

Fleet manager offers tips that help his company keep its trucks on the road and grow its service business.

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As fleet maintenance manager for West Virginia-based Hartley Trucking, Dick McKown says there are obvious financial reasons why his company has a rigorous maintenance program for its 100 trucks and the 30 owner-operators who rely on Hartley Trucking to service their vehicles.

But for McKown, the desire for a comprehensive maintenance and oil analysis schedule extends well beyond the financial benefits.

"Our drivers, and the owner-operators we service, travel all across the United States," McKown said. "Some even have to travel through brutally cold parts of Canada, where temperatures can go as low as -20°F and there may be 150 miles or more between stopping exits. Let's face it, if a driver breaks down in an area like that, it's not like he can get triple A on the phone to help out quickly.

"The safety of our company drivers and our service customers is always a top priority for us.

"The success of our fleet is based on the ability of our drivers to deliver their freight consistently on time and safety. And as we look to continue to grow our service business, we know that


every time a customer gets behind the wheel our reputation is on the line.

"So, for us, having the best maintenance program possible is essential for several reasons. It enables us to optimize the performance of our company trucks and helps us show our service customers that they can put their trust in us."

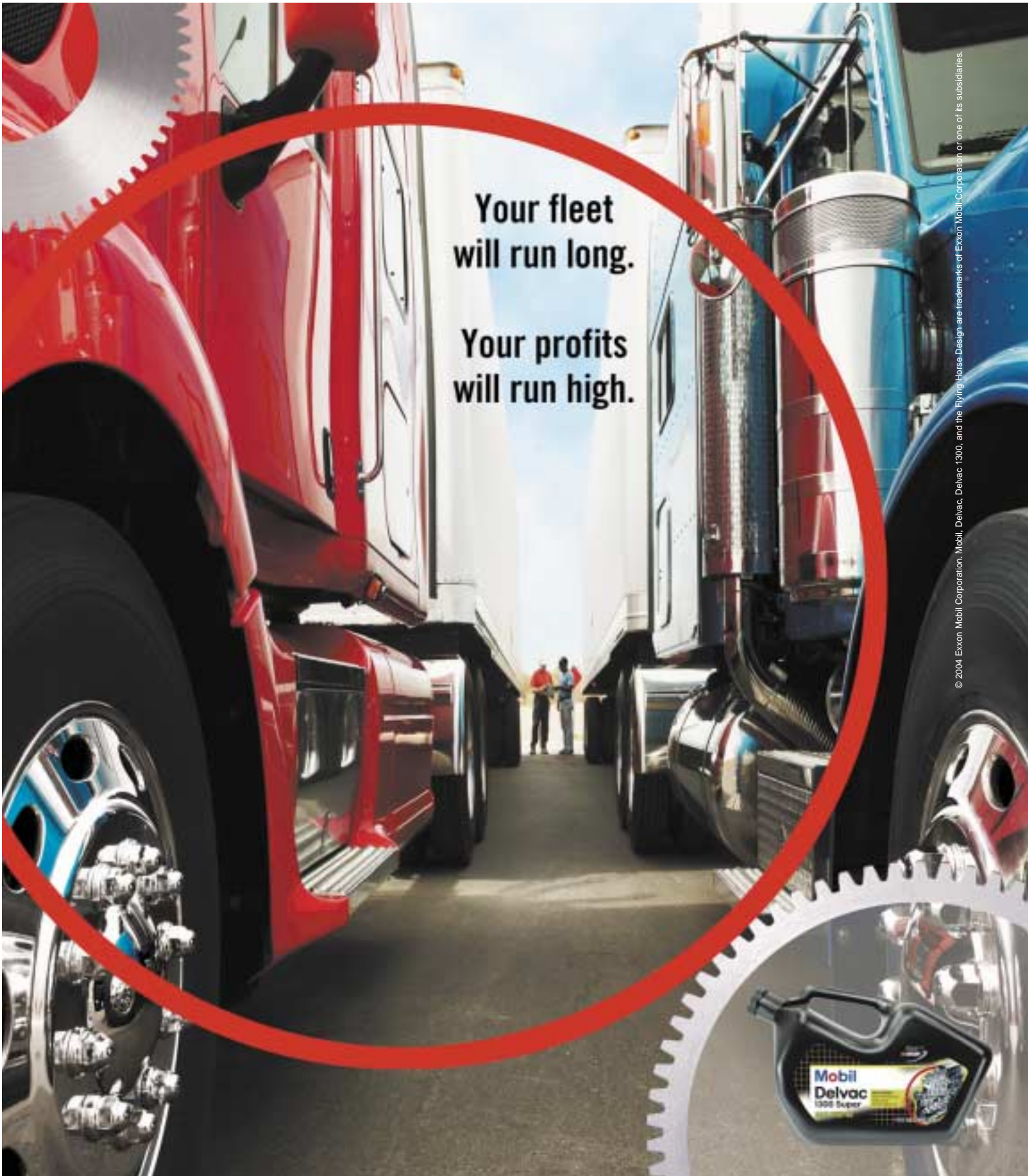
According to McKown, the success of his company's preventive maintenance program is predicated on one key factor, "making good choices."

"For us, one of the best maintenance decisions we have made is to use Mobil Delvac heavy-duty engine oils in all of our trucks and the ones we service," McKown said. "Two years ago, we switched from another major oil company's lubricants to Mobil Delvac products. Since we've been using Mobil Delvac oils, we have seen dramatic improvements in engine cleanliness and performance in both our company's trucks and in the vehicles of our service customers.

"With Mobil Delvac oils, we have also been able to extend oil drain intervals from 15,000 to more than 22,000 miles, which saves us and our customers a lot of time and money. Seeing how our maintenance practices help our company's trucks perform better and enable us to grow our service business is something that, as a fleet maintenance manager, makes me happy every day."



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