

The Journey With Hesheng Road Milling Contractor X EVERPADS

Hesheng Road Construction needed a premium product without a premium cost spare parts solution to increase profitability for its business.

INDUSTRY / Road Construction

MACHINE TYPE / Asphalt Milling Machine

MODEL / W100 W100 Ri



CHALLENGES

When the company used only original replacement parts, it found the profit margin was low, adding significant financial pressure to the business.



SOLUTION

The business discovered a reliable aftermarket spare parts manufacturer to replace the original replacement parts they had been using.



THE RESULT

40% decrease in Milling Machine replacement cost

In this inspiring story, we introduce the journey of Hesheng, a contractor that now uses EVERPADS products. Before, Hesheng had been financially constrained by its asphalt milling machines' significant maintenance costs. In this customer success story, we tell how EVERPADS supports Hesheng's challenge: Minimize the high maintenance cost.

Background

The founder of Hesheng, Mr. Ga, has 12 years of experience in road milling construction milling projects. Currently, he manages a small crew with three W100 milling machines, mostly with small road, sideline, and parking lot contracts. Despite their success, they faced a major problem with the substantial replacement costs of original spare parts, which threatened the growth and success of the business.

The Challenge: The Pressure Caused by High Maintenance Costs

Mr. Ga mentioned the maintenance costs could cost 30 percent of his business operation, which put a strain on him to keep the entire business profitable. In addition, Mr. Ga was required to purchase original parts with a high price tag and sign a basic, annual contract for parts replacement with the original manufacturer. These requirements decrease the profit margin to a greater extent, placing financial pressure on their business.

High demanding wear parts: Milling Teeth

Mr. Ga began searching for aftermarket manufacturers for asphalt milling machine spare parts. His goal for Hesheng was to find lower-cost suppliers.

Since milling teeth account for up to 55% of overall replacement costs, it was clear that this part needed sourcing first to support long-term profits. However, milling teeth' quality and consistent performance is essential, too, and couldn't be a trade-off to lower costs.

"Without quality performance, the risks of premature failure are greater, causing more costs and delays for the construction project," said Mr. Ga.

"Milling teeth are critical parts of our pavement milling operations."

Additional concerns to keeping projects moving are strict regulations like in Taiwan, where asphalt paving must begin immediately after the milling operation begins. And, if the paving company is in-house, more labor costs are incurred. Therefore, if the milling teeth service life falls short, replacement time and project delay costs could also include fines and community dissatisfaction.

The Solution: EVERPADS's Gen-E T6 Milling Teeth Provide High Performance without Premium Cost

Mr. Ga's first consideration was the milling teeth, a substantial cost portion of the milling operation. EVERPADS provides Gen-E T6 milling teeth, the best companion for small milling machines.

"The Gen-E T6 series can mill an average of 6,500-7,000 square meters. We have tested in several road projects," said Hesheng owner, Mr. Ga. "When testing the Gen-E T6 milling teeth, we were not expecting the performance would be the same as the original brand milling teeth, but it exceeded our expectations."

Especially the hard AC in Taiwan, the milling teeth require high standards to fulfill the demanding task.



Building further

Once EVERPADS built trust regarding product quality with Mr. Ga, he requested parts such as the Laminated Wheel, Scraper Blade, TH12 Quick-change Tool Holder, and Ejector. These parts reinforce the milling machine even further to provide incremental cost-effectiveness.

Laminated Wheel:
900+ hours

Scraper Blade

TH12 Quick-
change Tool holder

Ejector

The Result: EVERPADS high-performance parts contribute to 40% cost-savings

After implementing the solution, Mr.Ga saw significant improvements in cost efficiency in the long term. These improvements led the company to save 40% on maintenance costs. Compared to their previous performance, Hesheng experienced high replacement part costs from the original brand. These results demonstrate the impact of the solution on Hesheng's business.

"With the help of EVERPADS premium spare parts, we were able to save 40% on costs. Their milling machine parts were undervalued compared to the parts' service life, not only in price but also in performance. EVERPADS is exactly what we needed to overcome our challenges and drive our business more profitable."

- Mr. Ga, Owner.



In 2022, EVERPADS provided Heshang Road Milling the following:

- Gen-E T6 Milling Teeth: 2450 yearly
- Scraper blade: 24 (include middle, left, right) yearly
- Laminated Wheel: 1
- TH11 Tool Holder: 176
- TH22 Tool Holder: 20