

DURON.™

THE TOUGHER.
THE BETTER.™

THE PROOF.

CUSTOMER:

LIGHT SPEED LOGISTICS INC, CALGARY, ALBERTA

RESULTS:

- EXTENDED DRAINS
- OVERALL COST SAVINGS



AN HF SINCLAIR BRAND



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“THE PROGRAM THAT PETRO-CANADA LUBRICANTS IMPLEMENTED WAS FLAWLESS. THE RESULTS HAVE BEEN FANTASTIC, WE’VE SEEN INCREDIBLE ENGINE PROTECTION AND OIL DRAIN INTERVALS EXTENDED FROM 80,000KM* TO 130,000KM.* DURON™ HAS OUTPERFORMED ALL OUR AMBITIONS.”

Based in Alberta, Canada, Light Speed Logistics offers trucking, shipping, hauling, freight and logistics services in the highly regulated and time-sensitive perishable food sector. The business’ large team driver driven fleet with up to 90K lb loads means they can provide expedited services to most destinations in Canada and the USA within 48 hours, with drivers working in shifts and vehicles being on the road 24/7.

THE CHALLENGE

Founded in 2000, Light Speed Logistics has a fleet of 350+ Navistar and Mack power units and 800+ refrigerated trailers along with a fleet of tri-axle trailers for intra-Canada freight. With most equipment less than three years old and fully monitored through online data technology, Light Speed Logistics has one of the newest fleets in the industry.

Light Speed Logistics needed quality products and exceptional technical expertise to guarantee the effective and efficient maintenance of their new and existing equipment.

Always looking for opportunities to take advantage of the latest technologies and developments in engine oil technology, the company wanted to know if there was a better-quality product out there that would provide them with the opportunity to extend oil drain intervals, which would in turn reduce maintenance costs and increase time on the road.

THE SOLUTION

Light Speed Logistics turned to their lubricant supplier, Jepsen Petroleum, a Petro-Canada Lubricants distributor based locally in Calgary, Alberta for expert insight about a lubricant that would help meet the operational and equipment needs of the forward-thinking fleet.

Petro-Canada Lubricants technical experts recommended a field trial for API FA-4 DURON Advanced 5W-30 to demonstrate proof of performance for Light Speed Logistics’ newer Cummins X-15 and Mack MP-8 engines.

Supported throughout the trial by technical experts, a robust used oil analysis program was implemented enabling Light Speed Logistics to benefit from real-time insight into the performance of their fleet and engine oil.

*Equivalent in miles of 49,710mi to 80,778mi.

THE RESULTS

After a one-year field trial, DURON Advanced 5W-30 has demonstrated easier cold start in the harsh Alberta winter and enhanced engine protection through its outstanding oxidation stability and exceptional BN (Base Number) retention.



If Light Speed Logistics upgraded the entire fleet to DURON Advanced 5W-30 and extended all drain intervals from 80,000 km to 130,000 km, predicted total cost savings of CAN \$1.26 million per year could be achieved from:

- **C\$1 million per year** cost savings for reduced downtime
- **C\$260,000 per year** saving on reduced cost of oil, filter and labor

“DURON Advanced allowed us to extend our drain intervals to 130,000km and provided exceptional wear protection, which meant our fleet spent less time in the shop – and this is crucial in the time-sensitive sector we operate in.”

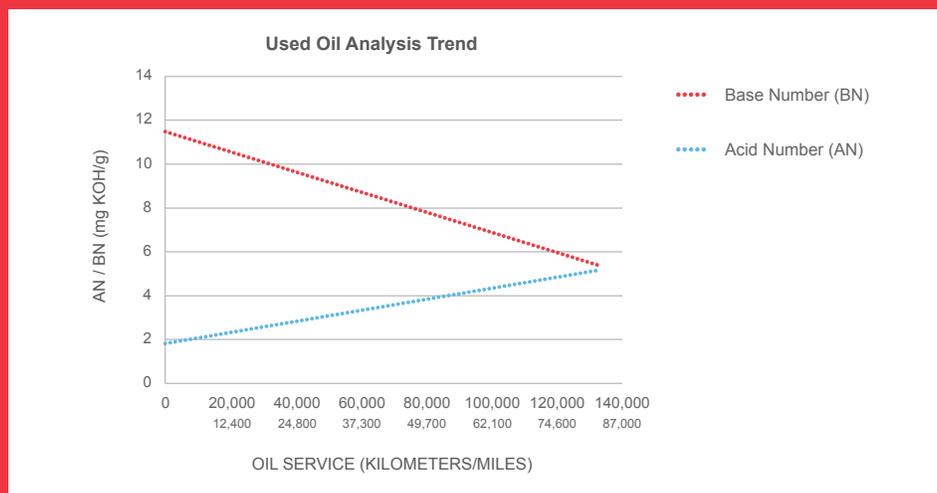
Aldo Grancich, VP Asset Management at Light Speed Logistics

“Reducing unplanned downtime through the use of DURON Advanced 5W-30 alone could save the fleet nearly \$1 million per year – which would significantly impact the business.”

“We also had an extremely valuable learning experience working in collaboration with Petro-Canada Lubricants technical experts surrounding the use of used-oil analysis which we can implement going forward. The technical

expertise and support we received meant that we were able to identify an underlying coolant leak before it caused unplanned downtime.”

“Working in partnership with Petro-Canada Lubricants and Jepson Petroleum has been fantastic, and we welcome the opportunity to trial any of the brand’s next forward-thinking and innovative products.”



DURON ADVANCED 5W-30

Driven by specific demands of the API FA-4 category, DURON Advanced 5W-30 is a durable, low viscosity, high performing synthetic heavy-duty diesel engine oil for the emerging and future fuel-efficient engines. It was developed to lower emissions and improve fuel efficiency, fleet reliability and extend drain times. When you know your oil can handle extreme challenges, you know it can handle anything.



OUR NO-NONSENSE LUBRICANTS **WARRANTY**

Petro-Canada Lubricants will repair damaged equipment or replace damaged equipment parts resulting from a failure due to defects of the Petro-Canada Lubricants product, as long as the lubricant is used in accordance with your equipment manufacturer's and our recommendations.

IT'S MORE THAN JUST A WARRANTY. IT'S A COMMITMENT.

To learn more about how Petro-Canada Lubricants products can help your business, visit **lubricants.petro-canada.com** or contact us at **lubecsr@HFSinclair.com**

Committed to the disciplined operation of our business.



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