

WHITE PAPER

SELECTING A LUBRICANTS SUPPLIER | KNOWLEDGE CENTRE | PETRO-CANADA LUBRICANTS

THIS WHITE PAPER LOOKS AT THE QUESTIONS
TO ASK TO HELP YOU SELECT THE RIGHT
LUBRICANTS SUPPLIER.



AN HF SINCLAIR BRAND

SELECTING A LUBRICANT SUPPLIER

Looking for operational efficiencies? Choosing the right lubricant supplier can help more than you think.

When it comes to improving operational efficiency, lubricants might not be top of mind, but they can make a significant difference when it comes to providing cost savings, increasing equipment performance, complying with food safety standards and enhancing the overall productivity of the plant.

This white paper looks at some of the questions to ask when you are reviewing a lubricants supplier.

6 QUESTIONS TO ASK A POTENTIAL LUBRICANT SUPPLIER

To find the right lubricant supplier who can answer your operational needs, consider asking these critical questions.

1. DO YOUR LUBRICANTS COMPLY WITH ALL REGULATIONS?

When one incident can stop production altogether and impact an entire business, claims are not enough. Your supplier should not only stay up to date with regulatory and legislative requirements, they should also be able to provide copies of certifications and standards compliance documentation for all lubricants. At that point, you can review how the lubricants will work within your own food safety management system, including Hazard Analysis and Critical Control Point and Good Manufacturing Practice programs.

Beyond the lubricant itself, ask about ISO 21469 certification and whether supply chain monitoring of food grade lubricants blending and packaging is in place for consistent supply.

2. ARE YOU CREATING INNOVATIVE PRODUCTS THAT KEEP UP WITH MY BUSINESS NEEDS?

The food grade lubricant industry does not stand still. Operations need lubricants that will not only help the production lines moving, but also keep them advancing toward meeting and exceeding their efficiency and productivity goals. There are always new developments to improve equipment performance and/or your bottom line, and leading lubricant suppliers should be at the forefront of this charge.

Take, for example, new mineral oil lubricants that perform like synthetic oils—a strategic solution for managers who are looking for ways to increase plant productivity, help reduce downtime and streamline inventory to help save time and money.

3. CAN WE COLLABORATE TO FIND COST-SAVINGS INSIGHTS?

An ideal supplier provides more than lubricants; they also have the experience and technical expertise to suggest ways to improve performance in your facility.

Your in-house experts should be able to draw from your supplier's knowledge to bolster your strategies for cost savings. Also look for value-added services, such as education and training support with optimum product recommendations and consolidation scenarios and assistance with oil monitoring programs. The right supplier will see the reciprocal value in a collaborative approach.

4. CAN YOU DELIVER TANGIBLE PROOF PERFORMANCE TO SHOW HOW A CHANGE WILL IMPACT MY BOTTOM LINE?

Whether it's test results, product benefit claims or case studies, you need a solid business case to support a supplier change.

Data should include:

- details around efficiencies gained
- increased productivity (and reduced downtime)
- money saved
- improvements relevant to your key performance indicators

5. HOW DOES YOUR PRODUCT LINE HELP ME CONSOLIDATE MY INVENTORY?

Some food and beverage processors carry upwards of 60 lubricant SKUs (stock keeping units). When food grade lubricants can perform in multiple applications, it represents a significant benefit to your business.

Not only does supplier consolidation and SKU reduction save money in overall product costs, shipping and inventory management, it also minimizes the risk of cross-contamination and failure caused by misapplication of lubricants.

HOW OUR COLLABORATIVE APPROACH HELPS MANUFACTURERS ACHIEVE OPERATIONAL EFFICIENCIES

Petro-Canada Lubricants is the supplier that can take your operation further with products and support proven to help:

- reduce downtime
- streamline inventory
- save time and money

By going beyond today's standards in ways that matter, Petro-Canada Lubricants helps your business realize operational efficiencies that reward your bottom line. Specifically, Petro-Canada Lubricants is known worldwide to provide:

Stringent **compliance** with global industry standards, including:

NSF Registrations

- H1 Lubricants—Acceptable for incidental food contact
- 3H Food Processing Substances—Release agents
- HT1 Heat Transfer Fluids—Acceptable for incidental food contact
- H2 Lubricants—No contact with food

ISO Registrations

- ISO 9001
- ISO 14001
- ISO 21469 certification for most lubricants (see Technical Data Sheets)

Proven commitment to **innovation** where it counts, with an experienced research team and a state-of-the-art research and development facility.

6. WHAT IS YOUR GLOBAL DISTRIBUTION STRENGTH?

If you're a business who manufactures products globally, you need to ensure your supplier is able to support your operation with the right oils and greases when you need them, where you need them and with the proper credentials.

The best lubricants in the world can't help you if you don't receive them. To keep your operations running and equipment well protected, your supplier needs fully integrated distribution channels for consistent supply.

An example of this industry-leading innovation is the introduction of our new PURITY™ FG formulated with SynFX™, an advanced additive technology designed to provide synthetic-like performance.

"It's no secret that plant managers often struggle to achieve optimal lubricant performance, while also meeting safety standards and budget constraints. By using new PURITY FG with SynFX, managers no longer have to compromise on any of these competing variables. This technological breakthrough will end the price versus performance compromise that plant managers often wrestle with."

—Sara Sidders, Manager, Business Segments,
Petro-Canada Lubricants Inc.

Experienced Technical Service Advisors who work in **partnership** with you to improve performance and efficiency

"Working with Petro-Canada Lubricants has been excellent across the board. Throughout our 10 years working together, customer service—from technical help to delivery lead time—has been first-rate."

—Paul Needham, AV Technology,
Reliability Engineer, Cadbury Ltd.

Consistent **performance and protection** for equipment across wide temperature ranges

Optimal lubricant performance that meets food safety standards

Complete inventory of consistently high-performing PURITY FG lubricants to meet your specific needs



Innovative lubricants, specialty fluids and greases for a wide and increasing range of equipment challenges in a **variety of sectors** within the food manufacturing industry

"We tested PURITY FG Trolley Fluid from Petro-Canada Lubricants and we knew after the first use that it was just as free-flowing as other lubricants we tried, but it had surprisingly better adhesion. You typically find these types of oils only in specialist firms and at much higher prices."

—Tommy Dahl, Plant Maintenance Engineer,
Danish Crown

Best-in-class **global distributor network** and trusted, integrated supply chain to meet the needs of customers in more than 60 countries

"One of the other benefits from using Petro-Canada Lubricants is timely and convenient product delivery. In terms of product delivery and responsive customer support, there's just no comparison."

—Mark Needham, Technical Lubricants
Manager, AV Technology



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