



## FACTORS IMPACTING HDMO DEMAND

By George Morvey

On February 5, 2021, Peterbilt Motors Company, a PACCAR company located in Denton, Texas, publicly announced the launch of its newly redesigned, on-highway Model 579, class 8 tractor. Fitted with either of PACCAR's MX-13 or MX-11 engines, the Model 579 tractor delivers improvements in aerodynamics, efficiency, comfort, technology and uptime, according to Peterbilt.



In trying to correlate the impact of heavy-duty vehicle manufacturers' recommendations for routine preventative maintenance products such as heavy-duty motor oil (HDMO) and Kline's global, regional, and country market level current and FutureView forecasts for HDMO, we visited the PACCAR Powertrain website and reviewed the PACCAR MX Engine link for service intervals.

Depending on operating conditions, the recommended oil and filter change interval (ODI) ranges from 30,000 miles/48,000 kilometers for severe/vocational duty to a high of 75,000 miles/120,000 kilometers for normal/line haul duty, <20% idle time. A further review of PACCAR's oil specifications indicates that SAE 10W-30 HDMO meeting the current API Service Categories of CJ-4 and CK-4 is the recommended product for service fill applications. Other approved grades include 15W-40, 10W-40, 5W-30 and 5W-40, leaving PACCAR's customers with multiple options depending on their specific needs.



## KLINE OBSERVATIONS ON SEGMENT PERFORMANCE

In the U.S. market, Kline has observed and reported on continuing market shifts in HDMO viscosity grades from SAE 15W-40, formulated primarily as a conventional product, to SAE 10W-30, formulated primarily as a semi-synthetic, which features proven fuel economy gains at comparable price points. Other examples of OEMs' influence on volumetric HDMO demand include Cummins 40,000 miles ODI using a CJ-4 approved product to 50,000 miles using a CK-4/FA-4 approved product, and up to 80,000 miles in conjunction with Cummins' OilGuard used oil analysis program.

Of course, consumer behavior heavily influences product use and volume trends over time, but as more new vehicles enter the vehicle parc and fleets take advantage of every opportunity afforded to them to reduce maintenance costs and keep their units on the road and out of the workshop, OEM service intervals and end-user compliance directly correlate to consumption trends Kline & Company reports in its market studies and related databases.