

## COMPARATIVE ANALYSIS SUMMARY

Synthetic Oil Company, John Smith, Jobber  
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**Presented to:**

ABC Trucking, Mike Armstrong, Fleet Managet  
 120 Virginia  
 Conroe, TX, 56588  
 713-545-8978  
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 Commercial

### Savings Summary

The proposed program could result in you spending an average of **61% LESS** money than your current program  
**SAVING YOU APPROXIMATELY \$12,514** for the lifetime of all assessed vehicles and equipment.

**Motor Oil and Oil Filter**

41%	Savings	\$10,914	Less Cost
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**Transmission Fluid**

67%	Savings	\$800	Less Cost
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**Fuel Efficiency 1%-4% Savings**

\$4,608	To	\$18,432	Less Cost
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**Air Filter**

76%	Savings	\$800	Less Cost
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## Motor Oil and Oil Filter Worksheet

**Company**      ABC Trucking  
**Name**            Mike Armstrong

**Current**

<b>Vehicle/Equipment Description</b>		Mack Fleet
<b>Number of Vehicles</b>		20
<b>Name of Current Product</b>		Standard Diesel 15w40
Optional: QL total cost / oil change		\$80.00
# Quarts / chg	0	Oil Cost / qt      \$0.00
# Quarts / pkg	0	Oil Cost / pkg    \$0.00
Filter Description		Fltr Cost/ea      \$0.00
# Filters /pkg	0	Fltr Cost/pkg    \$0.00
# Filters Needed	0	Labor Cost       \$0.00
Recurring Cost	Disposal Fee	\$3.00
One-Time Cost		\$0.00
Total Initial Cost		\$83.00
Initial Install miles/hours	40,000	
Change Interval miles/hours	10,000	
Lifetime miles/hours	200,000	

**Proposed**

<b>Vehicle/Equipment Description</b>		Mack Fleet
<b>Number of Vehicles</b>		20
<b>Name of Proposed Product</b>		Synthetic Diesel Product 15w40
Optional: QL total cost / oil change		\$0.00
# Quarts / chg	14	Oil Cost / qt      \$4.17
# Quarts / pkg	120	Oil Cost / pkg    \$500.00
Filter Description	Special Filter	Fltr Cost/ea      \$20.83
# Filters /pkg	12	Fltr Cost/pkg    \$250.00
# Filters Needed	1	Labor Cost       \$15.00
Recurring Cost	Disposal Fee	\$3.00
One-Time Cost	Engine Flush	\$6.00
Total Initial Cost		\$103.00
Initial Install miles/hours	40,000	
Change Interval miles/hours	20,000	
Lifetime miles/hours	200,000	

Each 10,000	mile/hour interval will cost	\$83		Each 20,000	mile/hour interval will cost	\$97	
16	intervals will occur over the next	160,000	miles/hours	8	intervals will occur over the next	160,000	miles/hours
16	intervals in one vehicle will cost	\$1,328		8	intervals in one vehicle will cost	\$782	
16 intervals in 20 vehicles will cost			\$26,560	8 intervals in 20 vehicles will cost			\$15,640

<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="border: 1px solid black; padding: 5px;">Motor oil and Oil Filter Summary:</div> <div style="border: 1px solid black; padding: 5px;">41%</div> <div style="border: 1px solid black; padding: 5px;">Savings</div> <div style="border: 1px solid black; padding: 5px;">\$10,914</div> <div style="border: 1px solid black; padding: 5px;">Less Cost</div> </div>			
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## Transmission Fluid Worksheet

**Company**      ABC Trucking  
**Name**            Mike Armstrong

### Current

<b>Vehicle/Equipment Description</b>		Staff pickups
<b>Number of Vehicles</b>		10
<b>Name of Current Product</b>		ATF
Optional: QL total cost / oil change		\$30.00
# Quarts / chg	0	Oil Cost / qt      \$0.00
# Quarts / pkg	0	Oil Cost / pkg    \$0.00
Filter Description		Fltr Cost/ea      \$0.00
# Filters /pkg	0	Fltr Cost/pkg    \$0.00
# Filters Needed	0	Labor Cost       \$0.00
Recurring Cost		\$0.00
One-Time Cost		\$0.00
Total Initial Cost		\$30.00
Initial Install miles/hours	20,000	
Change Interval miles/hours	30,000	
Lifetime miles/hours	150,000	

