



*The First in Synthetics*®

# Truck Testimonials



**Counting miles  
on the road,  
not days in  
the shop.**

# When Lives are at Stake, Fire Department Relies on AMSOIL



*Chief mechanic Dale Wagner (right) and AMSOIL Dealer Ernest Day*

**Prescott, Arizona** – Serving as chief mechanic for the Central Yavapai Fire District and the City of Prescott Fire Department, Dale Wagner knows the importance of a well-maintained truck fleet. “Any mechanic worth his salt should be involved in decisions concerning preventive maintenance.” That’s why, when switching to AMSOIL, Wagner made sure he did his homework. “After installing AMSOIL 15W-40 Heavy Duty Diesel and Marine Motor Oil in two trucks, I sent a sample to

Cleveland Technical Center for oil analysis every 200 hours or sooner.”

After 1,000 hours, the lab questioned Wagner about the frequency of tests. “I was expecting to find a failure in the oil after five drain intervals had passed. I realized that AMSOIL lubricants provided unsurpassed protection on engine parts when, after 1,000 hours of use, the AMSOIL synthetic motor oil had better results in lab tests than my previous oil had straight from the container.”

Before he switched to AMSOIL motor oil, Wagner said he had recurring downtime while repairing the trucks. Not so with AMSOIL. Wagner also says he was able to reduce his oil change time.

“Technology has allowed me to reduce manpower needs. The oil itself cannot solve all maintenance problems, but with the help of AMSOIL and a program designed by the fleet management you can make the right oil work for the best results.”

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## Semis Go the Distance (without an oil change)

**Rockwall, Texas** – Danny Howell, Director of Maintenance for Dallas Carriers Corporation, conducted a demonstration in which semis were installed bumper-to-bumper with AMSOIL lubricants. He put AMSOIL 15W-40 Heavy Duty Diesel and Marine Engine Oil in the engines and AMSOIL Synthetic 85W-140 Gear Lube in the transmissions, rear ends and the power train.

Periodically, Howell sent samples for oil analysis. The results showed that both the AMSOIL 15W-40 and 85W-140 were serviceable after 200,000 miles. Howell says both the rear ends and transmissions operated like new with AMSOIL 85W-140.

*Semis from the Dallas Carriers Corporation*



# AMSOIL Aids Small Welding Company

**Grand Rapids, Michigan** – Layman Welding Supply Operations Manager Mike Murley says the family owned company has saved a significant amount of money since using AMSOIL lubricants in their dump trucks. In fact, Murley and AMSOIL Dealer Sten Wimen have estimated savings of approximately \$10,000. Murley says they've been able to add trucks to their fleet due to the savings. "We use AMSOIL lubricants in our truck engines,

transmissions and transaxles. We've had great success using AMSOIL Synthetic Heavy-Duty Grease in our tailgates and are very pleased with its performance. And, we've saved our company a large amount of money in oil changes.

"The company has been able to save money by getting more performance for their dollars," says Wimen. "For instance, before using AMSOIL, they had been purchasing one barrel of

hydraulic fluid a year, but they've only had to use 60 gallons of AMSOIL product over a three year period. A savings of \$10,000 for a small family owned company—that's not bad!"

Murley now uses AMSOIL products in all other applications at Layman Welding Supply. "By using AMSOIL in our facility equipment we have been able to extend the life and reduce the maintenance."

## Harvesting the Benefits of Using AMSOIL

**Brownwood, Texas** – Danny Dutton, owner of Dutton Harvesting, says life has been a bit smoother since using AMSOIL. "Our harvesting business is much easier since switching to AMSOIL motor oil. Running combines and big road trucks six months out of the year is hard work, with not enough hours in the day."

Dutton uses AMSOIL 15W-40 Synthetic Heavy Duty Diesel and Marine Motor Oil in his three new John Deere 9600 combines, five Mack class 8 grain hauling trucks, Ford Powerstroke, plus many other smaller machines.

