



“We do all our maintenance in-house. That way we know it’s done right and the trucks are maintained for the long haul.”

Travis Stibal and Brig Jones
Owners, Western Transport Inc.



Western Transport recently switched to Delo® 600® ADF and is already seeing a difference in their bottom line.

Western Transport is one of those companies that embraces values that seem like a throwback to what some might call the good old days. Refreshing in an industry where numbers can sometimes be prioritized over people, this privately owned western trucking company operates with an unwavering commitment to honesty, integrity, customers and their team.

We recently had the opportunity to speak with Owner Travis Stibal and Co-Owner Brig Jones. Together, they provided some perspectives and insights on the impact that choice of lubricants will have on a trucking operation, ranging from front office rationale to shop floor results.

COMPANY

Western Transport Inc.
Headquarters in Idaho Falls, ID
Established 1986

INDUSTRY

Transportation Service

SPECIALTY

Refrigerated food delivery
from coast to coast

HEAVY DUTY ENGINE OIL

Delo 600 ADF
Chevron Delo Customer Since 1986



61% reduction in regen fuel burn since switching to Delo 600 ADF

Q: You two have been teaming up at Western for quite a while. Travis, tell us a bit about your history and the company you've built together.

We started Western Transport with two trucks back in 1986. Today we have 65, with about 90 trailers and 75 employees. We're a long-haul company specializing in the refrigerated coast-to-coast delivery of potatoes—fresh, frozen and dry. On return routes, we haul building supplies, flooring, potato starch, beverages and more—basically anything we can get in the box.

Over the years, I've had the chance to do just about everything around here, from working in the shop to managing the maintenance to dispatching. These days I'm upstairs in the office serving as the company Controller.

Brig has been taking care of our equipment for about 18 years now. He's the reason behind our strong scores with the Federal Motor Carrier Safety Administration (FMCSA) and is instrumental in keeping our trucks on the road and running strong.

Q: There's certainly no shortage of challenges facing the transportation industry these days. How have these impacted things at Western?

Getting parts is a big one. From water pumps and sensors to tires, the supply chains are really being squeezed. For us, that ups the importance of preventative maintenance that keeps our trucks on the road. Having recently added some newer units with DPFs, we're looking for every opportunity to prevent ash buildup and avoid the downtime required for DPF cleaning.



\$35,750 savings by eliminating need to clean DPF
\$550 per DPF Cleaning x 65 Trucks x 1 cleaning eliminated



"We try to do a lot of preventative maintenance, we don't wait for the failure."

Q: What would you say makes Western Transport unique?

One of the biggest things I'd say is that we do all of our own maintenance in-house. Not only is it more cost effective, but it also gives our drivers the confidence to head out on a long haul knowing that their truck is cared for by someone with a vested interest and that any repairs are done right.

Q: What changes have you seen since switching to Delo 600 ADF?

While it's only been 24 months since the change, we're already seeing better fuel economy and less fuel burned in regens. Plus, we're not using much makeup oil for top-ups—basically, everything Chevron said would happen. For example, one unit burned 69 gallons of regen fuel in the first year of service. Since switching to Chevron Delo 600 ADF, it's burned 43 gallons over two years, which is down over 61%.

"We're looking for every opportunity to prevent ash buildup and avoid the downtime required for DPF cleaning."



Q: Have you noticed cost savings in any other areas?

We were spending \$550 to clean each unit every time a DPF got clogged up with ash, plus our labor to pull it out, put it back in and replace some clamps and gaskets. We have a group of trucks that were all cleaned before changing to Delo 600 ADF. They've now all gone past the number of miles where the DPF would normally need to be cleaned with no issues whatsoever. So our expenses went from that to zero on those trucks.