### Proposed

<b>Vehicle/Equipment Description</b>		Staff pickups
<b>Number of Vehicles</b>		10
<b>Name of Proposed Product</b>		Synthetic ATF
Optional: QL total cost / oil change		\$0.00
# Quarts / chg	7	Oil Cost / qt      \$5.67
# Quarts / pkg	12	Oil Cost / pkg    \$68.00
Filter Description		Fltr Cost/ea      \$0.00
# Filters /pkg	0	Fltr Cost/pkg    \$0.00
# Filters Needed	0	Labor Cost       \$0.00
Recurring Cost		\$0.00
One-Time Cost		\$0.00
Total Initial Cost		\$40.00
Initial Install miles/hours	20,000	
Change Interval miles/hours	90,000	
Lifetime miles/hours	150,000	

Each 30,000	mile/hour interval will cost	\$30		Each 90,000	mile/hour interval will cost	\$40	
4	intervals will occur over the next	130,000	miles/hours	1	intervals will occur over the next	130,000	miles/hours
4	intervals in one vehicle will cost	\$120		1	intervals in one vehicle will cost	\$40	
4 intervals in 10 vehicles will cost			\$1,200	1 intervals in 10 vehicles will cost			\$400

<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="text-align: left;"> <p><b>Transmission Fluid Summary:</b></p> </div> <div style="text-align: center;"> <p style="color: blue; font-weight: bold;">67%</p> </div> <div style="text-align: center;"> <p><b>Savings</b></p> </div> <div style="text-align: center;"> <p style="color: blue; font-weight: bold;">\$800</p> </div> <div style="text-align: center;"> <p><b>Less Cost</b></p> </div> </div>			
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## Air Filter Worksheet

**Company**      ABC Trucking  
**Name**            Mike Armstrong

**Current**

<b>Vehicle/Equipment Description</b>		Staff Pickups
<b>Number of Vehicles</b>		10
<b>Name of Current Product</b>		FRAM
Filter Description	FRAM	Fltr Cost/ea      \$5.00
# Filters /pkg	1	Fltr Cost/pkg      \$5.00
# Filters Needed	1	Labor Cost          \$0.00
Recurring Cost		
One-Time Cost		
<b>Total Initial Cost</b>	<b>\$5.00</b>	
Initial Install miles/hours	20,000	
Change Interval miles/hours	6,000	
Lifetime miles/hours	150,000	

**Proposed**

<b>Vehicle/Equipment Description</b>		Staff Pickups
<b>Number of Vehicles</b>		10
<b>Name of Proposed Product</b>		My Company Filter
Filter Description	My Company Filter	Fltr Cost/ea      \$25.00
# Filters /pkg	1	Fltr Cost/pkg      \$25.00
# Filters Needed	1	Labor Cost          \$0.00
Recurring Cost		
One-Time Cost		
<b>Total Initial Cost</b>	<b>\$25.00</b>	
Initial Install miles/hours	20,000	
Change Interval miles/hours	100,000	
Lifetime miles/hours	150,000	

Each 6,000	mile/hour interval will cost	\$5		Each 100,000	mile/hour interval will cost	\$25	
21	intervals will occur over the next	130,000	miles/hours	1	intervals will occur over the next	130,000	miles/hours
21	intervals in one vehicle will cost	\$105		1	intervals in one vehicle will cost	\$25	
21 intervals in 10 vehicles will cost			\$1,050	1 intervals in 10 vehicles will cost			\$250

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<b>Air Filter Summary:</b>	76%	<b>Savings</b>	\$800	<b>Less Cost</b>		
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