



Value Recognition Report

Fishing Company

Customer Profile: A Large Industry leading fishing operation located on Matagorda Bay, Texas, owns, maintains, operates and employs 10 large gulf trawlers fishing in the Gulf of Mexico and surrounding areas.

Certified's Objective: Provide a performance lubrication program to extend drain interval and engine life and deliver exceptional protection on the company's 10 large gulf trawlers. After switching to **Certified's Spectra Xtreme CJ-4 15W-40 Motor Oil**, they have been able to extend their drain intervals dramatically. The following outlines the resulting savings.

Annual Savings – Lubricant Costs

•Since switching to **Certified's Spectra Xtreme 15W-40 motor oil**, drain intervals have been extended from 350, to over 800 hours, reducing oil changes from 11.6 to 5 annually.

Annual Lubricant Costs Reduced \$2,089.39 Per Boat.

Before Certified: \$12.95/gal x 37 gallons x 11.6/year = \$5,558.14

After Certified: \$18.75/gal x 37 gallons x 5/year = \$3,468.75

\$2,089.39/boat x 10 boats = \$20,893.90/year

Annual Savings – Filter Costs

•Since switching to **Certified's Spectra Xtreme 15W-40 motor oil**, drain intervals have been extended from 350, to over 800 hours, reducing oil changes from 11.6 to 5 annually.

Annual Filter Costs Reduced \$330.00 Per Boat.

Before Certified: \$50.00/change x 11.6/year = \$580.00

After Certified: \$50.00/change x 5/year = \$250.00

\$330.00/boat x 10 boats = \$3,300.00/year

Annual Savings – Labor Costs

•Since switching to **Certified's Spectra Xtreme 15W-40 motor oil**, drain intervals have been extended from 350, to over 800 hours, reducing oil changes from 11.6 to 5 annually.

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\$330.00/boat x 10 boats = \$3,300.00/year

Average Per-Boat Savings = \$2,749.39



Annual Per-Boat Savings

Lubricants.....\$2,089.39

Filters.....\$330.00

Labor.....\$330.00

Average Per-Boat Savings:

\$2,749.39

Total Annual Savings

Per-Boat:

\$2,749.39

Number of Boats:

10

Total Annual Savings:

\$27,493.90

Total Annual Savings: \$27,493.90