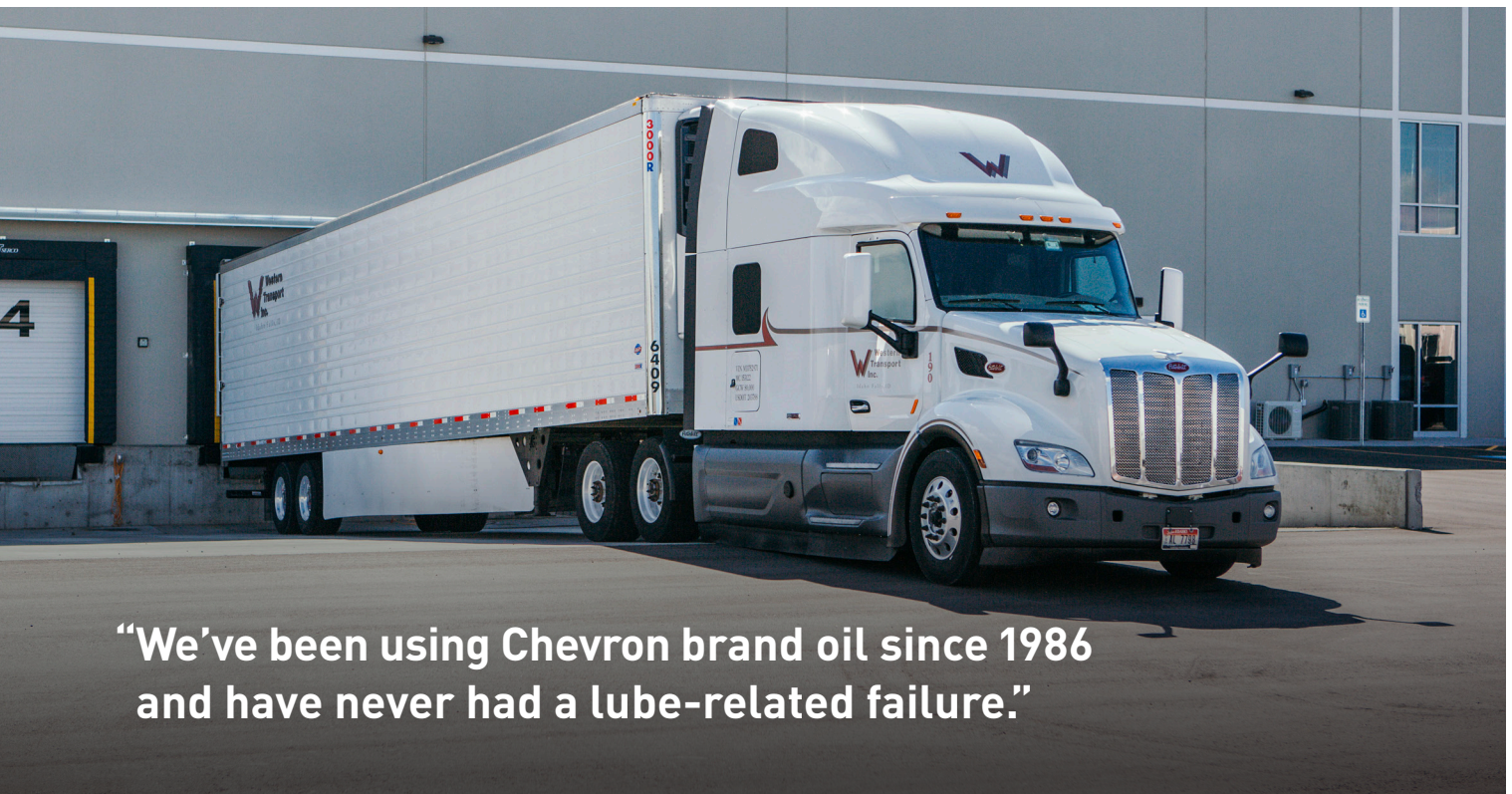
Q: What does using Chevron oil mean to you at Western?

Trust. We've been using Chevron brand oil since 1986 and have never had a lube-related failure. One of our longest-serving units came with Chevron oil in it from the factory and we never used any other brand. When we eventually sold it, that truck was still hauling freight across the nation with over 2.5 million miles on it.

**One truck went over
2.5 million miles
on Delo**

Q: We hear there might be another indicator of just how clean Delo 600 ADF is here at Western.

We've been burning waste oil to heat our shop since the 90s. Before Delo 600 ADF, we were cleaning the furnace burn chamber about every 2-3 months. After the switch last year, we thought something was wrong with the furnace; we went through the entire season and didn't have to clean any ash.



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