



Value Recognition Report Waste Services Company

Account History: This is a regional waste collection business, an integrated solid waste services company with over 280 locations in 26 states providing solid waste collection, transfer, disposal and recycling services. This location runs 160 garbage trucks.

Certified Labs' Objective: Provide an advanced performance grease that will reduce grease consumption and excessive pin and bushing repair and replacement. Lubricant related pin failures were occurring at a rate of 1 per month due to extreme pressure and contaminants.

Reduced Lubricant Consumption & Inventory

- **Reduced grease consumption 66%** by switching to Premalube heavy load, extreme pressure grease.....**\$3,696.00**

Annual Savings - Parts Repair and Replacement

- Since switching to Premalube pin and bushing failures have been **reduced by over 91% saving approximately \$3850.00** this savings does not include any reduction in labor cost.

Annual Savings - Lubricant Related Downtime

- Since switching to Premalube, lubricant related downtime has been reduced based on 11 fewer pin and bushing repairs per year. The savings are very substantial but are not available.....**N/A**

Value Added Contributions

- Lubrication Training Seminar: Typical Charge \$1375/each
- 8 Certified Representative Service Visits

Savings Summary

| | |
|----------------------------------|-----------------|
| Lubricant Consumption | \$ 3,696 |
| Parts Repair & Replacement | \$ 3,850 |
| Lubricant Related Downtime | N/A |
| Total Savings | \$ 7,546 |

Additional Value

| | |
|--------------------------|----------------|
| Training Seminars | \$1,375 |
| Total Value | \$1,375 |

Total Annual Savings **\$7,546**





Value Recognition Report

Waste Connections, Inc. Vancouver, WA

Cost Reduction Calculations

Annual Lubricant Consumption Reduction

Reduced grease consumption 66% - savings \$3,696 per year:

Switched from Chevron Red EP2 @ \$2.05/Lb to Premalube @ \$3.83/Lb. (4800Lbs @ \$2.05 – 1600Lbs @ \$3.83 = \$3,696)

Annual Parts Repair and Replacement Cost Reduction

Pin and Busing Repairs and Replacements – savings \$3,850 per year:

Before Certified, the customer replaced or repaired an average of 12 pins and bushings per year at an average cost of \$350 each per bearing (12 x \$350 = \$4,200) Since switching to Premalube there have been an average of 1 pin and bushing repaired or replaced per year at an average cost of \$350 (1 x \$350 = \$350). no lubricant related bearing replacements or shaft & housing repairs. An annual savings of \$3850 (\$4,200 - \$350 = \$3,850 savings).