

# INDUSTRY TALK



## PRICE POINT VS. QUALITY: WHICH CHAMBER SHOULD I BUY?

When it comes to replacing brake chambers on your vehicle, it comes down to two choices. Do you replace with a cheaper price point chamber or with a higher quality brake chamber? The lower price chamber is not always the most cost effective solution.

If you choose the price point chamber, you have a lower up front cost but will pay more in the long run by replacing the chamber more often. The higher quality brake chamber will cost more money in the beginning, but it will be more cost effective because you will not be replacing it on the vehicle several times. Besides the cost of the brake chamber, you have to account for the downtime of the truck and labor cost. Also, the price point chamber has a one year warranty and the quality brake chamber will have a three year plus warranty. This means in the life of the truck you will be replacing the price point chamber 2 to 3 times.

The quality of material is a factor to take into account when looking at the difference in the brake chambers. The quality brake chambers will have a higher grade of steel used in the manufacturing of the brake chambers compared to the price point chamber. This helps the quality brake chamber have a longer life on the road.

The table on the right will show the cost breakdown for every time you replace the chamber. The second replacement is presumed to take place between 12-24 months and the third replacement is presumed to take place between 24-36 months of the initial replacement.

As you can see, the cost for the price point chamber goes up significantly as you keep replacing the brake chambers. The quality chamber is a savings

First Replacement	Price Point	Quality
Brake Chamber Price	\$45.00	\$115.00
Number Per Truck	x4	x4
<b>TOTAL</b>	<b>\$180.00</b>	<b>\$460.00</b>
Labor 1/2 hr x 4 @\$120/hr	\$240.00	\$240.00
Downtime 1/2 hr x 4 @\$100/hr	\$200.00	\$200.00
Initial Investment Price	\$620.00	\$900.00
<b>Price Point Cost Differential \$280.00</b>		
Second Replacement	Price Point	Quality
Brake Chamber Price	\$45.00	NO REPLACEMENT NEEDED
Number Per Truck	x4	
<b>TOTAL</b>	<b>\$180.00</b>	
Labor 1/2 hr x 4 @\$120/hr	\$240.00	
Downtime 1/2 hr x 4 @\$100/hr	\$200.00	
<b>Replacement Price</b>	<b>\$620.00</b>	
<b>Total Price for 1st and 2nd Replacement \$1,240.00</b>		
<b>Cost Differential (Expense) \$340.00</b>		
Third Replacement	Price Point	Quality
Brake Chamber Price	\$45.00	NO REPLACEMENT NEEDED
Number per truck	x4	
<b>TOTAL</b>	<b>\$180.00</b>	
Labor 1/2 hr x 4 @\$120/hr	\$240.00	
Downtime 1/2 hr x 4 @\$100/hr	\$200.00	
<b>Replacement Price</b>	<b>\$620.00</b>	
<b>Total Price for all three replacements \$1,860.00</b>		
<b>Cost Differential (Expense) \$960.00</b>		

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with



by half at the third replacement. For the fleets that plan on keeping the trucks for three to five years, the cost saving solution is the quality brake chamber every time. A fleet operating 24 trucks will see an end savings of \$23,040 after the third replacement. To help come to the realization that the quality brake chamber is the best choice in the long run it is important to keep good records on all work done on the trucks.

When it comes down to it, the quality brake chamber is a better chamber in the beginning and will last longer on the road and save you money in the end.

To locate a MGM Brakes sales representative in your region to learn more about how quality chambers can save you money, please visit our website at <https://mgmbrakes.com/contact-us/locate-sales-person/>.

***MGM Brakes Disclaimer: This paper is an expressed observation from our MGM Brakes outside sales team.***