



Value Projection Report

Waste Services Inc., Tampa, FL

Account History: This customer is a multi-regional, integrated solid waste services company, providing collection, transfer, landfill disposal and recycling services for commercial, industrial and residential customers in the United States and Canada. The regional facility operates 90 trucks.

Certified Labs' Objective: Provide customer a performance fuel quality assurance program to decrease operation costs. Certified Labs' **DIESEL-MATE** has been able to improve the combustion efficiency of diesel engines. The product contains a full additive package including Cetane improvers, anti-wear agents, demulsifiers, oxidation inhibitors, rust and corrosion inhibitors, anti-gelling agents, detergents, and dispersants and also out performs other product in the lubricity tests.

Certified Lab's LubeMaster Lubricants DIESEL-MATE Fuel Quality Assurance program will improve the combustion efficiency of diesel engines; producing more power, improved fuel economy and reduced emissions.

Fuel Expense

This facility operates 90 trucks operating 8hrs/day, 6days/wk which average \$8.10/hour for fuel expenses. The annual diesel fuel expense is \$971,520 for 480,000 gallons of fuel at \$2.024/gl

Projected Fuel Savings

After incorporating the fuel quality assurance program, the improved engine performance is fully expected to provide an average 5% improvement* in fuel economy. The actual savings per vehicle will vary due to driving conditions, operators and engine.

The treatment cost which includes the cost of the Fuel Quality Assurance Program complete with biocide, additives and testing = \$2841/mth.

	Untreated	DIESEL-MATE Treated
Fuel Cost	\$2.024/gl	\$2.066/gl
Fuel Usage	480,000	*456,000
Annual Cost	\$971,520	\$942,096
Savings	--	\$29,424

In addition to fuel economy savings and improved fuel system performance, Certified Labs' DIESEL-MATE has produced the following results when added at a 1:1000 treat rate to 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%

PROJECTED ANNUAL FUEL SAVINGS: \$29,424

