

**INTERNATIONAL®
A26 IN ACTION
W.L.A., INC.**



COAST TO COAST PERFORMANCE

International® A26-powered LT® Series truck delivers long haul savings for cross-country carrier, W.L.A., Inc.

Internationaltrucks.com





Headquartered in Mount Airy, North Carolina, W.L.A., Inc. began offering forty-eight state transportation operations in 1989. Today, the carrier continues to provide its customers with safe, prompt delivery of their product using team operations.

WLA specializes in moving all kinds of freight from coast to coast over long miles. They accumulate miles on their trucks faster than most trucking companies—and put a punishing 250,000 miles per year on their average vehicle compared with the industry average, which is closer to 100,000.

WLA also hauls refrigerated produce and other temperature-controlled loads across the country, an application in which uptime and efficiency are critical. Downtime can cost tens of thousands in a lost load. “What we do is extremely time sensitive, says Bobby Post, President and CEO. “Reliability is something we cherish.”

With so much at stake, WLA needs trucks it can count on each and every run. As part of the company’s effort to build on four straight years of solid growth, it recently added International® LT® trucks with International® A26 engines to its fleet.

AT A GLANCE

COMPANY: W.L.A., INC.

LOCATION: Mount Airy, North Carolina

OPERATING SINCE: 1989

PRIMARY BUSINESS: coast-to-coast refrigerated freight

TRUCKS: LT Series with A26 engine

“It was an easy decision,” says Post, who notes that he was impressed with the engineering that went into the 12.4-liter A26 engine. “Our previous 2015 model year ProStars® with the latest generation N13 accumulated approximately 600,000 miles each. Fuel economy and uptime were unparalleled. With the driver-focused enhancements to the LT Series, and the simplified design of the A26, the significantly lighter-weight combination was a natural upgrade.”

For a company like WLA, just 1% improvement in fuel economy could save hundreds of thousands of dollars in fuel costs per year.

After racking up more than 100,000 miles each, the LT A26s have delivered approximately 7% better fuel economy than similarly spec’d ProStars—all while hauling the same loads on the same roads, using the same trailers and some of the same seasoned drivers.

“The fuel economy of the LT A26s is the best in our entire mixed fleet of approximately 70 trucks,” says Post.

A26™

DISPLACEMENT: 12.4L

HORSEPOWER: 370-475

TORQUE lb-ft: 1350-1750



The longer service intervals for the engine and DPF cleaning are also contributing significant bottom line savings. For example, WLA is running nearly 70,000 miles between oil drain intervals. Along with the extra miles, those efficiencies translate to a 40-percent savings on oil costs and oil filter changes. “We are significantly reducing our maintenance costs,” says Post.

Post, who began his career more than 40 years ago driving an International 4000 Series truck, says WLA’s drivers are noticing a difference out on the road as well. The A26 is showing plenty of power pulling hills, and the increased engine braking power is contributing to safer driving downhill. Plus, his teams appreciate the quiet interior and excellent maneuverability.

“A quieter cab helps make our drivers more comfortable and more productive,” says Post. “I’ve driven the LTs myself, and they ride as well or better than any other trucks out there. Plus, they can turn on a dime.”

According to Post, if the trucks continue at their current performance levels, he is confident there will be more LT A26s in WLA’s future.

“The combination has been a favorite among our drivers as well as our technicians,” he says. “And most importantly, they are contributing to our bottom line.”

“The trucks have been very reliable. They’ve basically been problem-free.”

“Reliability and fuel economy are the two most important things we look for in our trucks,” adds Post. “We really like what we’re seeing from the LT A26s. The fuel mileage is on par or better than any of the other trucks that we’re currently running. And they have been very reliable. They’ve basically been problem-free.”

To learn more about the fuel-efficient A26 engine and International® LT® and RH™ Series trucks, contact your International dealer today.