

# Boost your bottom line with FA-4

Fleets have been making the change to the latest, most technologically advanced oil category, FA-4, and it makes good business sense. These oils offer advantages that can help your fleet gain an edge over the competition. Setting up your shop for the change and choosing the right lubricant partner can be key to your fleet seeing the fastest return on investment.

As of now, FA-4 oil is approved for certain Cummins and Navistar heavy-duty engines going back to 2017, as well as Detroit Diesel medium- and heavy-duty engines going back to 2010. Oil manufacturers may also offer warranty programs if FA-4 oil is used in other older engines.

## 3 strong reasons to switch to FA-4

### 1. Better engine protection.

FA-4 oils are designed to provide better protection against wear and oxidation, where oil breaks down and loses its ability to lubricate. They're formulated to work in today's tight-tolerance, hotter-running engines while providing protection in the heat and better lubrication in extreme cold.

### 2. Higher fuel efficiency.

FA-4 oil has a lower viscosity, which allows engine parts to glide more easily — meaning less friction, and less energy required to move all those parts. Oil manufacturers claim about a 1%-2% gain in fuel efficiency when switching from a 15W-40 oil to an FA-4 oil, which can add up fast for a fleet. For trucks doing 100,000 miles a year and getting 7 mpg, with fuel at \$3.00 per gallon, a 2% boost in fuel economy would save \$840.33 per year, per truck.

### 3. Longer drain intervals.

FA-4 oils offer longer life and extended drain intervals, up to 75,000 miles or more, as specified by engine OEMs. More miles between oil changes means trucks that are on the road more and that see less time in the shop, adding directly to a fleet's bottom line. It can also reduce the amount of oil that a fleet uses. Here is an area where your lubricant partner can help provide expertise with an oil analysis program. It is recommended that fleets that have switched to FA-4 oil sample the oil and have it analyzed to be sure of engine and oil health and determine appropriate drain intervals for the fleet's duty cycle.

## A checklist to switch

✓ **Check with your truck engine OEMs and lubricant partner.** Fleets have been replacing older equipment since the introduction of FA-4 oil in 2016. A growing number of engines going back to 2017 and even years prior are approved for use with FA-4 oil. Some oil manufacturers will even provide warranties against engine damage for older trucks. Chevron offers such a warranty program. Depending on the equipment they have, some fleets may need to keep more than one oil in their shops to service all their engines.

✓ **Drain your oil.** A common practice is to refill bulk oil tanks when they reach about 20% capacity, but you'll want to draw down your tanks as low as possible when refilling with FA-4 oil. The idea is to keep FA-4 as pure as possible without mixing to help realize all the benefits the oil category offers. It's also a good idea to keep a few gallons in trucks to use as top-off oil, since an FA-4 oil product may not be available at every truck stop or retail store.

✓ **Train your technicians.** They will be the ones refilling diesel engines with oil, and they need to be educated on the differences between FA-4 and other oil categories. Since drivers may also add top-off oil to the truck while on the road, they too should be educated about FA-4 oil.

✓ **Set up your shop.** Particularly if a fleet will be using more than one oil, FA-4 oil tanks should be clearly labeled and perhaps color coded to differentiate it from other oil types. Tanks, dispensing equipment and trucks themselves can be labeled for FA-4, and your lubricant partner can be another good resource in this instance. Oil manufacturers such as Chevron offer an FA-4 labeling program, for example.