

## Mobil Delvac™ Extreme helps Conway Beam Leasing extend oil drains and reduce engine failures



### Objective

To improve fleet efficiency and uptime

- Volvo and Mack trucks
- Rochester, New York, United States

### Situation

Conway Beam Leasing, a premier sales and rental company, operates over 600 Volvo and Mack trucks with both local and long haul services across the United States. With a quickly growing fleet, Ed Dunlop, Director of Operations, desired to reduce the Total Cost of Ownership for the fleet through extended oil drains and improved preventative maintenance. Ed believed that through oil analysis they could achieve these goals. To help achieve this goal, Conway Beam Leasing approached its lubricants distributor Brenntag Lubricants.

### Solution

The **Mobil Serv<sup>SM</sup> Engineering** team and Brenntag Lubricants evaluated the fleet's oil program. After conducting a thorough evaluation, the decision was made to upgrade from the competitive engine oil to **Mobil Delvac™ Extreme 10W-30** engine oil, which is capable of doubling OEM-recommended oil drain intervals. Additionally the team helped implement **Mobil Serv<sup>SM</sup> Lubricant Analysis** to monitor component and oil health while also capitalizing on the enhanced product performance characteristics.

### Results

After implementing the new strategy built around **Mobil Delvac™ Extreme 10W-30** engine oil, Conway Beam Leasing was able to safely extend oil drain intervals to 55,000 miles.

Additionally, through the expertise of the **Mobil Serv Engineering** team and Brenntag Lubricants, Conway Beam Leasing was able to proactively catch and correct six catastrophic engine failures. This resulted in company estimated savings of **over \$133,000**.

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Safely extended oil  
drain intervals to  
**55,000 miles**

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For more information on Mobil Delvac 1 and Mobil Delvac lubricants or to directly contact your nearest ExxonMobil Distributor, visit [mobildelvac.com](http://mobildelvac.com)

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

\*\*Visit [mobildelvac.com](http://mobildelvac.com) to learn how certain Mobil-branded lubricants may provide benefits to help reduce environmental impact. Actual benefits will depend upon product selected, operating conditions and application.

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