


Capex vs.CPK, the key is finding balance

What is the value of specifying your vehicle correctly? The weight of the purchase price sometimes overshadows the long term cost of ownership. In the transport industry the buzzword is payload, maximizing payload means you have to reduce the weight of the vehicle carrying the load. This means you have to strip every gram to carry the maximum payload. By being able to carry more load you are making more money, which is the mainstream thinking anyway.



There is however another side to the coin, maintenance carries with it a hefty price of ownership and if the vehicle is not on the road then downtime can become a major cost contributor as well. By chasing payload exclusively you are asking lighter components chosen for their weight advantage exclusively to perform and give a return on investment in an application with road conditions or loads it was never designed for.



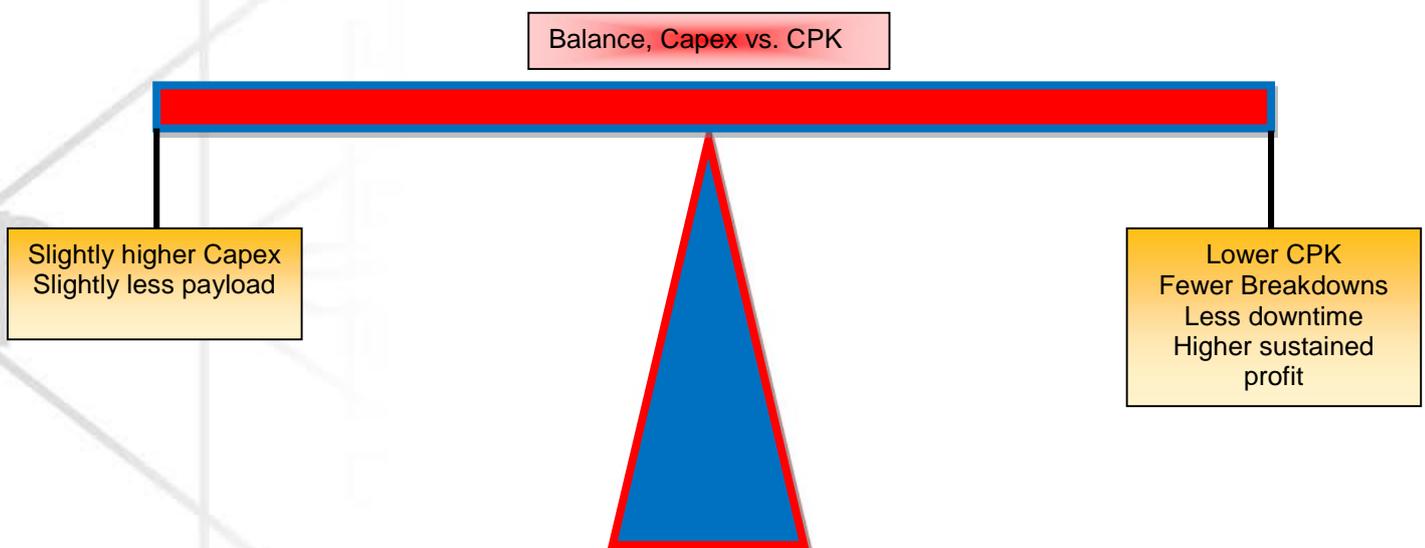
Cracked skid plate support structure too light to support the load of the trailer



Cheap un-known kingpin flange broke away causing the trailer to fall and thousands of Rands in damages

Unfortunately the norm in South Africa is that by the time **Jost** is asked to make an assessment on fifth wheel, skid plate or landing leg wear and or other damage, it is incorrect specification or lack of specification that is at the heart of the failure in question not to mention damages to the more expensive surrounding components. It seems that there is no communication between purchasing and maintenance? Correcting the mistake now adds even more downtime and cost further increasing CPK, this is very much avoidable by just fixing the basics at purchase by specifying correctly.

As with everything in life it is important to find a balance, if you add a bit more weight and or cost at purchase the vehicle will be easier to maintain with less downtime and breakdowns resulting in a more profitable vehicle over a longer period of time and a more successful business.



Herein lies the value of specifying correctly, match the hitching equipment correctly with the challenges of your application, take into account the vehicles centre of gravity, dynamic or static loads, type of road conditions and environmental impact and select the fifth wheel, kingpin/skid plate and landing leg combination that will provide the longest lifespan with the lowest CPK, This will increase the life of both the skid plate and the fifth wheel optimizing profits in the long run. One fifth wheel cannot possibly cover all applications and fitting the wrong one will lead to increased tyre wear, cracks in the chassis, bolts coming loose and other failures requiring more downtime and higher maintenance costs.

Jost has more than 50 years' experience in the African marketplace and can assist with correctly specifying your vehicles hitching components to reduce your vehicles CPK. Let us assist you in limiting breakdowns and profit sapping downtime. Know what you are working with prior to purchase! Maximize your vehicles potential by specifying correctly and don't leave your fleet's profitability to chance. The key to increased profits lies in reducing downtime and maintenance costs, and specifying correctly at purchase lies at the heart of reducing any vehicles Cost Per Kilometer.

If you build it right first time you won't have to rebuild it later at a higher cost.

For assistance with specification please contact [Christo de Clerk](mailto:christo@jost.co.za) at
Jost on 082 774 9818 or via email christo@jost.co.za