



# Value Recognition Report

## Municipal Utility

**Account History:** This is a municipal utility located in southern Arkansas. All information and data was furnished by the city fleet services manager. The fleet is made up of a variety of vehicles outlined below.

**Certified Labs' Objective:** Provide a performance engine oil that will reduce oil changes and filter replacement as well as provide increase wear protection while producing a recognizable savings. The oil change frequency will be determined by oil analysis through an independent lab.

### Reduced Lubricant Consumption – Increased Change Intervals

Fixed Costs	Chevron Delo 400	STRATA XL 15W40
Engine Oil Cost	\$8.06/gl	\$12.61/gl
Filters:	\$25	\$25
Labor:	\$55/hr	\$55/hr

#### (6) Trash Trucks & (2) Knucleboards use 10 gallons per change

Oil	Cost/change	Frequency	Annual Cost	Total Annual Cost
DELO	\$160.60	2 months	\$963.60	\$7,708.80
<u>STRATA XL</u>	<u>\$206.10</u>	<u>8 months</u>	<u>\$309.15</u>	<u>\$2,473.20</u>
		<b>Savings</b>	<b>\$654.45</b>	<b>\$5,235.60</b>

#### (21) Pick-ups & Cars use 1.5 gallons per change (annual mileage 12,000 miles)

Oil	Cost/change	Frequency	Annual Cost	Total Annual Cost
DELO	\$92.09	3,000mi	\$368.36	\$7,735.56
<u>STRATA XL</u>	<u>\$98.91</u>	<u>12,000mi</u>	<u>\$98.91</u>	<u>\$2,077.21</u>
		<b>Savings</b>	<b>\$269.45</b>	<b>\$5,658.35</b>

#### (6) Heavy Equipment use 8 gallons per change (1,600 hours operation annually)

Oil	Cost/change	Frequency	Annual Cost	Total Annual Cost
DELO	\$144.48	200 hrs	\$1,155.84	\$6,935.04
<u>STRATA XL</u>	<u>\$180.88</u>	<u>800 hrs</u>	<u>\$361.76</u>	<u>\$2,170.56</u>
		<b>Savings</b>	<b>\$436.30</b>	<b>\$4,764.48</b>

#### (7) Dump Trucks & Tractor Rigs use 10 gallons per change (annual mileage 12,000 miles)

Oil	Cost/change	Frequency	Annual Cost	Total Annual Cost
DELO	\$160.60	3,000mi	\$642.40	\$4,496.80
<u>STRATA XL</u>	<u>\$206.10</u>	<u>12,000mi</u>	<u>\$206.10</u>	<u>\$1,442.70</u>
		<b>Savings</b>	<b>\$436.30</b>	<b>\$3,054.10</b>

**Projected Annual Savings from Extended Engine Oil Drain Intervals  
(42 pieces of equipment) = \$18,712.53**

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

