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.
  
  **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

### 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

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