



“Our trucks are booked solid all day on runs from Alabama to the Gulf Coast, so there’s no slack in our schedules for surprise maintenance.”

Luke Johnston
Owner, Johnston Trucking LLC



Johnston Trucking switched their entire fleet to Delo 600 ADF and haven't had a DPF issue since.

If you didn't notice the logo on some of the shirts, you might think the team at Johnston Trucking were guests who had been invited over for a weekend bbq. The camaraderie and friendly vibe can be felt everywhere, from the front office reception area to the spacious maintenance bays to the drivers' lounge. But make no mistake, this team is serious about what they do. It's a commitment to excellence that began over a quarter of a century ago when owner Luke Johnston purchased his first used dump truck.

In an industry where operating costs seem to be constantly on the rise, identifying opportunities to lower expenses and maintain profits is becoming increasingly critical. One that many operators still overlook is engine oil. Luke Johnston, owner of Johnston Trucking LLC, shares why his choice of heavy-duty engine oil went from being a relative afterthought to a strategic business decision.

COMPANY

Johnston Trucking, LLC
Headquarters in Brundidge, AL
Established 1999
johnstontrucking.com

INDUSTRY

Heavy haul equipment

SPECIALTY

Aggregate supply and delivery

HEAVY DUTY ENGINE OIL

Delo 600 ADF 10W-30
Chevron Delo customer
since 2022



“Switching to ultra-low ash Delo 600 ADF is saving us over \$120K a year.”

Q: When there's a family name on the door, there's always a story behind how things began. Tell us about the origin of Johnston Trucking.

I had been working with my brother running some heavy equipment. Our customers started asking if we knew anyone who could truck in the materials, like rock and dirt. I thought, why not us? So, I went out and found a dump truck for sale in Birmingham. After some extensive negotiations with the bank and my dad's co-sign, we got our first truck on the road. Today, we have a fleet of 150 with facilities in Brundidge, Alabama and Panama City, Florida.

Q: You obviously understand the impact that engine oil has on an operation like yours. What made you switch to Delo 600 ADF?

The suggestion came from our lubricant rep Steven Adams, with R.K. Allen Oil. He explained that Delo 600 ADF is the only ultra-low ash heavy-duty engine oil out there. It eliminated our DPF cleaning expenses which saves us \$60,000 a year.

Q: The main reason you've expanded your building over the years has been to facilitate doing your own vehicle maintenance. Has that been an advantage?

Handling maintenance in-house has been a real plus for us. Since we see the vehicles regularly, we can keep an eye on things and avoid surprises that might occur if we weren't hands-on all the time. Another benefit is that our drivers actually know the technician caring for the truck they drive every day. They can describe any issues they notice on the road, which gives our techs the chance to address them before they develop into something more. So, when they head out for their next run, they can roll with confidence.



From left to right: Steven Adams, Lubricants Specialist at R.K. Allen Oil Co. Inc.; Keith Allen, Owner of R.K. Allen Oil Co. Inc.; Luke Johnston, Owner of Johnston Trucking; and Tadd Johnson, Maintenance Specialist at Johnston Trucking.

Q: Give us an idea of what benefits like extended drain intervals and a cleaner aftertreatment system have meant to your bottom line.

When you do your own maintenance, you see the difference firsthand. Like the ash that used to build up in our DPFs. We'd burn more fuel on regens and have to take rigs off the job to have the DPFs cleaned or replaced. Since switching to Delo 600 ADF, we haven't had any issues with DPF clogging. So those costs are gone.

Q: How has your choice of engine oil become a factor in your success?

For our team, every load in a Johnston truck is a promise we've made to deliver. Everyone here plays a part in that and together, we've built a company that customers know they can count on. Switching to Delo 600 ADF eliminated the #1 threat to our engines. It turned downtime expenses into uptime profits—exactly what our rep said it would do. Our reputation is on the line with every run. I wouldn't trust any other oil to protect it.



“Doubling our oil change intervals saves us \$63,000/year, and eliminating DPF cleaning an additional \$60K.”

“Our reputation is on the line with every run. I wouldn't trust any other oil to protect it.”

Real companies. Real results. See for yourself in the [“I Choose Delo” video](#) →

