



Value Recognition Report

City School Bus Fleet

Account History: A city school operates a fleet of 140 International buses. The school district maintenance department was charged with looking to extend the change intervals for the engine oil and reduce replacement part expenditures for grease lubricated components (tie rods).

Certified Labs' Objective: Provide a performance engine oil additive (STRATA PLUS) for the Kendall product that reduced oil changes and labor costs as well as provide a superior grease (PREMALUBE XTREME) for increased wear protection while producing a recognizable savings.

Reduced Engine Oil Consumption – Increased Change Intervals

Costs	Kendall Oil	with STRATA PLUS
Engine Oil Cost	\$10.32/gl	\$40.17/bus/yr
Cost per Change	\$111.67	\$151.84 (oil +)
Labor:	\$40.00	\$40.00
Total per Change	\$151.67	\$191.84

Annual Cost	\$455.01 (3 changes)	\$191.84 (1 change)
Change Intervals	3	1
Total Cost	\$63,701.40	\$26,858.79

Savings -- **\$36,842.60**

Reduced Tie Rod Replacement – Improved Grease

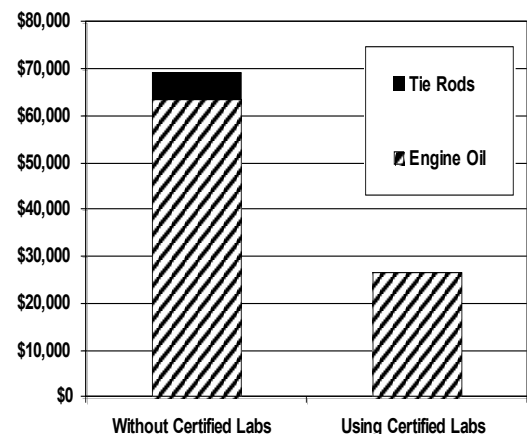
Costs	Old Grease	with PREMALUBE XTREME
Tie Rod Cost	\$44.00	\$0
Labor:	\$20.00	\$0
Total per Change	\$64.00	\$0

Annual Cost \$5,760 (90 changes) \$0 (0 changes)

Annual Savings -- **\$5,760.00**

Total Annual Savings = \$42,606.60

Costs



Projected Annual Savings from Extended Engine Oil Drain Intervals and Reduced Tie Rod Replacements = \$42,602.60

Additional Savings Will Increase Through a Reduction of Engine Parts Replacement, Labor Costs and Downtime.



Value Recognition Report

Public School Bus Fleet

Account History: A Public School District that operates a fleet of 250 school buses was charged with looking to increase the fuel performance in order to provide increased reliability, engine performance while reducing fuel costs through increased mileage.

Certified Labs' Objective: Provide a performance fuel quality assurance program to decrease fuel costs.

2009 – Untreated Fuel

Annual Miles: 9,168/bus (250 buses total)
Total Annual Mileage: 2,292,061
Fuel Consumption: 385,603 gallons of Untreated Fuel
Fuel Economy: **5.94mpg**
Fuel Cost: \$2.33/gal
Total Fuel Cost: \$899,883

2010 – Fuel Treated with FQA Program

Certified Lab's Fuel Quality Assurance Program
Annual Miles: 9,587/bus
Total Annual Mileage: 2,396,843
Fuel Consumption: 368,644 gallons
Fuel Economy: **6.5mpg**
Treated Fuel Cost \$2.97/gal FQA
Total Fuel Cost: \$1,095,437

The increase in miles driven, along with the mileage improvement, resulted in 34,865 gallons of fuel avoided. 5.94mpg of untreated fuel / 2,396,843 miles driven in 2010 resulted in 403,508 gallons of fuel avoided with better mileage of 6.5mpg.

403,509 Gallons Could Have Been Used
- 368,644 Gallons Actually Used with FQA Program
34,865 Gallons Saved (at \$2.97) = \$119,842
FQA Cost = \$14,840 -
Total Annual Fuel Savings = \$105,0002

Recognized Savings from Improved Fuel

Savings: \$105,002

Additional Savings Will Increase Through a Reduction of Parts Replacement, Labor Costs and Downtime.

In addition to fuel economy savings and improved fuel system performance, Certified Labs' Fuel Quality Assurance has produced the following results when used with jobber grade diesel fuel.

Averaged Emissions Reductions:

- Black Smoke Emissions: 91%
- Hydrocarbon Emissions: 16.7%
- Nitrous Oxide Emissions : 1.7%
- Carbon Monoxide Emissions: 19.6%
- Particulate Emissions: 11.1%
- Smoke: 24.1%

Miles per gallon

