



E.L. Henderson Trucking



Maintenance Manager, Bill Niepert

Major Fleet Extends Drain Intervals and Cuts Preventative Maintenance Schedule in Half Using Conoco Hydroclear™ Power-D™ Engine Oil

Over three years ago, E. L. Henderson Trucking, Inc. switched exclusively to Conoco Hydroclear Power-D™ Heavy Duty Diesel Engine Oil in their entire fleet of 300 plus Class 8 trucks. A decision they have not regretted following an extensive 500,000 mile field test.

The long-haul fleet, headquartered in Salem, Illinois, is made up of Freightliner Century Class tractors equipped with Detroit Diesel Series 60 engines. The tractors pull up to 46,000 lbs. The company uses teams of drivers that push a typical tractor engine over some 200,000 plus miles of highway each year on routes from coast to coast.

"We do not change oil on the road, we bring all of our tractors to our headquarters' shop for preventative maintenance," states Bill Niepert, Henderson's director of maintenance. "Before we switched to Conoco, our schedule called for major PM service, including an oil change and replacement of all filters every 25,000 miles or approximately ten times a year on each tractor.

"Now we've cut the major PM schedule in half. We only change the diesel engine oil approximately five times a year. We can do that because we've become very comfortable running Conoco Hydroclear Power-D™ Heavy Duty Diesel Engine Oil for at least 50,000 miles before draining the crankcase," Niepert said.

"We made the switch to Conoco because they were willing to stand behind their lubricant's performance with a guarantee," said John Kaburick, Henderson's president. "We decided that if we could double our oil drain interval from 25,000 to 50,000 miles with no risk to our engines, we could realize substantial savings even if we paid a little more for Conoco's product than the major brand product we were using."

All Henderson tractors have a 5-gallon reserve oil tank, so with the extended oil drains, the economics work not only because Henderson buys no engine oil on the road, but also because they experience less downtime for routine major preventative maintenance service. Schedulers are required to plan only five stops a year in the headquarters maintenance shop for each of the 300 tractors instead of ten stops – this is 1,500 fewer maintenance stops year in and year out. Plus, Henderson has more scheduling flexibility, uses less maintenance crew time, and keeps the fleet on the road producing income.

Tony Villalobos, parts manager at Henderson's shop, explains: "We recently finished an extensive 500,000 mile test using Conoco Hydroclear Power-D™ Engine Oil in our Detroit Diesel Series 60 engines. Oil analysis reports during the test showed no excessive engine wear as we extended our oil change intervals from 25,000 to 50,000, and even up to 75,000 miles on some test units. But the real test is when you tear down the engine and visually inspect the deposits and measure the wear."

"The visual impact of the teardown is what really convinced me we had made the right decision," Bill Niepert added. "In all the years of being in maintenance, I was very impressed when I saw how clean engine

parts were at 500,000 miles. Myself and the mechanics that tore the test engines down, have never seen engines this clean before."

Dave Taber, ConocoPhillips' technical coordinator who monitored the teardown added, "We're used to seeing sparkling results like these at teardowns where Hydroclear Power-D™ Engine Oil has been used for hundreds of thousands of miles. Our product provides unmatched soot control in diesel engines, which results in cleaner engines, longer engine life and longer drain intervals.

Taber adds, "Central shop maintenance fleets sometimes find it difficult to schedule every truck for maintenance at precisely 50,000 miles. In Henderson's case, they ran many tractors for 75,000 miles before a complete filter and oil change, even though we only guaranteed the performance of Hydroclear Power-D™ engine oil up to 50,000 miles between changes. The outstanding oil analysis results during the field test gave them the confidence that they could safely push the envelope from time to time."

Fleet operators all over the country will find that Hydroclear Power-D™ engine oil currently meets and exceeds the requirements of the American Petroleum Institute's (API) category CI-4, which went into effect September 2002. The new CI-4 oils are designed specifically for Exhaust Gas Recirculation (EGR) equipped engines. These new, low-emission, heavy-duty engines hit the market in late 2002 and required tougher engine oils with the ability to minimize soot-related internal engine wear, soot-related engine oil thickening and to neutralize the acids created in the engine by EGR technology.

ConocoPhillips is confident that Hydroclear Power-D™ Diesel Engine Oil will perform to the anticipated requirements of the next generation of diesel engine oil specifications.