



**Conoco delivers performance & cost savings trucking firms need.**



Reducing operating costs, maintaining maximum availability of fleet vehicles and managing maintenance resources efficiently are top priorities for any trucking organization. It's no different for Estelville, NSW - based John Farragher Transport Group, whose fleet of 30 trucks travel over 9 million kilometers a year hauling general goods all over Australia.

Background:

At first Dennis Roohan, Farragher's maintenance workshop manager was a bit reluctant to trial Conoco Power-D 15W/40 diesel engine oil in his fleet. However, with oil analysis results reporting excess soot percent levels well before normal oil drain interval plus high wear levels on current oil used, he decided that he had nothing to lose and everything to gain.

Dennis needed convincing so he elected to co-ordinate an oil trial in his worst performing engine, a 14 litre Detroit Diesel fitted in Freightliner cab/chassis.

Dennis reports – after initial fill of Conoco Power-D 15W/40, the first oil change was done at 10,000km as this allowed the engine to “clean” itself. The second and third oil changes were done at 20,000km to ensure all foreign particles were removed from the engine. The next interval was moved up to 25,000km whereby excellent oil analysis report result was attained, so 30,000km was then set as the target benchmark. Although oil analysis results indicated that higher distance km could be achieved, Dennis was more than happy with 30,000km oil drain intervals.

After test trial duration of 10 months, Dennis was asked 2 questions to sum up his findings:

1. *“Were his concerns resolved or any advantage gained using Conoco Power-D diesel engine oil?”*, Dennis replied:

All our lubrication problems were solved. Vehicle engine oil drain intervals went from 18,000km to 30,000km and the oil analysis results are still showing all is fine at this distance i.e. iron wear rates fell by 50%, viscosity can be measured again and soot levels are back to an acceptable level - no longer a problem. Also, oil top up's between servicing now is no longer an issue and an unexpected bonus - fuel consumption has improved in the past 6mths on the vehicle.

2. *“Was the trial deemed a success?”*

Dennis responded again by saying - Without a doubt it was and as a result of this successful trial we have changed our lubricant supplier over to Conoco. Also, we are constantly looking to improve our overall vehicle efficiency in this tight market and using Conoco lubricants we have calculated a potential cost saving of over \$50,000 p.a.

“With over 30 trucks around Australia at anytime we want 100% reliability and efficiency and Conoco has certainly delivered us that”.