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June 30, 1989

Edward J. Nusser
FPC Enterprises
P.O. Box 156
Evans City, PA 16033

Dear Ed:

Below, as per your request, is a summary of my experience with FPC-1 and the improvements I have seen in the Neff fleet since we began using the product.

In the two years that Neff has used FPC-1, this predominantly Mack mail hauling fleet has logged over 5 million miles. I have been quite satisfied with the fleet fuel mileage increase, which has averaged between 5.5% and 6%. The carbon mass balance test you performed on the fleet had quite accurately predicted a 5.5% - 6.5% increase.

Besides increased mileage, I have seen significant improvement in two major areas. First is the very obvious elimination of soot in the exhaust. When the carbon balance test was performed, I was impressed by how much cleaner the exhaust gas analyzer filter was after the treated period, as compared to the baseline segment. This cleaning up of the exhaust has since been very evident in the trucks themselves. The trucks and the trailers, which are both white, are now clean and remain that way. The trucks no longer emit a thick cloud of black, sooty exhaust on startup, and the trailers have no tell-tale black streaks down the side. In fact, we really notice the difference when we get trucks from other terminals, because they belch black smoke until we get them on FPC-1 treated fuel.

The other improvement I've seen is in the lack of carbon buildup in the engines. Cylinder heads can be hand-wiped, where before carbon had to be chiseled off of them. A definite cleaning up of pre-existing carbon became noticeable after about 20,000 miles on FPC-1. Also, there is no longer carbon on the injectors, and they are lasting twice as long as before.

I have been more than satisfied with the results I have seen in this fleet since we began using FPC-1. From a maintenance standpoint, I've become so accustomed to clean exhaust and clean engine components that I can't imagine going back to running a fleet without it.

Sincerely,



Glenn Smith
Mars, PA, Terminal Manager

(412) 776-5440

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