

LOOKING FOR A WAY TO INCREASE UPTIME?

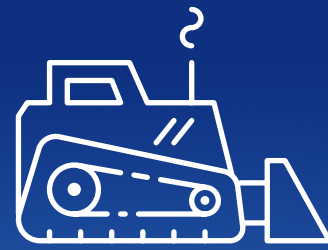
See what unoptimized drains are costing you



Lost Reliability: Extended oil drain intervals can help increase equipment availability and productivity while reducing costs and downtime. But the full benefits can only be realized when drain intervals are synchronized with other maintenance intervals.

In this example, by adding routine oil analysis to PM schedule and switching from 15W-40 to Delo 400 10W-30 XLE, drain intervals can be extended to allow for 100% synchronization with other maintenance requirements.

Large Regional Construction Co. Unnecessary costs due to unoptimized drain intervals.



x 100 x 3K
Hours per year

10W-30 CK-4
No Routine Oil Analysis

VS

Delo 400 ZFA 10W-30 (FA-4)
Routine Oil Analysis

Engine Oil Service: 20 gal x \$11.50 x 10 (@300/hr) = \$2.3K
 Non-Oil PM Service: \$200 labor + \$900 lost use x 3 = \$3.3K
13 Total Annual PM Services: \$5,600 x 100 = \$560K

Engine Oil Service: 20 gal x \$11.50 x 6 (@500/hr) = \$1.38K
 Non-Oil PM Service: \$300 lost use x 3 = \$900
6 Total Annual PM Services: \$2,280 x 100 = \$228K

\$560K - \$228K = \$332K UNNECESSARY ANNUAL COSTS