

# Case Study: Hermes



## Hermes

Hermes is the UK's leading consumer delivery specialist handling more than 160 million collections and deliveries each year nationwide. It provides a range of flexible and affordable delivery options that are suitable for consumers and fit within their increasingly busy lifestyles.

Operating a fleet of 490 trucks and 450 trailers, Hermes works with a wide range of leading high street, catalogue and online retailers including Next Directory, ASOS, QVC, Tesco, John Lewis, New Look, Debenhams, Arcadia Group, JD Williams, Damart, Lakeland and M&M Direct. The company's long-distance trunking vehicles each travel up to 180,000 km a year.

## The Michelin approach

Leeds-based Hermes traditionally fitted Michelin XTE3 'regional' trailer tyres, before deciding to trial Michelin's long-distance X Energy SaverGreen XT fitments when ordering 300 new aerodynamic Cartwright Cheetah Fastback trailers in September 2012.

The combination of low rolling resistance tyres and aerodynamic trailers reduced the fuel consumption of vehicles pulling the trailers by an average of 4.5 per cent compared to standard tyres and trailers.

Hermes' Fleet Manager, Rob Elmore, says: "We are always looking for new ways to improve our fleet efficiency and when we placed an order for new aerodynamic trailers Michelin recommended fitting energy saving tyres so we could get the maximum return from our investment.

"A combination of the trailers' aerodynamic design and the Michelin fuel-saving tyres cut diesel consumption by nearly five per cent. For a fleet of our size, that adds up to significant savings."

## Results

On the back of the performance of the tyres, Hermes has renewed a three-year Michelin tyre contract which will see it specifying the manufacturer's fuel-saving tyres on its trunking vehicles.

This will see Hermes continue to fit its trailers with X Energy SaverGreen XT tyres, whilst all new tractor units will come specified as original equipment on the latest low rolling resistance X Line Energy tyres, as standard.

The two Michelin fuel-saving ranges, which are designed for vehicles operating at high average speeds on motorways and major trunk roads, help to reduce fuel bills, cut emissions, and offer a low total cost of ownership to Hermes.

Elmore explains: "As a company we have set clear CO<sub>2</sub> reduction targets which we're keen not just to meet, but to exceed. It's amazing how much a simple exercise such as switching tyres can contribute to lowering carbon emissions and fuel costs."

Like all Michelin truck tyres, the X Energy SaverGreen and X Line Energy ranges are designed to be retreaded and regrooved several times, for multiple lives in service. Michelin says the ability of its low rolling resistance tyres to improve total value of ownership is a direct result of its annual investment of €622 million in research and development – more than any other tyre manufacturer in the world.



"It's amazing how much a simple exercise such as switching tyres can contribute to lowering carbon emissions and fuel costs."