

DURON™ THE TOUGHER. THE BETTER.™ THE PROOF.

CUSTOMER: A. HARVEY & CO. LTD., OFFSHORE
MARINE BASE DIVISION, NEWFOUNDLAND, CANADA

RESULT: ENGINE LIFE MORE THAN DOUBLED



280



HARVEY

LIEBHERR

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PETRO-CANADA™

LUBRICANTS

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AN HF SINCLAIR BRAND

*“There is **no question** that **DURON™** is a leading product. You use great products, and you get great results.”*

Geoff Cunningham, Vice President Operations, A. Harvey & Co. Ltd.

Established in 1865, A. Harvey is a mature, diversified group of companies and services. Its Offshore Marine Base Division, based out of St. John's Harbour in Eastern Canada, is responsible for marine terminal operations, loading and unloading supply vessels for demanding customers including Hibernia, Hebron, Equinor, Suncor Energy and Cenovus.

THE CHALLENGE

A. Harvey's operations at St. John's Harbour are high-pressure, continuously servicing large-scale customers that depend on their reliable service. Equipment downtime is not an option.

Back in 2004, A. Harvey made a \$2M investment in a new Liebherr LHM 150 Harbour Mobile Crane with a Liebherr D9408 diesel engine, specifically designed for port operations. The cranes are in constant use and expected to function at 75% loads for 8-10hrs a day, 7 days a week.

Not only is reliability essential, the port experiences wide seasonal temperature variations. With the crane positioned right on the water's edge, it has the potential to be negatively impacted by corrosion.

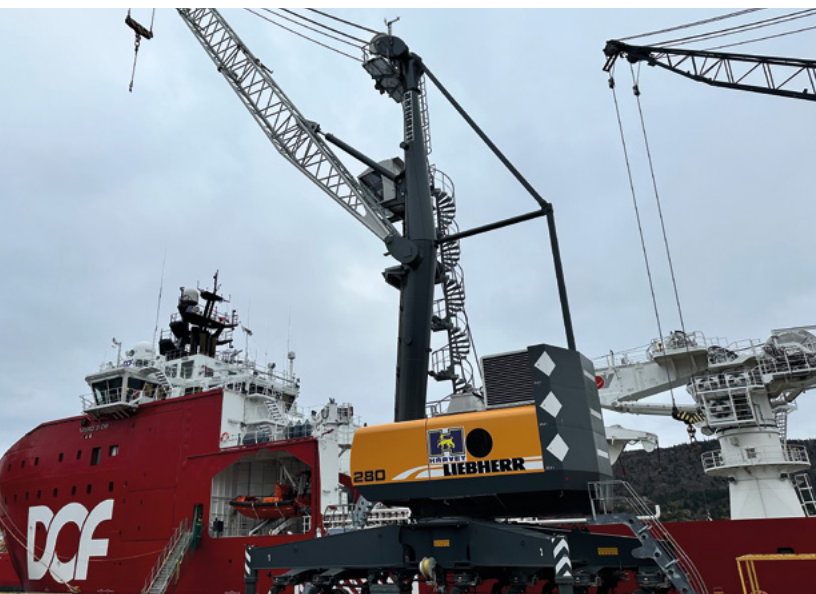
THE SOLUTION

The Vice President of Offshore Operations at A. Harvey knew that the Liebherr crane would require a premium heavy-duty engine oil to ensure reliable, consistent performance over time.

The business started working with DURON, Petro-Canada Lubricants' high-performance heavy-duty engine oil, designed to deliver exceptional wear protection and prolonged oxidation resistance. They chose SAE 15W-40 and confirmed with Liebherr that it was suitable for warranty. A. Harvey also worked with HYDREX™ hydraulic fluids, TRAXON™ gear oil and PEERLESS™ premium grease.

OEM recommendations specified the expected life of each major component of the crane to help avoid unplanned downtime. Following these recommendations, the crane engine was due for replacement after 12,000 hours use. This would mean a complete 5-day shutdown of the crane - impossible during the extremely busy period A. Harvey were expecting the following year.

At 12,000 hours, the mechanical team at A. Harvey inspected the engine and ran rigorous oil analysis. It showed the engine was still running at peak performance. The strategic decision was taken to continue regular oil monitoring and to extend the working life of the engine. It was important to ensure the OEM was aligned, so they kept in touch with Liebherr regularly.



*“The engine was **working perfectly** – it was the same as the day that we purchased the crane.”*

Geoff Cunningham, Vice President Operations, A. Harvey & Co. Ltd.



Engine Protection



Extended Drain



Cost Savings

THE RESULTS

10 years after A. Harvey started working with DURON™, the Liebherr crane engine was finally switched out. Over that period, DURON delivered:



OVER 100% INCREASE IN ENGINE LIFE

Total engine life 24,460 hours (OEM recommended engine life 12,000 hours). Even at double the recommended OEM replacement period, the engine was still functioning well.



EFFECTIVE OIL ANALYSIS

As part of the OEM recommended program, DURON was changed and tested every 500 hours. Every report demonstrated that the oil continued to work effectively.

*“I have **full confidence** in Petro-Canada Lubricants' products – use them correctly and you'll get **the maximum out of your equipment.**”*

Geoff Cunningham, Vice President Operations, A. Harvey & Co. Ltd.



\$200K COST SAVINGS

By avoiding an engine replacement at 12,000 hours and the related downtime cost, A. Harvey & Co. saved over \$200K.

DURON™ THE TOUGHER. THE BETTER.™

DURON HP 15W-40 is a high performance heavy duty engine oil that delivers all weather engine protection including dependable cold start up and exceptional shear stability. It can deliver extended drain capabilities (exceeding OEM standard intervals)*.

DURON heavy duty diesel engine oils are driven by API CK-4 and FA-4. They are the most durable, most protective, most advanced oils we've ever made. They are ready to improve your reliability, extend your drain intervals, and even cut your fuel costs – however extreme it gets. Because when you know your oil can handle extreme challenges, you know it can handle anything.

*Extended drain intervals should always be undertaken with an oil analysis program.





OUR NO-NONSENSE LUBRICANTS WARRANTY

“We will repair equipment or replace equipment parts that are damaged due to defects of a 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 petrocanadalubricants.com or contact us at lubecsr@hfsinclair.com

Committed to the disciplined operation of our business.

