



“When you run a fleet of over 3,000 units, it’s all about uptime.”

Nick Poth
Equipment Foreman
Kokosing Construction Company, Inc.

Kokosing Construction has always been about breaking new ground: on the job and in the science that helps their equipment get it done.

Founded in 1951 and now in its third generation of family ownership, Kokosing Construction operates a fleet of specialized equipment that works in some of the most demanding terrain you’ll find anywhere. From compact skid steers, pickups and on-highway rigs to excavators and haulers so massive they have to be transported in sections and assembled on site, each piece of equipment is part of an integrated operating system that’s maintained completely in house. So, when it comes to choosing the engine oil they trust to keep it all ready to go, there’s a lot at stake.



“Based on the used oil analysis results, we know we can extend our oil drain intervals.”



COMPANY PROFILE

Kokosing Construction
Company, Inc.
HQ in Westerville, Ohio

SPECIALTIES

Transportation and sitework projects including highways, bridges, paving and mass excavation.

HEAVY-DUTY ENGINE OIL

Delo 600 ADF 15W-40

CHEVRON CUSTOMER SINCE 1985



DPF regens burn off soot but not ash, which is made of incombustible additives that come from engine oil.

They opened up the DPFs and showed that we can double our DPF service life.

Head-to-head the difference was black and white.

In addition to analyzing samples pulled at every oil change, Kokosing teamed up with Chevron to conduct a controlled DPF field evaluation test to compare ash buildup between conventional 1% ash oil and Delo 600 ADF. After 5,000 hours on the job, the DPFs were removed and scanned. Results showed that the ultra-low ash formula of Delo 600 ADF kept the DPF so clean, it could be put back into service for at least another 10,000 hours. “Based on the used oil analysis results, we know we can extend our oil drain intervals too”, says Poth.

A cleaner DPF doesn't boost fuel economy, does it?

Engine oil impacts fuel burn more than you think.

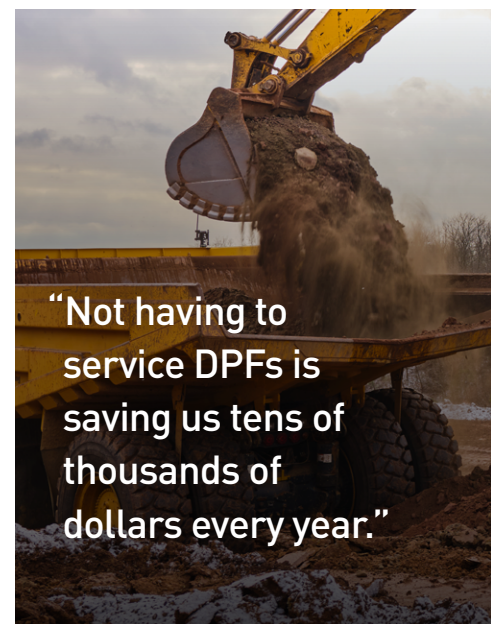
As particulate matter accumulates in the DPF, backpressure increases and the entire system has to work harder to breathe and function. As this resistance grows, the engine demands more fuel to operate. Eventually the DPF clogs to the point where it needs to regen. This uses even more fuel to heat the unit to extreme temperatures. Multiply that extra fuel use across an entire fleet and those costs add up quickly.

In addition to showing dramatically less DPF ash buildup compared to standard engine oil, testing also showed that the combination of reduced backpressure (0.7%) and fewer regenerations (2.3%) combined to deliver a total of 3% lifecycle fuel economy retention. As Poth explains, “Individually that number may sound small, but with a fleet the size of ours, the annual fuel savings are huge.”

Peeling back the layers of cost.

The domino effect of DPF expenses is real.

The link between particulate buildup in the DPF and declining fuel efficiency is well established. When it's time to clean or replace that specialized aftertreatment system component, the real costs kick in. It starts with scheduling a technician to remove the part. Of course, that means the unit is no longer billable on the job, and the meter is running in the shop. Once removed, the DPF has to be packaged and shipped for a costly cleaning. Don't forget about the return trip. And if you want to get your equipment back on the job in the meantime, you'll need to have a \$1,500 DPF or \$2.5K DOC/DPF replacement on hand—for every vehicle. Do the math and it's clear that with over 3,000 units on the books, an ultra-low ash engine oil that doubles DPF service life delivers a ROI that gives Kokosing a significant competitive advantage.



“Not having to service DPFs is saving us tens of thousands of dollars every year.”

"Our equipment puts this oil through a torture test every day. So, I know it's more than enough for my truck."

– Steve Broeske, Shop Mechanic



Seeing is believing.

There's nothing more powerful than real world proof.

The team at Kokosing knows how hard their equipment works every day. Drivers, operators and technicians talk about performance and what they see when doing regular maintenance. They also know that a sample of every one of the 14,000 oil changes done on those units each year is sent for analysis. And they see the results. That kind of on-the-job proof gives them the confidence to use that same Chevron Delo technology to protect their own vehicles.



The advantages of ultra-low ash Delo 600 ADF

2.5X extended DPF service life

3% fuel efficiency improvement

Proven protection that keeps Kokosing Construction on the job

See more Delo customer stories at [Chevronlubricants.com](https://www.Chevronlubricants.com)