



It's not the **PRICE** to buy.  
It's the **COST** to use.



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### **THE BOTTOM LINE**

Schaeffer lubricants reduce operational costs for Major Michelin Tire Distributor service fleet.

### **THE CUSTOMER**

Strouhal Tire, Texas

### **THE STORY**

Strouhal Tire is recognized as a leader and innovator in the Tire Industry. With seven locations, over 150 employees and more than 125 service vehicles, Strouhal has complete coverage of the Texas Gulf Coast. The company maintains a multi-million dollar inventory to expedite service response time and capability. During the summer of 2005, mechanical issues with the service fleet were causing delays in response time. The engines were sludging and transmissions were failing at a high rate due to the extreme working environments to which they are subjected.

Don Strouhal Jr. and Bruce Bordelon met with Dr. Keith Smith and formulated a cost analysis and established testing parameters for the Schaeffer Supreme 7000 15W40 motor oil. The Delo 400 was drained from the Cummins engines at 4,000 miles while the Schaeffer oil was drained in the same manner into test tubes at 8,000 miles. These service trucks experience high idle time due their function as road service vehicles for truckers, so the actual mileage is much higher than indicated on the odometer.

The Delo came out looking like tar while the Schaeffer oil, with double the amount of time in application, was still transparent and had its unique green color. The cost analysis showed a savings of over \$120,000 for the fleet lubricant maintenance program by being able to double the drain intervals based on oil analysis. Transmission failures were eliminated by switching from the Amsoil transmission fluid to the Schaeffer 204SAT Supreme All Trans fluid.

Bruce, as a Strouhal Manager, travels to all their locations throughout Texas and noticed immediately that his Cummins Diesel ran more quietly and his fuel mileage went from 17 mpg to 21 mpg in the city. And the fuel economy improved from 19 mpg to 23 mpg on the highway.

Other products also used by Strouhal: 137 Diesel Treat 2000, 221 Moly Ultra Grease, 131 Nuetra Fuel Stabilizer and Engine Purge Fluid.



Bruce Bordelon leaving the Strouhal Center located on Wallisville Rd in Houston Texas.