



# FedEx

## **Saving \$50,000 A Year With A MaxSpeed, The Best Door for ROI** Maintenance costs cut down to 0\$ with a door from PerforMax

A FedEx facility in Michigan was having a hard time keeping up with the maintenance on their old roll-up steel doors. From constant spring maintenance to doors getting damaged from collisions, these costs were adding up. While commercial door repair costs were huge, so was the cost to productivity when a bay went down, directly affecting operations. Instead of the usual quick fix and band-aid repairs, Facility Manager James Davis, looked for a better solution. After coming across PerforMax Global and learning about high-performance rubber doors for the logistics & distribution industry, he realized the benefits could vastly improve his facility. The results of switching from steel roll-up doors to rubber roll-up doors have immediate and long-term benefits for everyone in the facility.

### **THE BIG ISSUE TO FIX**

It doesn't take a lot of impact on a commercial garage door to make it non-operational. It's incredibly easy to throw the slats out of alignment or even bend the guides. With greater impact, there's not only more damage to the door but also to the vehicle.

“Door collision. That’s our biggest problem and that’s what kills most of our doors is drivers running through them.”



### **BENEFIT #1**

## **LOW MAINTENANCE COST**

PerforMax Global's commercial rubber doors saved FedEx \$50,000 a year. That number doesn't come from just fixing a rolling steel door when it would go down, it also comes from the ongoing maintenance needed on them. Springs on their old steel doors needed continual maintenance after 100,000 cycles.

### **BENEFIT #2**

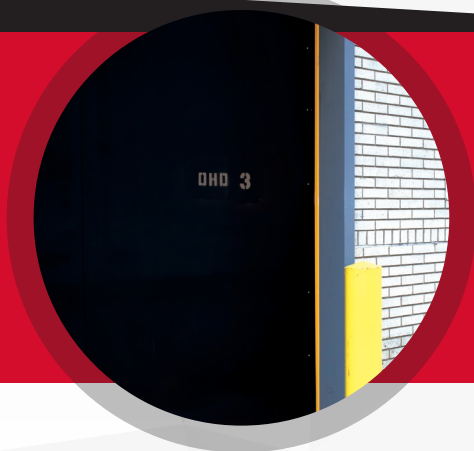
## **RETURN ON INTEREST**

Rubber doors come with a higher upfront price tag than rolling steel doors. They save money by eliminating the need for emergency repairs, or worst-case scenario, entire door replacement when hit. Rubber roll up doors can also save on heating/cooling costs with fast opening speeds.

### **BENEFIT #3**

## **NO DOWNTIME**

With an astounding number of vehicles going in and out of this FedEx facility daily the chance for a collision is high. The downtime would greatly cost FedEx time in productivity; another cost to factor in on top of their \$50,000 a year in maintenance.



“We put your doors on the main drive through doors and they’ve run through them already. The new rubber doors just reset themselves in the track and you just go about your business.” - James

### **BENEFIT #4**

## **INSTALL AND FORGET**

PerforMax Global rubber roll-up doors are made to improve workflow. The breakaway system that allows the door to break from the guides without damage takes seconds to reset. With just the push of a button, your high-performance door is back to being fully operational.

### **BENEFIT #5**

## **SAFETY**

With a PerforMax MaxSpeed or MaxPro, safety is included in all aspects. To add onto the breakaway system, these doors come with built-in inertia brakes and soft bottom edges for added safety. The inertia brake prevents the door from ever free-falling, even when the power is cut.

### **BENEFIT #6**

## **SHORT AND LONG TERM**

It's easy to compare high-performance rubber doors to solar panels. Unlike solar panels, however, installing a rubber door had immediate benefits for James. “Short term too. If we drive through a door and it can't be opened or raised it impacts our operations.”

## **FEDEX DIRECT BUY PROGRAM**

After working so often with FedEx in more than one area, PerforMax has created a program specifically for them. These are some of the benefits FedEx has obtained.

- Tailored pricing
- Providing a qualified dealer in each area for every opportunity.
- Provide project management onsite or remotely as required. PerforMax will handle the coordination to take the burden off the CA.
- Custom standard client specifications.
- Our National Account Team will conduct multi-site detailed surveys within the continental USA upon request.
- Extended warranty customized to each and every need of the doors.