

# Allied Waste Services Saved \$34 Million Over Six Years!

## Does Ethos FR Work?

“This is the very most important thing to ask, for if it doesn’t, nothing else matters”. Jerry Schnitzius, General Manager of the San Diego area operation of Allied Waste Services.

It wasn’t until Enrique De Vilmorin’s 7<sup>th</sup> visit to his office that he consented to allow Enrique to put some of that stuff in one of his trucks. And when he finally did, he made him put it in an old truck that was about ready to go to the junkyard. **Ethos FR immediately reduced the opacity (blackness of the exhaust smoke) from 80 to 20 units.**

Opacity is one of the most important tests on diesel engines in California. Still not convinced, they tested it on more trucks for six months before giving the go ahead to put it in all trucks within Jerry’s operations.

**Since 2000, the average opacity for the entire fleet is approximately 10.** Allied Waste Services won the Earth–Day award in the community for reducing pollution and harmful emissions by **500 tons per year.**

And most importantly to a huge publicly traded company, they have **saved \$34 million in fuel consumption in 6 years.**

The employees now use Ethos in their personal vehicles and Jerry said, “**If it doesn’t work, it’s because you don’t use it**”. They put Ethos in the fuel, and crankcases of all of their trucks.

**The decision has been made by Allied in Texas to use Ethos FR** and soon across the nation by all Allied operations. Allied Waste Services, the second largest waste management company in the U.S. is currently burning about a million gallons of fuel per day.



**Does Ethos FR Work? Photos are of Jerry Schnitzius, General Manager, San Diego, Allied Waste Services. Partially due to Ethos FR, Allied reduces particulate emissions by 500 tons per year. Fuel savings: \$34 million over 6 years.**