

Mobil Delvac 1™

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Take pride in your fleet

Mobil Delvac 1™ engine oil helps Pride Transport achieve new heights along the road to success





A data-driven and collaborative approach helps Pride Transport upgrade to Mobil Delvac 1

Extended oil drain intervals, enhanced fuel economy, and annual savings of nearly \$700k with Mobil Delvac 1™ engine oil—just a few of the things ExxonMobil is doing for Pride Transport.

As one of the nation’s leading refrigerated carriers, Pride Transport knows the value of using high-quality lubricants and choosing the right business partners. In fact, for nearly a decade, this Salt Lake City-based fleet has worked with ExxonMobil.

“For the past seven years, we’ve seen how working with ExxonMobil and using Mobil Delvac™ heavy-duty engine oils has improved our operational performance and overall bottom line,” said Terrence Bloodworth, director of maintenance for Pride Transport.

That was then. Today, to protect their nearly 400-vehicle fleet, Bloodworth and his team have upgraded to Mobil Delvac 1™ LE 5W-30, a full-synthetic heavy-duty diesel engine oil. But according to Bloodworth, this switch wasn’t an overnight decision.

“We’d been using Mobil Delvac™ Elite, a semi-synthetic engine oil, for a number of years and had great success, with our drain intervals set at 60,000 miles,” said Bloodworth. “So we didn’t feel an immediate urgency to make a change to a synthetic oil.”

But since Pride Transport is always looking for ways to improve their business, Bloodworth admits, “We were curious and continued to discuss options with our longtime lubricants distributor, Rhinehart Oil, and the folks at ExxonMobil.”

These conversations helped Pride Transport understand that upgrading to a full-synthetic oil might be the best option. A testing protocol was put in place to measure real-world trucking operations and to find out whether or not there was any additional value in upgrading to a full synthetic.

The robust testing program they eventually put in place spanned two years and employed testing equipment custom designed by engineers from ExxonMobil. “The result was a data logger, which we deployed with a very disciplined approach, that collected roughly 120 million data points from actual driving conditions. Having such a robust set of data gave our Pride Transport managers the confidence to convert the entire fleet to Mobil Delvac 1 LE 5W-30.”

Throughout the process, Pride Transport and ExxonMobil engaged the engineering staff at engine maker Detroit Diesel to solicit any concerns they might have about pushing drain intervals to 80,000 miles. The manufacturer raised no objections.

Now, nearly two years since making the switch, Pride Transport continues to reap the benefits. Maintenance shop workload has decreased, oil drain intervals have been extended by 33 percent to an average of 80,000 miles, and fuel economy potential has been improved by more than 2.5 percent.

The switch has also helped reduce Pride Transport’s carbon footprint. Emissions are now down by more than 5.2 million pounds—which is equal to removing more than 450 average passenger vehicles from the road.

Bloodworth continues, “The reduction in oil consumption and improvements in fuel economy potential have boosted the efficiency of our maintenance team so much that it’s like we have expanded the shop’s size and staff, without the added cost of actually doing so. Our technicians are now spending less time than ever on routine oil changes and can focus on critical proactive maintenance, conducting inspections, and preventing mechanical problems before they occur.

“This not only helps our trucks perform better and stay out on the road longer, but it also makes everyone at Pride Transport very happy, including our CFO.”

Bloodworth credits Lilo Hurtado, the ExxonMobil lubricants application engineer with whom Pride Transport worked closely, in providing the assistance, tools, research, and connections necessary to help make the change a reality.

“Lilo and the technical group made all the difference,” Bloodworth said. “For us, the ability to regularly consult with lubrication experts about our oil analysis program, or other efficiency opportunities, or upcoming regulations, is a huge deal and puts ExxonMobil well above the competition.”

Hurtado returns the credit right back to Bloodworth, saying, “This is simply Pride Transport’s approach to doing business, and it happens to be a win-win-win.”

With 120 million data points and testing results validated over a two-year period, there was no denying that Mobil Delvac 1™ LE 5W-30 was the right full-synthetic heavy-duty diesel engine oil for Pride Transport.



When speaking about using Mobil Delvac 1 heavy-duty diesel engine oil in their fleet, Terrence Bloodworth of Pride Transport said, “Our trucks perform better and stay out on the road longer.”

Since upgrading their entire fleet to Mobil Delvac 1 heavy-duty diesel engine oil, Pride Transport has:

✓	Reduced the workload in their maintenance shop
✓	Extended oil drain intervals by more than 33 percent to more than 80,000 miles
✓	Enhanced fuel economy potential by more than 2.5 percent
✓	Saved nearly \$700,000 in total annual costs

To learn more about how Mobil Delvac 1 heavy-duty diesel engine oil can benefit your fleet, contact your ExxonMobil representative or visit mobildelvac.com.

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**Terrence Bloodworth
Director of Maintenance
Pride Transport**

This proof of performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used; its maintenance, operating conditions, and environment; and any prior lubricant used.



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To learn more about how your fleet can improve performance and save money, visit the Mobil Delvac™ YouTube channel.

youtube.com/mobildelvac