Dutton knows the performance of his equipment is crucial to the success of his business. By using AMSOIL, Dutton says his equipment, especially his trucks, perform better and resist wear. "We have Dual Guard By-Pass Oil Filters mounted on the Macks to extend the oil changes. We put an average of 10,000 to 12,000 miles on these trucks per year, and they hold 13 gallons of oil each. Our combines run about 600 to 700 hours. If these were miles, it would probably be equivalent to 25,000 miles.



*Danny Dutton, owner of Dutton Harvesting*

"These are great machines, and AMSOIL gives them the best protection against wear while allowing them to start easier, run cooler and get the best fuel efficiency possible."

Dutton says, economically, AMSOIL is the logical choice. "If you put a pencil to it, AMSOIL motor oil is really cheaper than regular oil. Anyone could save money using AMSOIL."

# Trucking Firm Enjoys Big Savings with AMSOIL

**Rock, Michigan** – When Nelson Trucking and Forestry owner Roy Nelson's new Kenworth truck reached 15,000 miles, he replaced the factory oil with AMSOIL 15W-40 Synthetic Heavy Duty Diesel and Marine Motor Oil. He also installed an AMSOIL By-Pass Filter system and started a regular oil analysis program. Since then, he's known nothing but success and money savings.

AMSOIL Dealer Walt Patterson says immediately after installing the AMSOIL products, Nelson saw positive results.

"At approximately 40,000 miles, Roy calculated that he saved some hard earned cash," Patterson said. "Roy accurately figured if he traveled 100,000 miles in the first year, just in fuel economy alone, he would see savings of \$1,930, or about 8.4 percent. When Roy reached that 100,000 figure he was still running on the same oil. By changing his oil filters every 20,000 miles, he saw additional savings of approximately \$700 annually."

Nelson Trucking hauls a variety of products including heavy equipment and wood.



*Roy Nelson, owner of Nelson Trucking, and his wife Sherry standing by his Kenworth truck*

Nelson likes to keep a tight schedule and guarantee punctual delivery time, so he relies on AMSOIL to keep his trucks in top condition.

"Here in Michigan the weather can become a real enemy, especially when

the thermometer reads twenty to thirty below zero," said Nelson. "AMSOIL Motor Oil has proven to me that it doesn't matter if the temperature is hot or cold, it can stand up to whatever Mother Nature throws at us."

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## AMSOIL Gives Trucking Business the "Star" Treatment

**Grand Junction, Colorado** – Monty Moore says he needed an edge to make his business, Star Fleet Enterprises, more profitable. Moore and his wife operate highway contract routes for the U. S. Postal Service—routes that are extremely demanding on their trucks. "From early in the morning until evening and under all types of driving conditions, our trucks hold very rigid time schedules—schedules that allow very little time for maintenance. Plus, repair costs were going through the roof."

Moore found the edge he was looking for by using AMSOIL lubricants.

"I tried AMSOIL products and I was very impressed! Just after using AMSOIL Diesel Fuel Additive Concentrate, AMSOIL Cetane Boost and AMSOIL Diesel Fuel Modifier, the performance difference in the trucks was like night and day. Once I installed AMSOIL SAE 75W-90 Synthetic Gear Lube and AMSOIL Synthetic Heavy Duty Grease, the trucks ran like new."

"We have had our drivers and many others comment on how well the vehicles run and the difference AMSOIL products have made," said Moore.

Moore has converted all of his vehicles to AMSOIL. "We are continuing to use the fuel additives for the beneficial edge in performance and mileage.

"We are greatly enjoying the difference AMSOIL products are making in our vehicles."

# 409,000 Miles Without an Oil Change

**Colonial Heights, Virginia** – Haywood Gray’s 1990 Mack E7-400 engine should have shown some evidence of having gone 409,000 miles without an oil change, but it didn’t. “I didn’t see any surprises in there at all,” said owner/operator Gray when the engine was finally torn down. In fact, analysis showed the engine was as wear-free as an engine in comparable service treated to 20 times the oil changes.



Haywood Gray and his 1990 Mack E7-400

The results can only be credited to AMSOIL. Gray used AMSOIL Synthetic 15W-40 Heavy Duty Diesel and Marine Oil, an AMSOIL By-Pass Oil Filter and periodic oil analysis.

