



Value Recognition Report

Hydraulic Oil - American Protein, Cummings GA

Account Information: American Protein and Certified Labs have developed a reliability partnership to reduce downtime, lower maintenance along with operating expenses, and drive proactive maintenance procedures for continuous improvement. In the past, Certified Labs has helped American Protein save \$74,076.00 annually by using advanced grease technology.

Certified Labs' Objective: Provide a performance hydraulic oil that reduced oil changes and labor costs as well as provide a superior pump wear protection while producing a recognizable savings.

Reduced Hydraulic Oil Consumption – Increased Change Intervals

	Prior to HI-TOP (Mobile AW68)	Using HI-TOP
Annual Oil Usage	9,785 (Mobile AW68)	1,650
Cost per Gallon	\$3.65/gl	\$6.88/gl
Annual Cost	\$35,715.00	\$11,352.00
Annual Savings	0	\$24,363.00
		\$48,426.00+ (for 2+ years)

Reduced Cylinder Replacement and Repair Cost

	Prior to HI-TOP (Mobile AW68) 03/05 to 03/06	Using HI-TOP 04/06 to 07/09 (2+ years)
Cylinder Replacements	\$15,107.00	0
Cylinder Repairs	\$11,883.00	0
Annual Savings	0	\$26,990 annually
		\$53,980.00+ (2+ years)

Total Annual Savings = \$102,406.00

Recognized Savings from Extended Oil Drain Intervals and Reduced Part Repair and Replacements = \$102,406.00

Additional Savings Will Increase Through a Reduction of Additional Parts Replacement, Labor Costs and Downtime.