

Goshen – Indiana — How One Trucking Company Keeps its Wheels Turning With Minimum Maintenance Costs.

Kopf Trucking Inc., operates a fleet of 74 big-block diesel power units hauling refrigerated freight and general commodities across the United States. According to Kopf Trucking Fleet Manager Rich Baldwin, his company began using CITGARD® SynDurance® 5W-40 heavy-duty crankcase oils about five years ago, which made it possible to extend time between oil changes and inspire overall performance. But, it also created a related lubrication challenge. With more time on the road between oil changes, he also needed a more durable, longer-lasting grease to improve protection of chassis components, u-joints, fifth wheel, brake cam slack adjusters, king pins and spring pins. Coincidentally, the answer to his problems was found in a product introduced around the same time – CITGO OverDrive HD multi-purpose grease. After trying other high-performance greases in u-joint service, Baldwin found that they would last only about 20,000 miles before water was expelled, but that OverDrive HD was still providing maximum protection after 30,000 miles or more! He also recognized a significant improvement in fifth wheel lubrication, which previously required adjustment at 80-to-100,000 miles, but would operate effectively for 500,000 miles or more with OverDrive HD. In addition, the Kopf fleet experienced the virtual elimination of problems with king pins and spring pins as well as longer service for brake cam slack adjusters as a benefit of using OverDrive HD for these

applications. Translating these examples into dollars and cents, Kopf Trucking not only eliminated a growing list of chronic maintenance problems, but accomplished the savings with the application of 25 percent less grease (as compared to brands they had previously used).

For the proper lubrication to extend the life and operating reliability of your fleet, there's just one name you need to know – CITGO.



FLEET PROFILE

Kopf Trucking, Inc.
Over-the-road trucking
Goshen, Indiana
Fleet Manager: Rich Baldwin

- Regulated carrier of refrigerated freight and general commodities
- Coast-to-coast service area (continental United States)
- 74 tractors/power units
 - 38 with Detroit Diesel engines
 - 36 with Cummins diesel engines
- Average annual mileage for each vehicle: 30,000 miles.
- 150 trailers and semi-trailers (including refrigerated units)
- CITGO Lubricants Customer: 5 Years

PRODUCT APPLICATIONS

Power Unit Engine Oil – CITGARD® 700

With the use of CITGARD 700 heavy-duty engine oil, Kopf Trucking is able to safely extend oil drain intervals in its Detroit Diesel and Cummins engines from 20,000 to 30,000 miles.

The multi-viscosity formulation allows year-round use by providing improved cold weather startability and effective lubrication at high operating temperatures – an important consideration in heavily loaded, high-output engines.

Refrigeration Units – CITGARD 700

Kopf has found the versatile multi-viscosity grade CITGARD 700 to be an outstanding lubricant in the fleet's refrigerated trailers used to transport frozen food and similar products. The superior performance of CITGARD 700 far exceeds the requirements of the API CI-4 PLUS credential that is designed to meet the needs of the newest engine designs.

Multi-Purpose Grease – CITGO OverDrive HD

Kopf Trucking's "favorite" CITGO product is OverDrive HD multi-purpose grease, a reformulated, heavy-duty lubricant designed to stay put even under the most severe operating conditions. The use of OverDrive HD has, in fact, reduced the company's overall grease consumption (and cost) by 25 percent simply by lasting longer than any other brand or grade

they had previously used. For example, Kopf found that OverDrive HD was still present and working effectively in power unit u-joints at well over 30,000 miles, as compared to other greases that were found to be thinned and water contaminated at 20,000 miles or less. OverDrive HD has proven similarly successful in the fleet's fifth wheels, extending the need for adjustments to 500,000 miles (compared to 80,000-to-100,000 mile intervals with other lubricants.) "The savings that OverDrive Grease offers are considerable compared to the revenue generating capacities of the truck, the cost of replacement parts and labor costs," Baldwin said.

Engine Oil Analysis – CITGO LubeAlert HD Plus

According to Kopf Trucking Fleet Manager Rich Baldwin, he has only recently begun to recognize the benefits afforded by the CITGO proprietary used engine oil testing program, LubeAlert HD Plus. Available at no additional charge to all CITGO heavy-duty engine oil customers, the laboratory testing and data trend analysis of oil samples (identified by specific power unit or other application) allows maintenance personnel to monitor wear metals, soot, fuel dilution, water contamination and other key factors of what's taking place inside the engines to help identify abnormal conditions before they result in costly breakdowns and lost freight revenue.

SERVICE SUPPORT

Yoder Oil Company
Elkhart, Indiana

"We have never had a disruption of service, and even the few times we've had emergency needs, they have always been met. They [CITGO Marketers] are very reliable and dependable people."

Rich Baldwin
Kopf Trucking, Inc.