

## Case 2: New trailer flooring solution can save mid-size trucking companies 400K annually

**Summary:** Before WISA-TopGrip Evo2 trailer flooring was launched on the market, its performance has been measured not only in laboratory tests but also in user tests under demanding road conditions in Northern and Central Europe. Installing WISA-TopGrip Evo2 eliminates the need for disposable friction mats and helps mid-size trucking companies to save hundreds of thousands of euros per year.

Around 1.7 trillion tonne-kilometres of freight are moved by road per year in the EU and the figure is expected to rise in the coming years.<sup>1</sup> Most of the road freight is transported in a few countries: among EU's 28 member states, seven countries – Germany, Poland, Spain, France, the United Kingdom, Italy, and the Netherlands – account for 75% of the EU's road freight transport in terms of tonne-kilometres.<sup>2</sup>

The trucking industry is seeing more competition as each player seeks to differentiate itself in terms of efficiency, effectiveness, and value for money.<sup>3</sup> This competitive landscape means that transport companies' leadership face the challenge of ensuring the profitability of each truckload, especially considering that the average total cost of operation per truck can be as much as €165 000 per year.<sup>4</sup>

At the same time, trucking companies cannot prioritise profit over safety. Any initiative to cut costs in order to maximise profit has to be taken while ensuring that personnel are not exposed to unsafe work or driving situations.

### **A safe and cost-effective alternative**

In trucking companies, personnel are most vulnerable to accidents when the cargo is being loaded and secured. Together with the ratchet strap, one of the most common solutions to secure cargo is the manually installed anti-slip or friction mat but it exposes personnel to several risks. They could fall off the trailer while installing it or risk having a part of their clothing or body caught under the cargo.

While using anti-slip or friction mats is a popular option for making sure that heavy loads are secured properly during transport, there are many downsides to using them, apart from the safety risks already mentioned. Anti-slip mats have a fairly short lifespan and need to be replaced constantly. Considering that anti-slip mats cost about €0.50, each truck load can cost between €15 to €20, not to mention the additional time and labour cost from inefficient loading and unloading

---

<sup>1</sup> Muncrief, Rachel and Ben Sharpe. "Overview of the heavy-duty vehicle market and CO2 emissions in the European Union." ICCT. Retrieved from the internet on 24.01.2019. [www.theicct.org/sites/default/files/publications/ICCT\\_EU-HDV\\_mkt-analysis\\_201512.pdf](http://www.theicct.org/sites/default/files/publications/ICCT_EU-HDV_mkt-analysis_201512.pdf)

<sup>2</sup> "The Economics of the trucking industry." Transport & Environment. Retrieved from the internet on 24.01.2019. [inconvenienttruck.eu/the-economics-of-trucks-industry/](http://inconvenienttruck.eu/the-economics-of-trucks-industry/)

<sup>3</sup> Callahan, Amanda. "Competition Heats Up in the Trucking Industry." *Shipping & Logistics Blog*, Lilly & Associates, 9 April 2018, [www.shiplilly.com/blog/competition-heats-up-in-the-trucking-industry/](http://www.shiplilly.com/blog/competition-heats-up-in-the-trucking-industry/)

<sup>4</sup> Braun, Markus. Fehrenkötter-Test nach zweieinhalb Jahren Sieben Kandidaten ziehen Bilanz. trans aktuell. Retrieved from the internet on 29.01.2019. [www.eurotransport.de/artikel/fehrenkoettertest-nach-zweieinhalb-jahren-sieben-kandidaten-ziehen-bilanz-8604459.html](http://www.eurotransport.de/artikel/fehrenkoettertest-nach-zweieinhalb-jahren-sieben-kandidaten-ziehen-bilanz-8604459.html).

practices. For purposes of calculation, assuming a fleet of 150 trucks are on the road four times a week, anti-slip mats can cost the company up to €400 000 annually.<sup>5</sup>

Testing of the new WISA-TopGrip Evo2 trailer flooring has been carried out in the past couple of years. The new cargo securing solution helps make loading more efficient, saving fleets both time and money. Using WISA-TopGrip Evo2 trailer flooring saves an average of between 5 to 15 minutes per load. In addition, using WISA-TopGrip Evo2 saves the company from spending up to €6 000 on friction mats annually for each truck.<sup>6</sup>

The second generation WISA-TopGrip Evo2 trailer flooring has performed well in laboratory testing measuring its friction coefficient when used with paper reels, EPAL pallets and gitter boxes.<sup>7</sup> In test situations, which included testing WISA-TopGrip Evo2 floors against extreme loads, they showed no sign of damage even after a year of use.<sup>8</sup> Most importantly, installing WISA-TopGrip Evo2 trailer flooring instead of using friction mats minimises the accident risks that trucking personnel are exposed to. By replacing anti-slip mats with WISA-TopGrip Evo2 trailer flooring, trucking companies can save hundreds of thousands annually while improving their competitiveness by making loading more efficient.

---

<sup>5</sup> Check estimated savings via the calculator at [http://campaigns.wisaplywood.com/WISA-TOP-GRIP\\_LandingPageWisaTopGrip.html](http://campaigns.wisaplywood.com/WISA-TOP-GRIP_LandingPageWisaTopGrip.html)

<sup>6</sup>“Durable and sustainable high-friction coating on trailer floors with WISA-TopGrip.” WISA Plywood, retrieved from the internet 18 January 2019, <https://www.wisaplywood.com/news-and-stories/stories/durable-and-sustainable-high-friction-coating-on-trailer-floors-with-wisa-topgrip/>

<sup>7</sup> WISA-TopGrip Evo2 product sheet. <https://www.wisaplywood.com/siteassets/documents/brochures/wisa-topgrip-evo2-en-fs.pdf>

<sup>8</sup> “Transportation companies are convinced about the top performance of WISA-TopGrip Evo2 floors.” WISA Plywood, retrieved from the internet, 16 January 2019, <https://www.wisaplywood.com/news-and-stories/references/transportation-companies-are-convinced-about-the-top-performance-of-wisa-topgrip-evo2-floors/>