



# AUTO MATS AND ACCESSORIES, DALTON, GEORGIA

Extended drains, extended savings.

---

"With HYDREX™ AW we extended drain intervals to two times what we experienced with other products. The cost savings have been a tremendous benefit."  
– David Moore, Auto Mats and Accessories, Plant Manager

---



## Auto Mats and Accessories

At Auto Mats and Accessories, cutting costs, not corners, is vital to their business. They were dedicated to using only the best fluids when they purchased their injection molding machines. With Petro-Canada's HYDREX™ AW, they received a lubrication plan that extended drain intervals, eliminated downtime and reduced maintenance costs.



### The Challenge

Auto Mats and Accessories specialize in producing all-weather, automotive floor mats. They recently added injection molding machines to their operation. The addition of these machines allowed the company to produce all materials in-house and stay competitive in the market. The machines melt vinyl which is injected into molds to create the vehicle mats. They now have two injection molding machines in operation including a Nissei, and a Magna 500, in addition to an extruder line and they expect their other injection molding machines to be operational in the coming year. Workload demands keep these machines running 24 hours a day, 5-7 days a week. "We keep our machines running all the time because it is such a nightmare to get them back up once they have been shut down," explains David Moore, Auto Mats and Accessories, Plant Manager. "It takes about three hours to start the extruder, heat it up and get the vinyl flowing freely. Having additional downtime because of lubrication change-outs is a cost we don't want to face." The molding machines arrived to their location dry, without hydraulic fluid in them, which meant Moore and his team had to research the best fluid for their specific operation. They needed a superior product to extend drain intervals, eliminate downtime and cut maintenance costs.



### The Solution

Together with Whitfield Oil, a distributor for Petro-Canada Lubricants, Auto Mats and Accessories reviewed their OEM requirements to ensure they were using the right hydraulic fluid for their machines. The OEM specifications listed numerous approved competitive suppliers. However, Mike Smith from Whitfield Oil knew that Petro-Canada Lubricants would provide a better product for their needs and completed a side by side comparison of the competitive products to recommend HYDREX. Smith also arranged for regular oil analysis to be completed to determine when the machines would need servicing. The injection machines have run solely on HYDREX AW 46 and the extruder line on HYDREX AW 68 since start-up.

#### **Customer service and support delivers high quality product selection**

Whitfield Oil is committed to providing excellent customer service from start to finish. Smith has assisted Moore every step of the way and continues to provide ongoing support with their oil analysis and recommendations for other lubricant needs throughout the plant, such as Petro-Canada's PRECISION™ Synthetic grease. "Mike has been wonderful. His availability and ability to explain all aspects has been great," says Moore. "I have worked with many suppliers in my career and I find it all comes down to the level of customer service I receive."

#### **Oil analysis testing for timing drain intervals**

The implementation of an oil analysis program was a key factor in the success of their lubrication plan. Every 6 to 8 months, with the help of Smith, they take a sample to determine oil quality and drain interval needs. "Every machine is different. They operate in different environments, with different people and different plant conditions. It doesn't make sense to follow the same drain intervals across the board," explains Smith. Using an oil monitoring program, as opposed to regularly scheduled drain periods, helps not only to better understand the oil, conditions and best practices, but also helps to save money by extending drain intervals until the drains are actually necessary.



## The Result

Auto Mats and Accessories would have been draining their machines yearly without HYDREX AW and an effective oil analysis plan. Extending drain intervals has saved them approximately 200–300 gallons of fluid and 8–10 hours of downtime for the oil change-out of each machine. Auto Mats and Accessories have used HYDREX AW for a total of two years without a single change-out. Their experience with the equipment has been great. They have reduced their maintenance costs and have had no major issues or shutdowns. “With HYDREX AW we extended drain intervals to two times what we experienced with other products. The cost savings has been a tremendous benefit.”

### Relax. HYDREX is on the job.

HYDREX delivers outstanding lubrication and extended drain capabilities, reducing equipment downtime and maintenance costs, and increasing productivity. Compared to other leading global hydraulic brands, HYDREX lasts up to 3X longer and provides up to 2X better wear protection.†

### HYDREX AW for high performance hydraulic systems.

HYDREX AW is specially formulated to deliver advanced anti-wear protection for extended equipment life and reduced maintenance costs. HYDREX AW also provides outstanding oxidation and thermal stability. All of these benefits work to extend drain intervals and equate to optimal cost savings by:

- Minimizing sludge and varnish deposits
- Providing excellent water separability and hydrolytic stability
- Improving overall rust and corrosion prevention

† Measured against the number one selling North American hydraulic oil brand.

### About Auto Mats and Accessories

Located in Dalton, Georgia, Auto Mats and Accessories is one of the premier aftermarket automotive floor mat manufacturers in the United States. Auto Mats and Accessories was established in 1986 by owner Robert Anderson and specializes in providing high quality, heavy-duty, all-weather carpeted automotive mats. They have three plants in the Dalton area and one that focuses solely on the production of their exclusive “Grip Lock” series mats. This “Grip Lock” features a nib backing that “grips” the mat to the interior carpet and “locks” it in place. These products are sold to auto dealers as well as the retail market. The owners and managers at Auto Mats and Accessories have a combined 118 years in the business and they know what it takes to run a smooth and efficient operation.



To learn more about how Petro-Canada Lubricants can help your business visit:  
**[lubricants.petro-canada.com](http://lubricants.petro-canada.com)**  
or contact us at **[lubecsr@petrocanadalsp.com](mailto:lubecsr@petrocanadalsp.com)**

LUB2852E (2013.08)

™ Owned or used under license.



**Beyond today's standards.™**