

Switching to Synthetic Engine Oil Delivers Big Savings for Jack Cooper Transport

"I'm accountable for keeping our cost per mile in line, and since switching to Mobil Delvac 1 fully synthetic heavy-duty engine oil, our costs have gone down dramatically."
—Gary Page, vice president, maintenance and equipment, Jack Cooper Transport Company

Several years ago, Gary Page, vice president, maintenance and equipment, for Kansas City-based Jack Cooper Transport Company, and his colleague, Greg Goodson, made what they consider "one of the best decisions we have ever made."

To better maintain Jack Cooper's nearly 1,100 truck fleet that logs over 56 million miles a year hauling cars for General Motors, Ford, and other leading automobile manufacturers, Page and Goodson switched the fleet to Mobil Delvac 1 fully synthetic heavy-duty engine oil.

"We set the record for automobiles hauled virtually every year," says Page. "In order to maintain that pace and enhance the financial success of our business, we needed to find new and better ways to protect our equipment investment and lower our maintenance costs."

Mission accomplished.

Today, using Mobil Delvac 1, Jack Cooper's trucks are operating at an 80,000 mile drain interval, saving the company, on average, \$4,000 per truck, which translates into a yearly cost savings of approximately \$440,000.

"In the four years since we began using Mobil Delvac 1, our company has saved more than \$1.5 million dollars in oil, maintenance and labor expenses," Page said. *"We have also extended engine life by more than 33 percent."*

"On average, we have our trucks working five to six days a week, transporting 80,000 pounds of automobiles across the country," said Goodson, maintenance field operations manager, Jack Cooper Transport. *"With these kind of loads, especially in bad weather, our trucks' engines are really subjected to some of the most demanding operating conditions."*

"So beyond the cost savings, what is just as important to us is the exceptional condition of our trucks' engines."

"Since we have such a high drain interval, we do extensive oil analysis sampling to help monitor the performance and durability of our engines. The results are always impressive and clearly demonstrate how Mobil Delvac 1 oil is helping to enhance the life expectancy of our engines by minimizing piston deposits and valve train and bearing wear, and by providing exceptional cold weather protection."

According to Page, there is one thing he wishes had been done differently: "I only wish we made the switch to Mobil Delvac sooner."

"When considering all the cost factors involved in operating and maintaining our trucks, such as fuel economy, engine life, equipment performance, and durability, the numbers tell the whole story. Switching our fleet to Mobil Delvac 1 fully synthetic oil has been one of the best decisions we have ever made."



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