

# What Customers Are Saying...

Petro-Canada Lubricants at Work



## “After we switched to Petro-Canada Lubricants, we found that engines were running at peak performance ”

– Richard Armstrong, President, Glen Armstrong Construction

**THE CUSTOMER:**  
**Glen Armstrong  
Construction, Peace  
River, Alberta**

**In need of lubricants  
that can perform at  
temperatures below  
-40°C and in the heat of  
summer, Glen Armstrong  
Construction relies on  
DURON™ XL, HYDREX™ XV  
and DURATRAN™.**



**“All three of these  
products help save  
us money.”**

– Richard Armstrong

In 1967, Glen Armstrong started a construction company in Northern Alberta with a single piece of equipment. Today, the company that bears his name has over 50 pieces of equipment, including excavators, graders, bulldozers, trucks and cranes.

From pipeline excavation to oilfield construction, the vision of Glen Armstrong Construction is clear, “deliver superior products and services to all our customers...at all times.” In order to fulfill that vision they demand the same level of product quality and service from their suppliers.

### **The Switch**

Nearly 20 years ago, Glen Armstrong Construction took a long, hard look at the lubricants they were using compared to the alternatives available in the market. They liked what they heard about the quality of Petro-Canada Lubricants, made the switch and have never looked back.

An effective maintenance program, which included a switch to Petro-Canada Lubricants, has resulted in

Glen Armstrong substantially extending the reliability of engines. “After we switched to Petro-Canada Lubricants, we found that engines were running at peak performance” says Richard Armstrong. “In the past, we would

expect 10,000 hours from an engine before some form of major rework would be required. Now we have engines that continue to provide reliable, trouble-free service even after 24,000 hours,” says Richard Armstrong.

Richard Armstrong has been running Petro-Canada’s line of DURON engine oils since

the switch – DURON-E 15W-40 in the summer and DURON XL 0W-30 in the winter to provide better cold-temperature start-up and dependable service when temperatures dip below -40°C.

DURATRAN delivers the same level of dependability for final drives and hydraulics. The company’s maintenance program calls for fluid changes once a year, which varies between 1,800 and 2,200 hours per



*10,000 hours was the standard life expectancy for an engine before it required major rework. After switching to Petro-Canada Lubricants, combined with an effective maintenance program, Glen Armstrong Construction equipment continued to perform trouble-free after 24,000 hours of service.*



unit. Richard Armstrong has noticed a difference with DURATRAN. "Like our engines, we have final drives and hydraulics that have 24,000 hours on them without major work or components to replace."

Glen Armstrong Construction also uses HYDREX XV in their fleet for year-round performance regardless of how cold it gets in winter or how hot it gets in summer. Like DURON and DURATRAN, HYDREX XV, combined with an effective maintenance program, improved reliability and has increased hydraulic component life from around 10,000 hours to over 20,000 hours, which represents a significant cost saving.

### The Petro-Canada Lubricants Difference

When asked what difference DURON XL, DURATRAN and HYDREX XV have made to his business, Richard Armstrong sums it up this way, "All three of these products help save us money."

DURON XL 0W-30 enables faster cold-weather start-ups with less engine stress than 15W-40 engine oil. In addition, DURON XL 0W-30 provides excellent soot dispersion capability and helps protect vital engine components against wear.

DURATRAN minimizes wear on transmission, differential and final drive gears at elevated temperatures, reducing the need for replacement parts.

HYDREX XV allows for shorter warm-up time on cold days and faster, smoother response for hydraulic systems. It also protects against equipment failure during the wide temperature swings of spring and fall and eliminates the chance of damage due to a missed seasonal oil change.

All three products are specially formulated with unique high performance additive systems in combination with Petro-Canada's 99.9% pure base fluids – among the purest base oils in the world. Because of the purity of the base oils, these lubricants retain "fresh oil" properties longer. Petro-Canada then blends these exceptional, crystal-clear base oils with high-performance additives to deliver lubricants that provide customers like Glen Armstrong Construction with several performance benefits.



### The Petro-Canada Partnership

Reliability is an important reason why Glen Armstrong Construction has grown over the past 42 years and a quality maintenance program is key to ensuring reliable service. "We are very happy with how the quality of Petro-Canada Lubricants has helped our business," says Richard Armstrong, who also credits Peace Fuel Distributors for their support. "Ivan helped us get set up with bulk oils. We now use a bench tank and plastic totes to keep our operations running more smoothly."



To place an order, please call a Customer Order Management Representative at:

- Canada** (English)..... Phone 1-800-268-5850
- (French)..... Phone 1-800-576-1686
- United States**..... Phone 1-877-730-2369
- Latin America**..... Phone +1-416-730-2369
- Europe**..... Phone +1-416-730-2389
- Asia**..... Phone +1-416-730-2372
- China**..... Phone +86 (21) 6362-0066

You can also e-mail us at [lubecsr@suncor.com](mailto:lubecsr@suncor.com)

To learn more about how Petro-Canada lubricants, specialty fluids, oils and greases can help maximize your equipment performance, savings and productivity, please contact us at:

- North America**..... Phone 1-866-335-3369
- Europe**..... Phone +44 (0) 121-781-7264
- Germany**..... Phone +49 (0) 201-726-2913
- Latin America**..... Phone +1-416-730-2369
- Asia**..... Phone +1-416-730-2372
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