

CASE STUDY **1404A**

REDUCING FLEET MAINTENANCE ISSUES

DECREASING FLEET MAINTENANCE COSTS BY USING
HSS STICTION ELIMINATOR & DIESEL EXTREME

THIRD PARTY	BLACKROCK LOGISTICS	BLACKROCK LOGISTICS
TEST SUBJECTS		3 STANDARD FREIGHT TRUCKS
PRODUCTS TESTED		HSS STICTION ELIMINATOR
		HSS DIESEL EXTREME



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OVERVIEW

Blackrock Logistics is an industry leading freight shipping company located in Lacey, WA. More than 40 freight trucks make up Blackrock's fleet including standard box trucks, refrigerated boxes, flatbeds, bobtails and heavy haulers. Many of these trucks had been notorious for engine failure specifically related to turbocharger and injector malfunctions. Frequent maintenance issues were causing Blackrock more than \$70,000 in maintenance each quarter after also considering the expenses of trailer maintenance.

High maintenance costs and vehicle downtime are every fleet manager's worst nightmare. With turbocharger replacements at an average rate of approximately \$1,000, and the average rate to replace fuel injectors at \$3,000 for these diesel engines, Blackrock Logistics' expenses were at a record high. Consistently having 1-2 trucks down every week left Blackrock's Fleet Manager Jim Dolan no choice but to seek a solution. The following report reveals how Blackrock Logistics was able to cut maintenance costs more than 50% by using Hot Shot's Secret oil and fuel additives.

PROBLEMS

- Extremely high maintenance costs
- 1-2 trucks down each week
- Failing turbochargers
- Failing injectors

PROCESS TO REDUCE ENGINE FAILURE

When a diesel engine reaches the fifty thousand mile mark, it begins to form a layer of stiction¹. As stiction builds, it results in hard starts, loss of acceleration and torque, and blowing black or white smoke. These symptoms were dramatic for the trucks in Blackrock Logistics' fleet.

¹ Oxidized, burnt oil that attaches itself to areas in which oil flows.

As part of a trial for his fleet, Manager Jim Dolan added Hot Shot's Secret STICTION ELIMINATOR to three of the trucks' oil systems and DIESEL EXTREME to the fuel tanks. Other trucks experiencing the same problems were repaired in a shop or at a dealership. "All the problems we were having with those three trucks went away," Dolan said. "They had the same problems the others did, but we never had to touch them. In fact, those three trucks became the most reliable in the fleet!"

Since the three-truck trial, Blackrock Logistics has begun using Hot Shot's Secret STICTION ELIMINATOR and DIESEL EXTREME in every one of its trucks as part of a two-step treatment plan. This plan has cut the fleets expenses by more than 50% each quarter since using Hot Shot's Secret.

BENEFITS/RESULTS

- Maintenance expenses cut by 50% per quarter
- Less vehicle downtime
- Additional power

CONCLUSION

Based on statements from Blackrock Logistics' Fleet Manager Jim Dolan, it is evident that

Hot Shot's Secret STICTION ELIMINATOR and DIESEL EXTREME had a positive impact on the fleet. By cleaning out the oil and fuel systems of these trucks, the once failing components were immediately restored, adding power and keeping the vehicles on the road. Cutting the maintenance expenses by 50% saved Blackrock Logistics \$35,000 each quarter, totaling \$140,000 in savings over the course of a year.



THE DRIVERS SAY THE POWER INCREASE HAS BEEN NOTICEABLE.

THEY ARE EVEN ASKING TO STAY WITH THE SAME TRUCK BECAUSE IT PERFORMS SO WELL. THAT WAS UNHEARD OF BEFORE WE STARTED USING HOT SHOT'S SECRET!





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Lubrication Specialties, Inc. began in 1997 and since the development of Hot Shot's Secret Stiction Eliminator in 2004 has continued to solve issues for the largest companies across the country. Dedicated to producing the most concentrated and effective solutions on the market, third party testers and our own in-house chemists constantly reevaluate our products. Lubrication Specialties, Inc. is a proud member of the Better Business Bureau.

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