The E7-400 was torn down by the local Mack dealership and its parts were examined by a certified independent

engine rater. It showed only light to moderate wear throughout.

The rater even concluded that the engine parts could have been put right back on for continued use.

The teardown oil analysis confirmed the rater’s findings. The sample’s content of wear metals was extremely low: one-sixth the lead and one-third the iron allowed by Mack condemnation limits—after 409,000 miles without an oil change.

## Independent Engine Rater Findings



**PISTONS**

*“No wear at all.”*



**RINGS**

*“Very, very good.”*



**CYLINDER LINERS**

*“No scuffing. No cavitation.”*



**CROSSHEADS**

*“Very, very light wear.”*



**MAIN BEARINGS**

*“Light wear.”*



**ROD BEARINGS**

*“Minimal wear.”*

# BEER Distributor NUTS about AMSOIL



Chester and Jim in front of several of the fleet trucks



Jim Bergquist and Chester Gustafson examine an AMSOIL By-Pass filter in one of Thorpe's trucks

**Medina, Minnesota** – With the duty of moving the “King of Beer” cross country, Chester Gustafson was not about to trust his truck fleet to just any oil. Gustafson is the fleet maintenance manager for Thorpe Distributing Co., regional distributor of Anheuser-Busch products. Gustafson has the entire fleet running with AMSOIL synthetic lubricants.

Gustafson says, “I’m impressed! First, we’ve reduced repair costs significantly. We save \$5,000 for every overhaul we don’t have to do, and save even more on reduced downtime. Second, we cut our

capital costs and now buy trucks as old as seven years. With proper maintenance using AMSOIL lubricants, we keep them on the road without any driveline maintenance for an estimated 10 years. We’ve never lost a U-Joint.”

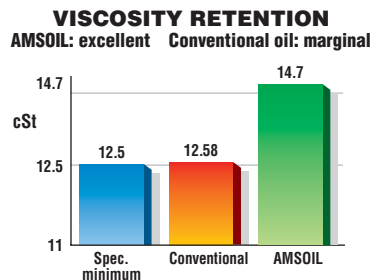
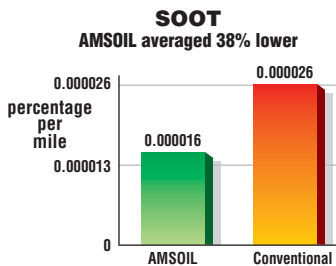
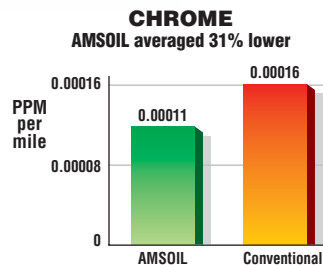
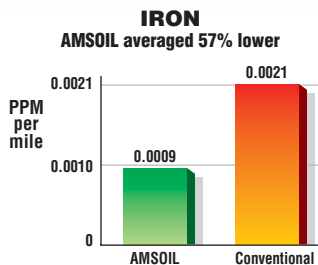
Gustafson was sold on AMSOIL Motor Oil after AMSOIL Direct Jobber Jim Bergquist introduced it to him in 1983. Gustafson installed it in his wife’s car, then his two over-the-road trucks. Experiencing how smoothly the trucks ran and shifted convinced Gustafson to become an AMSOIL Dealer.

Gustafson recently brought Bergquist on board to work alongside him at Thorpe. The two men have 22 International DT466 beverage trucks and two Ford trucks completely converted to AMSOIL. Gustafson has always changed oil at 24,000 miles/two years even though the oil kept testing okay. He plans to stretch it out to 36,000/three-year intervals. The engines have AMSOIL 15W-40 Heavy Duty Diesel and Marine Motor Oil with AMSOIL Synthetic Automatic Transmission Fluid in the transmissions, Series 2000 Synthetic 75W-90 Gear Lube in the differentials and Synthetic Multi-Purpose Grease on the wheel bearings. The forklifts use AMSOIL Hydraulic Oil.

