



# Make sure you use the right lubricants

Three questions to ask before you buy

Lubricants play an important role in making sure your machinery and vehicles work efficiently. But not all lubricants are created equal. That's why we encourage our customers to consider the full picture when deciding on lubricants by answering these key questions:

- What is the right lubricant for my machinery?
- What is the right lubricant for my budget?
- What is the right lubricant for my business?

# 1. What is the right lubricant for my machinery?

## **Which lubricant do I need?**

One type of lubricant does not fit all, and you might need hydraulic oil, multi gear oil, greases, coolants and more to keep your operation running efficiently.

## **Do I need OEM-approved lubricants?**

All OEM-approved oils have undergone testing to ensure they meet strict criteria. Oils described as “suitable for use” are designed in line with the OEM minimum specifications but have not been tested. In fact, many engine warranties become invalid if you use a “suitable for use” oil.

## **Should I switch to a thinner lubricant?**

In recent years, lubricants have become thinner to improve fuel efficiency, improve fuel economy, and reduce emissions. There’s a myth that thinner oils are unable to support heavy-duty engines but advances in additive technology have enabled reductions in viscosity while maintaining high levels of lubrication. Choosing a high-quality, thinner oil may be more cost-effective in the long-term.



## 2. What is the right lubricant for my budget?

### **Can I save money by buying a lower-quality lubricant?**

The price of a lower-quality lubricant may be attractive, but high-quality lubricants offer long-term savings. By extending drain intervals, minimizing upkeep, and improving fuel efficiency by as much as 3%, buying a high-quality lubricant can reduce downtime and maintenance costs.

### **How often do I need to replace my lubricants?**

You may find you can save money through condition monitoring. When you test your lubricants, you can optimize your operations and only change your oil when you need to. Preventative oil analysis can also identify threats like lubricant contamination and potential equipment failure. By tackling these issues early, you can keep your vehicles and machinery working as hard as you do.



# 3. What is the right lubricant for my business?



## How can I reduce the amount of lubricants I need?

Many C&I customers place many orders for different types of lubricants, often – usually when each machine, vehicle or piece of equipment runs low. With some assessment and planning, it's possible to consolidate your lubricants purchases and streamline your ordering to minimize the time you spend on supply management. Buying bulk is a good option when you have fewer products to manage, which brings even more cost savings.

## Will there be product availability when I need it?

We know that ordering lubricants isn't always your top priority. Choosing a lubricants supplier with local product inventory, quick delivery times, and high levels of stock available throughout the year is a must.

## How can I avoid running out of lubricants?

If you order your lubricants in bulk, we recommend using inventory management solutions to monitor your usage. Tank monitoring technology sends you real-time updates on the level of product in your tank and can automatically trigger a reorder when it dips below a pre-set amount - so you never run out.



Make sure your lubricants work for your machinery, budget, and business. Contact our team today for your free assessment.

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