

# Exceptional Performance

**T**he most important information you can have as a successful trucking business owner is accurate knowledge of your cost of operations. Knowing your cost per mile (CPM) helps you compare apples to apples when analyzing costs, and figuring your CPM takes the guesswork out of purchasing decisions and maintenance choices. Fixed costs like your truck payments or insurance premiums, taxes and fees are easy to compute. Variable costs like fuel and maintenance can affect the bottom line profits of your business and require careful consideration.

Owner-operator Henry Albert in Mooresville, N.C., knows what it's like to try to make his one truck business profitable and believes his oil choice

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contributes to the success of his business. He started using Mobil Delvac 1 5W-40 two years ago when his Detroit Diesel Series 60 engine was new. Mr. Albert said he made his selection based

on Mobil's recognized leadership in synthetic lubricants for passenger vehicles and his positive experiences using Mobil 1 in his own car.

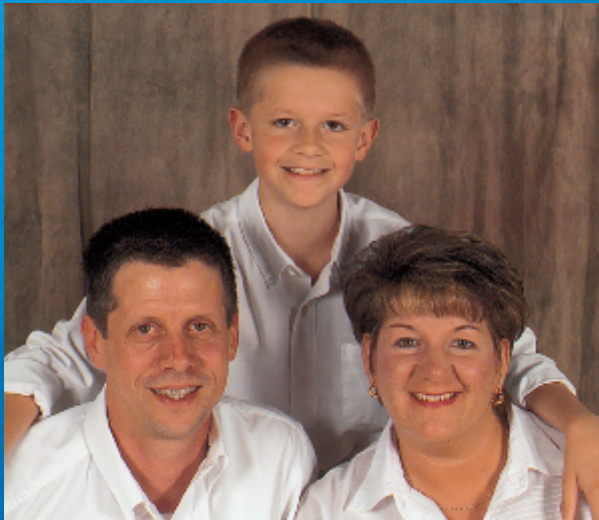
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With Mobil Delvac 1, Mr. Albert quickly captured the cost benefits of having his rig available with less downtime for engine oil maintenance.

As a one-truck business owner, he needs to capture as many savings as possible and

Mobil Delvac 1 continues to help him today by working to reduce maintenance costs, while providing reliability in his equipment. In addition, Mr. Albert is quite pleased with how Mobil Delvac 1 provides outstanding oil consumption control, helping his truck average only one gallon of make-up oil every 20,000 miles.

“My engine has been running cooler since Mobil Delvac 1 was installed and engine startup and warm-up time is



much quicker during the winter months. On cold mornings the engine oil pressure reaches operating pressure very quickly, so warm-up idling is greatly reduced,” said Albert, who travels an average of 120,000 miles per year hauling loads throughout the Northeast.

He is also very pleased with the support that Mobil technical experts have provided to a single truck owner like himself while he has been extending his oil drain intervals. “I can get my questions answered quickly by calling the Mobil helpline (800-Mobil-25) and the technical support staff provide response right away,” he says.

*Henry, Austin (age 9 years) and Karen Albert all help out in the family business.*

**OWNER OPERATOR PROFILE: Henry Albert**

**DISPATCHER: Karen Albert**

**YEARS IN TRUCKING: 20**


**EQUIPMENT: 2001 Freightliner Century, Utility trailer, Detroit Diesel Series 60-engine**

**CURRENT ENGINE MILES: 181,000**

**OPERATION: Hauls heavy or high drag loads such as chain link fencing, granite and sheetrock**

**TERRITORY: East coast**

**Mobil**  
**Delvac®**



He changes his oil frequently.

He overhauls his engine frequently.

You don't have to do either.



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You can extend drain intervals and extend the life of your engines at the same time. All you need is the right lubricant. Mobil Delvac 1. It's a fully synthetic oil that's engineered to be more effective than a conventional lubricant, so it's better at preventing oxidation and the formation of abrasive deposits. Which means less internal engine friction. And far less wear and tear. Because of its outstanding viscosity retention, Mobil Delvac 1 stays in great condition longer, so it needs to be replaced far less often than a conventional oil. Use Mobil Delvac 1. And see the difference in performance a lubricant can make. For more information, call (800) MOBIL25, or log on to [www.mobil.com](http://www.mobil.com).

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**Mobil** Command Performance