

Finding Solutions to Fleet Maintenance the CITGO GreenWay

Operations such as Michigan City Central Maintenance have found solutions to fleet maintenance by switching to the *CITGO GreenWay Family of Lubricants*. Charlie Cate, Superintendent of Operations, successfully manages the city's wide variety of equipment under diverse operating conditions. The decision to use the *CITGO GreenWay Family of Lubricant* technology supports the



city's "Quality of Life" plan which includes an "Indiana CLEAN Community Challenge" and company goals of reducing fleet maintenance costs and reducing the number of

lubricants needed. The increased fuel efficiency takes a bite out of increasing fuel costs.

Fleets, large and small, are benefiting from using the *CITGO GreenWay Family of Lubricants*. These products combined with the use of the LubeAlert oil analysis program can provide,

- Conservation through extended drain intervals resulting in a reduction of waste oil
- Lower overall cost savings through increased fuel economy, a reduction in preventative maintenance, fewer replacement parts and the associated downtime and labor
- Increased profitability through productivity and efficiency gains in the operation

Let CITGO and their *Greenway Family of Lubricants* help you achieve your financial and operational/maintenance goals while making the air cleaner and our world greener.



From left to right: Charlie Cate, Superintendent of Operations; Cindy Artner, CITGO Central TSM; and Shawn Waggoner, Paulson Oil Sales Consultant.

FLEET PROFILE

Michigan City, Indiana Central Maintenance
Michigan City, IN
Superintendent of Operations: Charlie Cate

- 400 units of equipment ranging from refuse trucks, snow removal equipment and public transportation buses to police patrol vehicles and highway repair equipment.
- Equipment operates under a variety of severe weather conditions and runs as much as 18 hours per day in some applications.

OPERATING CONDITIONS

Charlie Cate reports the following equipment maintenance challenges:

- Wide variety of equipment with a need to reduce the number of lubricants in order to improve maintenance efficiency
- Wide temperature range from sub zero in the winter, with howling winds off of Lake Michigan, to hot summer days that stress buses, refuse trucks and police vehicles
- Equipment exposed to road anti-icing agents and heavy rains that challenge chassis/grease component lubrication
- Scheduling logistics in providing timely maintenance on 400 units to achieve optimum equipment life
- Control of maintenance budgets and costs

PRODUCT APPLICATIONS AND PERFORMANCE RESULTS

- **CITGO GreenWay Family of Lubricants** has reduced the number of lubricants needed to maintain such a large variety of equipment.
- **CITGARD® SynDurance® Synthetic 5W-40 Heavy Duty Engine Oil** has improved cold weather performance by lowering the start-up protection by more than 40 degrees. It has also improved starter and battery life while reducing engine wear.
- **CITGO OverDrive HD® Grease** has reduced the number of chassis component failures and has significantly reduced problems with water and corrosion of grease fittings.
- **CITGO LubeAlert® Oil Analysis Program** provides the maintenance tool to prevent premature component failures and optimize lubricant service intervals.
- **QuatraSyn® Synthetic Transmission Fluid** has successfully extended service intervals, especially in equipment that experiences daily severe operations, such as city buses.
- **CITGARD SynDurance Synthetic 75W-90 Gear Oil** has improved temperature application range, fuel economy and allows extended service intervals.
- **CITGO GreenWay Family of Lubricants** has lowered emissions of the 400 units, thereby supporting the city's "Quality of Life" plan and making a cleaner community.

SERVICE SUPPORT

Paulson Oil Company
Chesterton, Indiana
Sales Consultant: Shawn Waggoner

Paulson Oil, a CITGO Marketer located in Chesterton, Indiana, and Sales Consultant Shawn Waggoner, have created a great partnership with Michigan City Central Maintenance and optimizes these goals.

"By changing to the CITGO GreenWay Family of Lubricants we have reduced my maintenance costs by \$50,000 annually and the reduced costs continue to increase."

Charlie Cate, Fleet Manager, Michigan City Central Maintenance

Visit www.citgogreenway.com to see how the **CITGO GreenWay Family of Lubricants** can optimize your own fleet savings.