## Extended Drain Intervals for Grocery Fleet

By using AMSOIL Synthetic 15W-40 Heavy Duty Diesel and Marine Oil, AMSOIL By-Pass Filters and oil analysis, a grocery warehouse fleet extended its oil drain intervals to 74,000+ miles and realized a 22 percent decrease in the costs of oil-related materials and labor.

Oil analysis confirmed the superior protection afforded by the AMSOIL products.

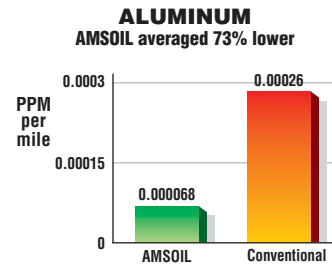
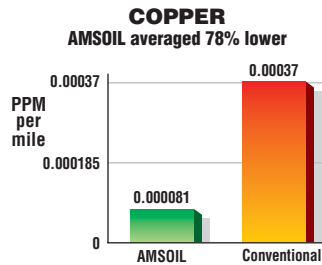
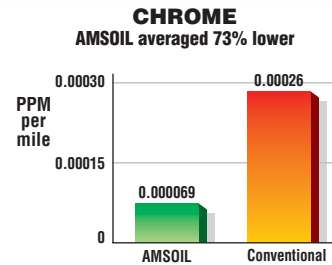
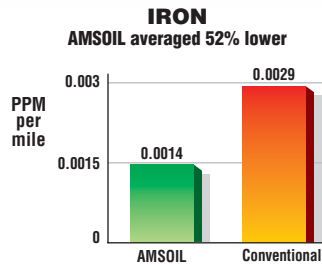


# Fleet Keeps on Truckin' with AMSOIL

Installing an over-the-road fleet with AMSOIL Synthetic 15W-40 Heavy Duty Diesel and Marine Oil, AMSOIL By-Pass Filters and conducting used oil analysis proved to be a winning combination.

With AMSOIL products, the flatbed fleet extended vehicle drain intervals to 79,000+ miles, and realized a 29 percent reduction in the costs of oil-related materials and labor.

The extended intervals were not gained at the expense of the engine. Used oil analysis showed the quality protection of using AMSOIL products, even during extended drain intervals. Wear metal, soot and acid levels remained low throughout the demonstration while TBN remained high and viscosity midrange.



## City Runs on AMSOIL

**Ozark, Alabama** – Maintenance Foreman for the City of Ozark George Hawkins was skeptical when AMSOIL Dealer E.E. Bowman first approached him about synthetic oil. After reviewing the literature Bowman left him about AMSOIL synthetics, Hawkins became a bit more interested.

“Bowman presented me with the opportunity to become a commercial account, which I accepted, and proceeded to change the city police automobiles from petroleum to AMSOIL synthetics,” said Hawkins.

Hawkins didn't stop at the police fleet. “We have placed AMSOIL into all of the city vehicles—utility board trucks, garbage trucks, fire trucks and grass cutting equipment.

“In the past it was necessary to service our garbage trucks every 30 days. That time has been extended to 180 days,” said Hawkins.

Hawkins couldn't be happier. “We have found that AMSOIL has been of benefit to us in several ways. We are experiencing much longer service intervals (requiring fewer man hours), prolonged life of our equipment and an increase in fuel mileage (approximately five percent).

“The end result is a savings of very scarce tax dollars for the people of Ozark, Alabama.”

## AMSOIL Saves the Day

**Seal Beach, California** – Mike Johnson was towing a 34-foot fifth wheel trailer on Sherman Grade about eight miles north of Bishop, California when things went wrong.

“I smelled something burning, and moments later smoke billowed from under my truck. I drove about a mile until I could safely pull over. Then I opened the hood and discovered transmission fluid splashed on the exhaust system and running out from under the transmission.”

Johnson says he had his rig towed to a dealership, and the service manager told him to expect the worst. “A few hours later I got the news that the upper coupling had let go, and I'd lost all my transmission fluid. But my transmission was fine. The service manager said the only thing that saved my transmission was the AMSOIL Synthetic Automatic Transmission Fluid.”



# AMSOIL® Truck Products



**MOVE UP TO**  
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