LMT Inc.
Industrial Vacuum Equipment

"Any truck that is built has the potential to be overweight, depending on how the customer uses it. It is very important to us that we can educate our customers on the potential for being overweight, recommend an optimal configuration, and get sign-off on their chosen design."

Before TruckScience

Many of Mike's customers rely on him to recommend a chassis for the work they want to do. In the past, Mike had been using a dynamic graphical tank size wizard and spreadsheet that he had developed in-house. These were becoming cumbersome to maintain, as configurations became more complicated, for example, when pusher and tag axles were added. Mike felt he was putting too much effort into managing these tools, and needed to concentrate on his core business. Having used axle load calculation software 'Load Xpert' previously, Mike began to search for a web-based alternative.

Implementing TruckScience

When he discovered TruckScience, Mike was delighted that he wouldn't need to install and maintain the software, really appreciated the low cost of entry, and loved that updates were scheduled regularly and applied automatically. LMT Inc. subscribed to TruckScience and immediately set about working it into their sales process. Off the bat, Mike had lots of questions about how the app worked, and was very impressed by the responsiveness of the TruckScience team through the live chat within the app. Mike shared feedback about features he would like to see added, and has been consistently satisfied when these have been implemented in later releases.

**Mike Fenneman,
Owner and General Manager,
LMT Inc.,
Illinois, USA**

LMT Inc. has been manufacturing vacuum truck bodies for new and used trucks for over 40 years.

Impact

Mike regularly uses the reports generated by the app to communicate with customers. In the past, he had to format output from a number of different tools. Now he can generate a one-page PDF document, detailing LMT's proposal to the customer.

"Some of our customers don't ever go on the road, operating only in their own manufacturing plant. They are primarily concerned with safety considerations and don't have to worry about on-road regulations. With the TruckScience app, we can override the regulations provided by default, and demonstrate the optimal solution for their needs. The intuitive interface, with 'drag-and-drop' functionality and axle weights recalculated on the fly, make this all easy to do."

"Knowing that we are using an industry-standard tool, and that our load balancing calculations are correct and complete brings great peace of mind."

Favorite Feature

Mike's favorite feature is the library of chassis specs within the app. Not having to gather the truck specification information before starting on a design is a big time saver. The web-based nature of the tool is also hugely significant.

TruckScience