

DURON™

THE TOUGHER. THE BETTER.™

THE PROOF.

CUSTOMER:
AGGRESSIVE TRANSPORT

AGGRESSIVE
TRANSPORT LTD. U.S.A.

RESULT:
EXTENDED DRAIN INTERVALS,
IMPROVED FUEL ECONOMY, COST SAVINGS



AN HF SINCLAIR BRAND

“ I HAVE BEEN BLOWN AWAY BY THE RESULTS WE’VE ACHIEVED. THE PRODUCTS REALLY HAVE SOLD THEMSELVES. PEOPLE DON’T REALLY THINK ABOUT HOW YOU CAN ACTUALLY MAKE MONEY IN THE WORKSHOP, SO I’M GRATEFUL FOR GREG AT VALLEY PACIFIC AND THE TEAM AT PETRO-CANADA LUBRICANTS FOR SHOWING ME WHAT’S POSSIBLE. UNDERTAKING THE DURON™ CHALLENGE HAS HAD A REAL IMPACT ON OUR BUSINESS.”

Anthony Ritter, Fleet Manager, Aggressive Transport

Aggressive Transport USA, a family-run business headquartered in Red Bluff California, has been moving freight across the USA-Canada border for over 35 years. Serving all parts of the United States and Western Canada, the company specializes in transporting military loads from California to the Port of Tacoma, where they are then be shipped to Alaska.

To do this, Aggressive Transport operates 48 vehicles, with the fleet comprised of 38 Freightliners and ten Peterbilt trucks. The company provides container, reefer, and dry van services, operating 53-foot multi-temperature and single temperature reefers that are monitored to maintain customers’ product quality. This means that Aggressive Transport can handle fresh food and other frozen freight as well as building and construction supplies, furniture, and paper products.

The company prides itself on its exceptional service, offering real-time satellite tracking information to customers. This level of service is underpinned by a dedicated and hard-working maintenance team of four technicians that are tasked with maintaining the reliability of all 48 trucks to keep them on the road for as long as possible.



THE CHALLENGE

Aggressive Transport’s Fleet Manager, Anthony Ritter is always looking for improvement. He noticed that his vehicles were spending too much time off the road due to engine oil changes which was costing the business money.

Ritter calculated that each oil change was costing the business \$400 when he combined the labor cost, filter, the oil itself and the time taken for the change. Roll that out across the fleet and a round of oil changes was costing \$19,200.

The data showed that Aggressive Transport’s Detroit Diesel and PACCAR engines required new oil every 30,000 miles. Ritter saw room for improvement and, understanding the financial savings this could bring, wanted to extend drain intervals and reduce oil consumption among the fleet.

THE SOLUTION

Aggressive Transport took this request to Valley Pacific Petroleum Service, a long-standing local Authorized Distributor of Petro-Canada Lubricants (PCL), an HF Sinclair brand. Knowing the PCL products well, Valley Pacific saw an opportunity to put them to the test through the DURON Challenge.

PCL wants to prove that DURON heavy-duty engine oils can help provide more reliability, longer drain intervals and lower fuel costs. By taking a DURON Challenge, PCL assesses how DURON can improve an operation, provides DURON engine oil for the challenge at no cost and has used oil analysis completed on oil samples to demonstrate its impact.

Greg Fee, Territory Manager at Valley Pacific worked with his PCL Technical Service Advisor to present a compelling offer, including two products to address both of Aggressive Transport’s goals: extending drain intervals and increasing fuel economy.

DURON HEAVY-DUTY ENGINE OILS

DURON SHP 10W-30 is a super high performance product that is engineered to meet and exceed productivity demands. The engine oil blends PCL's uniquely advanced synthetic blend base oil technology with superior additives to reduce costs, improve reliability and protect engines.

DURON HP 15W-40 delivers performance and protection to operators who expect maximum uptime from their equipment, no matter how tough the conditions.

Over a six-month period, the quality of both engine oils was proven, as with support from Valley Pacific and PCL, Aggressive Transport gradually extended drain intervals and additionally uncovered significant fuel savings when using the lower viscosity engine oil (DURON SHP 10W-30).



THE RESULTS

Having undertaken the DURON Challenge, Aggressive Transport experienced exceptional results:



Extended oil drain intervals

Starting at 30,000 miles per oil drain, intervals were gradually extended through to 40,000 miles. This was done safely thanks to the technical knowledge of Valley Pacific and PCL's expertise, with thorough oil sampling to produce a nice improvement for each truck.

Over the Challenge period, this equated to \$76,800 savings purely achieved from extending drain intervals*, a significant impact for the business.



Improved Fuel Economy

Additionally, using in-truck telematics, the results demonstrated a 0.5 miles per gallon improvement fleet-wide. This equates to a 1% improvement in fuel economy, meaning that Aggressive Transport saved \$5,616 on fuel per truck and \$269,568 across the full 48-vehicle fleet.

Based on the fantastic results and excellent service, the partnership between Aggressive Transport, Valley Pacific and PCL continues to be successful and deliver results. Aggressive Transport decided to switch its entire fleet to DURON SHP 10W-30 and is confident that, with the help of its partners, the company can continue to operate reliably and efficiently.

AUTHORIZED DISTRIBUTORS

“As a commercial truck driver myself, I know the impact that engine oil can have on an operation, but most fleets are not aware of this. That's why the DURON Challenge is so valuable. It gives fleets the opportunity to experience what good oil can do, and there's no substitute for cost savings. I'm really pleased that Aggressive Transport has seen such great results. Anthony deserved a lot of credit for his willingness to explore different options to help his company increase uptime and ultimately, save money.”

Greg Fee,

Territory Manager, Valley Pacific Petroleum Services

HF Sinclair has an extensive network of trusted and authorized distributors that support the delivery of best practices, innovative solutions and outstanding value for customers. Driven by a collective ambition to help grow our customers' businesses, distributors play a key role in matching fundamental lubricant knowledge and the suite of services to the needs of a business.

*Extending drains should always be undertaken in conjunction with an oil analysis program.



OUR NO-NONSENSE LUBRICANTS WARRANTY

“We will repair equipment or replace equipment parts that are damaged due to defects of a Petro-Canada Lubricants product, as long as the lubricant is used in accordance with your equipment manufacturer’s and our recommendations.”

IT’S MORE THAN JUST A WARRANTY. IT’S A COMMITMENT.

To learn more about how Petro-Canada Lubricants products can help your business, visit petrocanadalubricants.com or contact us at lubecsr@hfsinclair.com

Committed to the disciplined operation of our business.



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