

# Application Focus

## Trucking Company

### **Customer Profile**

BWP Transport owns and operates over 150 trucks and trailers providing transportation services in 48 states as well as Canada and Mexico. BWP Transport's corporate office and main facility are located in St. Clair, Michigan.



### **Application Environment**

Maintaining a reliable and capable trucking fleet has many challenges. The trucks and trailers themselves contain a variety of areas with lubrication needs, including engines, gears, transmissions, wheel hubs, fifth wheels, hinges, and others. The company's maintenance facilities also utilize fork lifts, conveyors, washing systems, and even overhead doors. It's a 24 hour a day schedule in difficult environments ranging from the summer heat of Florida to the cold winters of Minnesota.

### **Specific Areas of Interest**

BWP Transport had tested and trialed a number of oils and greases. As Mike Stockwell, BWP's Operations Manager stated, "We've always used quality lubricating oils and over the years numerous salesmen had failed to prove their grease better than the "red" grease we were using. Even though we were comfortable with the lubricants we were using, rising fuel costs and maintenance budgets have forced us to look for new ways to save money. Specific areas of concern were bearing failures in the washing system and power take off (PTO) units for our dry bulk transport tanks. Bearing replacements in these areas are very costly in parts and manpower. Also, for any trucking company, increasing fuel costs are a constant struggle. Micro-Armor's claims of increased fuel economy were interesting and different from the fuel additives and add-on devices that are so common these days."

### **The Micro-Armor Solution**

The Micro-Armor representative explained that Micro-Armor lubricants were designed for the toughest, most extreme conditions. He described how the patented Micro-Armor technology not only provided better lubrication but also filled in the scratches of damaged metal surfaces allowing cylinder walls, bearings, gears, and other metal surfaces to last longer and perform better.

That all sounded fine, but as Mr. Stockwell stated "I'm a skeptic by nature and seeing it work myself is believing. Right there after the rep explained how different this technology was we picked an application that would be quick and easy to identify improvements. We sprayed the wheels to our overhead doors in our wash bay with Micro-Armor 4000 Spray Lube. It sounds simple but going up and down countless times every day with the water and the Michigan weather doing its damage causes the bearings inside to seize up quite regularly. Within a month we knew that Micro-Armor was something different. Micro-Armor worked like nothing else we had seen."

That was a year and a half ago. Today BWP Transport only uses Micro-Armor 5000 and 6000 Greases and Micro-Armor 4000 Spray Lube. Micro-Armor 3000 Gear Oil Treatment is in every transmission and wheel hub, while Micro-Armor 1000 Engine and Oil Treatment can be found in every engine. According to Mr. Stockwell, "Across our entire fleet we've seen an average fuel economy increase of 5% since we began using Micro-Armor. That's just amazing! In addition, we've cut our bearing replacements and parts maintenance costs in half. Parts just don't wear out like they used to."

Don Lickwala, President and Owner, summed it up by saying, "Micro-Armor is saving us over \$8,000 a month from increased fuel economy and thousands more from reduced parts replacement. Micro-Armor is providing the best return on investment I've ever had."



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