

**UP Time**

**Fall 2023**



**Engineering**

**Peter Viveen**

### **POTENTIAL REVENUE vs. WORN-OUT SHREDDER CUTTERS**

We are often asked by our customers “when should the shredder cutters be replaced?”. This is a great question that boils down to input cost & potential revenue opportunity. Answering this question based solely on shred hours or appearance can be an expensive mistake.

To get an informed answer to this question you will need to run controlled capacity tests on the shredder at least once a year. The data from controlled testing will provide you with the tools you need to determine the feasibility of replacing shred cutters.

Once you have year over year info from controlled capacity testing you will know your trucks past & current performance. You can use this basic data to help determine a reasonable shred cutter ROI. There are however other ROI factors that vary from truck to truck & business to business. Factors such as; purge truck or route truck, will higher capacity get extra stops in each day or reduce the labor input, how much cutter life is left, how much will performance drop as time passes, will the truck be sold or retired in the next few years.....all these factors & more influence the ROI that ultimately leads to an informed decision.

### **How to perform a meaningful controlled capacity test**

Important Note: Be consistent with the testing method & data collection.

**Unload paper payload:** Back pressure from a load of paper can influence test results.

**Measure cutter speeds:** Using a black spray bomb, paint a stripe on each cutter shaft. Run the shredder at maximum operational speed. From the curb side monitor, count the number of times the stripe passes by in 60 seconds. This result is the RPM of the cutter shaft. Count both the front & rear shred shafts.

**Prepare paper:** Weigh & record (4) empty 96 gal carts. Fill each cart with mixed office paper (be consistent with the paper mix & paper quality for this test & future tests). Weigh & record the filled carts. Calculate the Net paper weight in each cart. Fill a fifth cart with paper, no recorded weights required.

**Warm up equipment:** Warm up the hydraulic fluid by running the equipment then shred the fifth un-weighed 96 gal. cart & proceed immediately to step 5.

**Capacity Test:** Be ready with a stopwatch. Feed the first of (4) weighed carts into the shred hopper. Start the timer only when the shred pressure gage begins to noticeably rise. Be ready to feed the next weighed cart into the shred hopper. DO NOT tip more paper into the shred hopper until the previous cart is 90%-95% shredded. Repeat tipping paper into the shred hopper until all four carts are empty. DO NOT let the shredder run empty during testing. On the final cart stop the timer when the 96 gal. cart is nearly fully shredded & you see 50% of the shred cutters.

**Calculate Capacity:** (total Net paper wt. / # sec. to shred four 96 gal carts) \* 3600 = LB/HR

Feel free to give us a call to discuss your shred truck potential.

***Shred till ya puke!***

***Pete Viveen—Technical Director***



### Service Calls

A good part of my day is handling service calls from operators on the road with the shredding equipment assistance. I also get calls from service providers for more technical issues and questions about repairing trucks. Getting service calls from the operators is always interesting, fun and sometimes very challenging. Time and time again I hear from the drivers that they were instructed how to drive the truck and operate the shredding equipment, beyond that one driver told me that he doesn't know "a fuse from a fender" on his truck which was kinda funny and brutally honest. When it comes to service calls I do not expect the drivers to have extensive knowledge on how to fix a truck. However, it is much easier when the driver knows the basic components of the shredding equipment. Knowing where the fuse panel is, hydraulic manifold, PTO shafts and safety switches makes the service calls much easier and the drivers have more confidence when it comes to relaying the problem with the truck. Training makes the service call easier to understand and the driver knows what they are looking at and where to go when I ask questions to get the truck back on the road. This is also a benefit to the owners as the truck has less down time or coming back to the service shop for a repair that may have been able to be resolved out on the road.

What we have noticed in the last few years is operators telling us "they told me how to drive the truck and what buttons to push" and not really understanding how the shredding equipment works. Alpine Shredders has an online training program that is FREE! The training gives an understanding of basic components of the shredding equipment, safety equipment, proper operation and regular maintenance. I understand that training does seem like a waste of time, but is it really? I feel proper training is a huge benefit to the owner as the operators understand what they are doing, can be more efficient and when problems arise they are able to relay the problem much easier to us on the phone or to your repair facility which equals less down time. I am aware of the troubles with finding people to drive trucks and the high turnover rate. It may be something to consider that training the operators right away may reduce the turnover rate due to the fact that they have a little more knowledge about what they are doing. I'm sure most of you have a way you train new drivers, remember we can help you with training with our FREE training program which only may take a few hours. Please feel free to contact Drew Wakutz or anyone of us when it comes to training questions. Let us help you get better shred truck operators.

*Derek Sittler—Alpine Service Department.*



## Sales

Guy Wakutz

M2-106 PLUS!

We just received our **first 2024 M2-106 PLUS chassis** with the redesigned interior and safety features in this STAK26 configuration. Some slight changes to the dash and interior that makes it feel more “car like” with steering wheel controls but it’s still a medium duty truck with the same Cummins engine and Allison transmission. As you may note in this picture, we added the polished aluminum steps as the older units looked like crap after a year and these steps will hold up a lot better.



Air brakes and low-profile tires provide better driving characteristics along with lower height (under 12' in NON-CDL) improving fuel economy and allowing access to some height restriction areas. These new “PLUS” chassis will hopefully be coming in beginning of the new year and we believe this will be a winning combination moving forward. Give us a call if you want to know more and as always...HAPPY SHREDDING!

*Take care and Happy Shredding.*

*Guy Wakutz - President/Sales Manager*

Logistics Options

I'm once again to make a quick plug about our Alpine Shredders Online training. If you and your employees have not taken our training, please reach out to me with full names and emails of all those needing the training and I will easily set you up!

Moving forward with the sales and shipping process I wanted to take a moment to discuss the logistics side of my job.

For those of you who are unaware, in addition to working in sales here at Alpine, I am also responsible for shipping all of your trucks to you over the border. This process is typically very smooth and painless, however for those who aren't excited about prospect paying for a drive service, there is another option.

Several times each year, some of our customers elect to either send a driver, or come up themselves to pick up their new Alpine truck and drive it home. If this is something your interested in we are more than happy to oblige! Come visit with us and tour our facility, and see how the sausage is made!

Clearing driver and trucks to cross back into the US is easy enough for me one I get some simple paperwork.



Moving forward if you'd like to take the option to picking up your new truck, we would be more than happy to help with the arrangements and have you here for a visit!

***Keep On Shredding On!***

***Drew Wakutz - Sales, Marketing, Logistics***





Project of Interest

I have been a part of the Alpine Shredders team for just over a year. In that time, I've been working on a lot of interesting projects. My first major project that I believe would be of most interest to you is the design of the extended drone body. This consists of an extra compartment for storage at the front of the body. This storage area is 7'8" by 3'10" with a 2'9" wide access door on the passenger side of the truck. This adds 2 feet to the total length of our standard STAK 33 truck. This extra storage can be used for toter space, tools, or just general storage.

This new body design requires a longer wheelbase than our standard STAK 33 chassis. If you think this design would be beneficial to your fleet, please consult with Drew Wakutz or Guy Wakutz for delivery times and details.

Overall, the last year has been awesome experience and I'm looking forward to what the future brings.

*Ryan Blasig—Service & Engineering*