



Sean O'Laughlin (left) and Dave Herber



Dorothy, Dave and Sean working together to meet their customers' needs.

# HYDROCLEAR™ Power-D™ Engine Oil Helps Fastenal Fleet Cut Diesel Engine Oil Consumption in Half

Fastenal is the country's fastest growing full-line industrial distributor. The company has enjoyed an annual growth rate in excess of 20% for the past 18 years and today offers custom manufacturing, engineering services, welding, packaging, tool and cutter grinding and repair combined with supply chain and inventory management solutions.

To establish a strong presence in North America, Fastenal has set up strategic hub distribution centers to service branch locations as frequently as three to five times a week. The inventory content of each branch is based solely on the needs of local area customers. Fastenal cites this customer focus and dedication to quick re-supply of local inventory as a major reason for the company's rapid growth and success.

Each hub distribution center serves branch stores within an approximate 500-mile radius. Fastenal owns or controls its entire fleet of over 100 company trucks and trailers. The same semi-trucks and trailers used to receive products from original equipment manufacturers are used to supply the hubs and then to make deliveries to the branches.

The company's largest hub is in Winona, Minnesota where the business was founded in 1967. Some 24 semi-trucks are operated out of this facility supplying the largest group of branch locations in the company's network. "We will have as many as four drivers using each of our 24 tractors," states Dave Herber, Fastenal's Truck Maintenance Manager. "We keep our trucks moving and the longer we can extend the time between oil changes, the more productivity we can get out of each unit."

Each tractor is powered by a Detroit Diesel Series 60 heavy-duty diesel engine. These are six cylinder, electronically controlled, overhead cam, turbocharged, air-to-air intercooled workhorses that have become the most popular power plant for Class 8 trucks in the last eight years.

"We first began to look at Conoco's Hydroclear Power-D™ engine oil about two years ago because Conoco's distributor, Severson Oil, convinced us we could safely increase our drain intervals using this new product. We were shown test results where Hydroclear Power-D engine oil had run twice the time required by OEM tests with very little viscosity increase in the product," said Herber.

Herber adds, "Our Severson Oil sales representative suggested we incorporate Conoco's oil analysis program to monitor the physical properties of the oil and internal engine wear as we increased the

time between oil changes. After using Hydroclear Power-D™ lubricants, not only were we able to extend time between oil changes, but the most immediate effect was the oil consumption of our Detroit Diesels between changes was cut in half."

"We are convinced Hydroclear Power-D™ oil is a step ahead in heavy-duty diesel engine oil chemistry," says Dorothy Schaeffle, ConocoPhillips' Marketer Sales Representative. "In an effort to lower emissions into the air, new government regulations require diesel engines retain more soot in the crankcase. Power-D™ Engine Oil handles this by keeping the soot well dispersed in the engine oil so it doesn't clump together and cause excess wear. So even when Fastenal sees a higher soot count in their oil analysis reports, they know our scientists have taken care of the problem."

"Today, Conoco Hydroclear Power-D™ oil is the only diesel engine oil we use in our Winona hub fleet," says Herber. "And now we feel comfortable using Conoco oil analysis services only every other time we change the oil. With Conoco products and our partnership with Severson, we feel we've made a sound business decision in consolidating our fleet lubricant business. We've also completely switched to Conoco gear lubricants and anti-freeze coolant products for our fleet."

Fastenal has over 1,000 branch sites with locations in all 50 states, Canada, Mexico, Puerto Rico and Singapore. Each branch has local inventory, outside sales people and on-site delivery vehicles to serve customer's needs as quickly as possible.

