

Case Study: Knights of Old



Knights of Old

Established in 1865, logistics specialist Knights of Old operates 196 trucks and 222 trailers from five sites across the UK.

Based in Kettering, the Knights of Old's fleet consists predominantly of Scania and Iveco vehicles operating at up to 44 tonnes. Its vehicles service the whole of the UK and Ireland, each travelling approximately 165,000 km a year.

The company regularly reviews its tyre policy to ensure its fleet is fitted with the safest and most cost-effective tyres available.

Technical Director at Knights of Old, Kelvin Gingell, explains: "We are a very forward thinking company and are always looking for ways we can improve our service and make our fleet operate more efficiently."

The Michelin approach

Knights of Old fitted a test set of 315/80 R 22.5 X MultiWay 3D XZE steer tyres to one of its Scania 6x2 tractor units in August 2011 which was monitored by both Knights of Old and the local Michelin Account Manager.

Michelin recommended the X MultiWay 3D range as it's designed for regional and national operators where vehicles are using a mix of local and major trunk roads. Available in 295/80 R 22.5, 315/70 R 22.5 and 315/80 R 22.5 sizes, the range includes steer and drive tyres which have quickly established themselves amongst the top-selling Michelin commercial vehicle fitments throughout Europe.

After a year of impressive performance from the tyres, Knights of Old decided to switch its entire fleet to Michelin for both its original equipment and replacement needs, with servicing and maintenance being carried out by the company's tyre service provider, Tyres Northampton.

As a member of the Michelin Truck Professional network, Tyres Northampton is audited annually to ensure its equipment, training, reporting and customer service levels meet Michelin's high standards.



Results

The company's original test tyres covered more than 300,000 km over two demanding years in service, with 5.5mm of tread still remaining when the vehicle was returned to Scania at the end of its lease. At this stage the tyres had already exceeded the previous fitment's average mileage by 50,000 km, reaffirming the company's decision to switch to Michelin.

"Since Michelin first approached us about trialling the X MultiWay 3D tyres we've seen multiple benefits," says Gingell. "This has included terrific mileage performance, topping our previous premium fitment by a significant margin, plus Michelin has also been proactive in working with our local tyre dealer and vehicle suppliers to ensure we get the maximum performance from our rubber."

All Michelin tyres are designed to offer multiple lives, to ensure they deliver the lowest total cost of ownership. Had the initial Scania remained in service, it is projected its steer tyres would have achieved 355,000 km before needing to be regrooved at 3mm – a process which extends tyre life by up to 25 per cent.

Once the regrooved tyres had worn to the legal limit, they would have been sent to Michelin's Remix factory in Stoke-on-Trent to be comprehensively remanufactured, before being put back into service, and then finally regrooved again, providing exceptional longevity from each new Michelin casing.

Moving forward, Knights of Old is working closely with Tyres Northampton to ensure all of its Michelin tyres follow this same multi-life approach.



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