

CUSTOMER TESTIMONIAL

8130 MONOLEC® Ultra-Blend Engine Oil

Pacific West Controls - Visalia, CA

Toyota Tundra • SIC 1711 Plumbing Heating & Air Conditioning

\$11,708.67 Saved Annually

CUSTOMER PROFILE

Pacific West Controls (PWC) is the California's Central San Joaquin Valley's distributor for Automated Logic, the world premier manufacturer of Programmable Logic Controllers for large HVAC systems. PWC employees travel all over the area selling, installing and servicing the Automate Logic Controllers for many large commercial, governmental, hospital, and schools.

APPLICATION

PWC owns a fleet of 4 Toyota pick-up trucks to provided sales, service and installations. The current fleet consists of two 2007 Tundra 4WD with 5.7 liter V-8 iForce engines, one 2006 Toyota Tundra 2WD with 2.4 liter engine and one Toyota Tacoma 2WD with 4.6 liter V-6.

AREA OF INTEREST

PWC was using a quick lube oil change service for their fleet of Toyota manufactured cars and trucks. Following the OEM service intervals with OEM lube oil was creating a truck and service tech availability issue. PWC wanted to extended the OEM service intervals of 3,000 miles without compromising engine protection or fuel economy. Mike Owens, President, Partner and Chief Programmer of PWC, was also concerned with the OEM recommendation wouldn't protect his fleet's engines during the extremely hot, long summer months in California's Central San Joaquin Valley.



2007 Toyota Tundra 4WD with 5.7 liter V-8 iForce engine

LE SOLUTION

LE Lubricant Constant, Mark Nickel, recommended LE 8130 Monolec® Ultra-Blend Engine Oil. LE 8130 is a heavy-duty, SAE 10W-30 engine oil designed for all weather performance in gasoline and diesel engines.

LE's Monolec® Ultra-Blend Engine Oil possesses unsurpassed performance characteristics which are achieved through an equally unique combination of features. All season performance for effective cold cranking at low ambient temperatures and excellent performance at higher temperatures. This is made possible through a blend of synthetic and paraffinic base oils.

CUSTOMER COST SAVINGS

The OEM recommendations for the Toyota call for 3,000 mile drain intervals. The vehicles are driven in excess of 50,000 miles per year and when the vehicles have the oil changed the technician is being paid for the downtime.

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Cost Evaluation for Fleet of PWC Vehicles Prior to LE

OIL CHANGES

Price for oil Change—\$89.95 each

Oil Changes per year—50,000 miles per year / 3,000 miles = 16.66

Number of Vehicles = 4

\$89.95 oil change price X 16.66 number of oil changes X 4 vehicles = \$5,994.27

Cost of Oil Changes per year - \$5,994.27

TECHNICIAN DOWNTIME

Technicians average hourly pay—\$30.00

Oil Changes per year— 16.66

Number of Vehicles—4

Time a year for oil changes—16.66 number of oil changes per year X 1/2 hour for each oil change X 4 vehicles = 33.33 hours per year

33.33 hours per year X \$30.00 Technician pay per hour = \$999.99

Cost of Technician down time - \$999.00

Lost Service Time

PWC hourly rate—\$80.00

Oil changes per year = 16.66

Time a year for oil changes = 33.33

33.33 hours per year X \$80.00 PWC hourly rate = \$2,666.40

Total Dollars per Year for Oil Changes = \$9,659.67

Cost Evaluation for Fleet of PWC Vehicles with LE's 8130

OIL CHANGES

Price for oil Change—\$49.95 each (providing the oil)

Oil Changes per year—50,000 miles per year / 10,000 miles = 5

Number of Vehicles = 4

\$49.95 oil change price X 5 number of oil changes X 4 vehicles = \$999.00

Cost of Oil Changes per year - \$999.00

TECHNICIAN DOWNTIME

Technicians average hourly pay—\$30.00

Oil Changes per year— 5

Number of Vehicles—4

Time a year for oil changes—5 number of oil changes per year X 1/2 hour for each oil change X 4 vehicles = 10 hours per year

10 hours per year X \$30.00 Technician pay per hour = \$300.00

Cost of Technician down time - \$300.00

Lost Service Time

PWC hourly rate—\$80.00

Oil changes per year = 5

Time a year for oil changes = 10

10 hours per year X \$80.00 PWC hourly rate = \$800.00

Total Dollars per Year for Oil Changes = \$2,099.00

Total Savings in Oil Changes—7,560.67 Per Year

Mike Owens reports when his 2007 Tundra 4WD was changed to LE's 8130 from the OEM recommendation, his fuel mileage went up 1.25 MPG to an average of 15.5 MPG. Resulting in a 9% gain.

Annual Fuel Cost for a Fleet of 4 Tundra 4WD Prior to LE

Average Fleet Miles = 200,000 miles
Average MPG = 14 MPG
Gallons of gasoline—14,285
Average fuel cost = \$3.00 / gallon
PWC annual fuel cost = \$42,857

Annual Fuel Cost for a Fleet of 4 Tundra 4WD After LE's 8130

Average Fleet Miles = 200,000 miles
Average MPG = 15.5
Gallons of gasoline—12,903
Average fuel cost = \$3.00 / gallon
PWC annual fuel cost = \$38,709

Total Savings in Fuel Cost —\$4,418.00 Per Year

LE's 8130 is saving Pacific West Controls \$11,708.67 annually in oil change costs and the fuel consumption reduction.

OTHER PRODUCTS USED

2300 L-X® Heavy Duty Chemical Supplement— Power releasing fuel and oil supplement that provides reduced fuel consumption, more power, smoother engine performance and less maintenance.

8800 Monolec Ultra® Engine Oil—Long-drain engine oil designed for year-round extended drain service in diesel and gasoline engines for fleet and industrial use.

8530 Monolec® SPB™ Engine Oil—A high quality Synthetic-Paraffinic Blend engine oil designed for today's passenger cars and light duty trucks equipped with gasoline engines.

7500 Monolec® Power Fluid—An advanced concept in the lubrication of combination gear-hydraulic (wet brake) systems.



Lubrication Engineers Inc. would like to thank Mike Owens (pictured L) with Pacific West Controls and LE Lubrication Consultant, Mark Nickel (pictured R), for the information provided to prepare this report.

