

3752 ALMAGARD® VARI-PURPOSE LUBRICANT 704 MONOLEC® GEAR LUBRICANT

City Drywall, Oklahoma City, Oklahoma
Various Trucks • SIC 5039 Construction material

In 12 Months City Drywall Saves Almost \$9,000

CUSTOMER TESTIMONIAL

CUSTOMER PROFILE

City Drywall distributes drywall and roofing products for central Oklahoma. They have been an LE customer since August 2004.

APPLICATION

They use 15 delivery trucks to deliver drywall and roofing products to customer construction sites and 4 medium size fork lifts.

AREA OF INTEREST

While using a commercial grade lubricant, U-joints would come apart on the road, usually also puncturing the truck's air tank. When this occurred, a commercial wrecker service would be used to tow the truck in for repairs. In addition, truck differentials would break several gear sets, usually on the job site, again requiring expensive towing and repair costs.

LE SOLUTION

LE Representative Richard Weber recommended they use LE's 3752 ALMAGARD® Vari-Purpose Lubricant in the U-joints and LE's 704 MONOLEC® Gear Lubricant in the differentials. LE's 3752 is a multi-functional, EP lubricant for extended service under extreme conditions for use in all types of vehicles, on and off road, as well as many in-plant applications. It is very tacky, has excellent water resistance, will not pound out and is rust and corrosion inhibited. LE's 704 is a versatile, multi-viscosity EP gear oil which exceeds the demanding requirements of all types of differentials and transmission in over-the-road and stop-and-go fleets and off-highway equipment.



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CUSTOMER COST SAVINGS

IN 12 MONTHS CITY DRYWALL SAVES \$8,990

U-joint Replacement Interval & Cost Using Conventional Lubricants

<u>Number of Failures Per Year</u>	<u>Cost Per U-joint</u>	<u>Total Cost Per Year</u>
Replaced 5 per year minimum	\$40.00 per U-joint	\$200.00 a year in U-joints

*Other Costs: Had to rent a tow truck 5 times at a cost of \$1,000 per tow. **Total cost per year = \$5,000.**

12 Month Period using LE's 3752

No U-joint Failures, No Tow Truck expenses!

Differential Replacement Interval & Cost Using Conventional Lubricants

<u>Number of Failures Per Year</u>	<u>Cost Per Differential</u>	<u>Total Cost Per Year</u>
Replaced 3 per year minimum	\$400.00 per Differential	\$1,200.00 a year in Differentials

*Other Costs: Had to rent a tow truck 3 times at a cost of \$1,000 per tow. **Total cost per year = \$3,000.**

Total Cost of Failures Using Conventional Lubricants (1 Year Period)

U-joints:	\$ 200.00
Differentials:	\$1,200.00
Tow Truck Fees:	<u>\$8,000.00</u>
Total:	\$9,400.00

Cost of 3752 and 704 purchases (2005 – 2006) = (\$409.85)

After the cost of 3752 and 704 lubricants purchased in 2005 – 2006 were factored out, the total savings to City Drywall District was:

Total Cost of U-joints, Differentials, Tow Truck Fees:	\$9,400.00
Cost of 3752 and 704 purchases (2005 – 2006):	<u>(\$ 409.85)</u>

City Drywall District Saves: \$8,990.15

*This figure does not include cost savings in labor hours saved, reduced lubricant consumption, downtime saved or increased production.

Head of Maintenance Dean Ward says he will vouch for the difference 3752 and 704 can make.

OTHER PRODUCTS USED

8800 MONOLEC ULTRA® Engine Oil - trucks and fork lifts (has tripled truck oil drain intervals and had less engine problems.)

2420 BTU+ Power Supplement & Cleaner - diesel fuel

2300 L-X® Heavy Duty Chemical Supplement - gasoline

7500 MONOLEC® Power Fluid - transmission and some fork lifts

We would like to thank Head of Maintenance Dean Ward and LE Representative Richard Weber (pictured), for providing the information to prepare this report.

