



“For us, success comes from the hard work of skilled people using leading edge technology and tools.”

Russel and Regan Cox
Founder and President,
Cox Construction Limited



Cox converted their entire fleet to Delo® 600® ADF 10W-30 after seeing calculations of potential savings.

In 1946, Russel Cox founded a construction company with little more than a used crusher, a trusted partner and an unwavering commitment to deliver. 76 years later, Russel's company has grown into one of the most respected in the region. We recently caught up with second-generation President Regan Cox and Heavy Equipment Supervisor Ted Schoen to talk about some of the benefits they've been seeing since making the switch to Delo 600 ADF 10W-30.

COMPANY

Cox Construction Limited
Headquarters in Guelph, ON
Established 1946

INDUSTRY

Road Construction

SPECIALTIES

Asphalt Paving, Custom Crushing,
Civil Infrastructure

HEAVY DUTY ENGINE OIL

Chevron Delo 600 ADF 10W-30
Chevron Customer Since 2012



\$75,000 in savings by extending drain intervals with Delo 600 ADF 10W-30.

Q: Tell us about the types of projects that Cox Construction delivers.

We are road building contractors specializing in asphalt paving, custom crushing and civil infrastructure. Most of our work involves projects located within a 100 to 150 km radius from our headquarters in Guelph, Ontario.

Q: How would you describe your company's identity?

We're a family-owned business and we take a lot of pride in the relationships we've built with our customers. We're known as a flexible contractor, conscious of our community, our employees, and committed to serving the road building needs of our local area.

Q: What kind of equipment do you use?

Our fleet consists of wheel loaders, motor graders, excavators, compactors, dozers, articulated dump trucks and all the various trucks and transports it takes to get equipment to and from the job site. In total, we've got about 70 on-highway vehicles and 75 off-highway units.

Q: Without giving away any company secrets, what would you say sets your company apart from the competition?

Our biggest advantage is the fact that we have our own aggregates. The structure beneath the surface of a road is critical and whether it's sand, gravel or quarry-based aggregates, our ability to produce this material ourselves gives us a cost advantage that allows us to be very competitive.



"We're not using as many filters or generating as much used oil, which is friendly to the environment and our pocketbook."

Q: What inspired you to consider switching to a different heavy-duty engine oil?

We've always been known as a company driven by a desire for continuous improvement. Embracing new technology, equipment and techniques keeps us on the leading edge of that process as our industry continues to evolve. So, when it came to protecting our equipment, taking advantage of the most advanced lubrication technology just made sense. Once our Chevron rep showed us how much we could be saving in operating costs, it was a no-brainer.

Q: What results have you seen since converting your fleet to Delo 600 ADF 10W-30?

The biggest gains so far have come from extending our drain intervals. We do regular oil analysis on every unit and that proof gave us the confidence to keep equipment on the job longer. We've actually doubled our drains from 500 to 1,000 hours, which is saving us approximately \$75,000 per year. We've also noticed better cold weather flow and we're not using as many filters or generating as much used oil, which is friendly to the environment and our pocketbook.



Doubled oil drain intervals from 500 to 1,000 hours across all equipment.





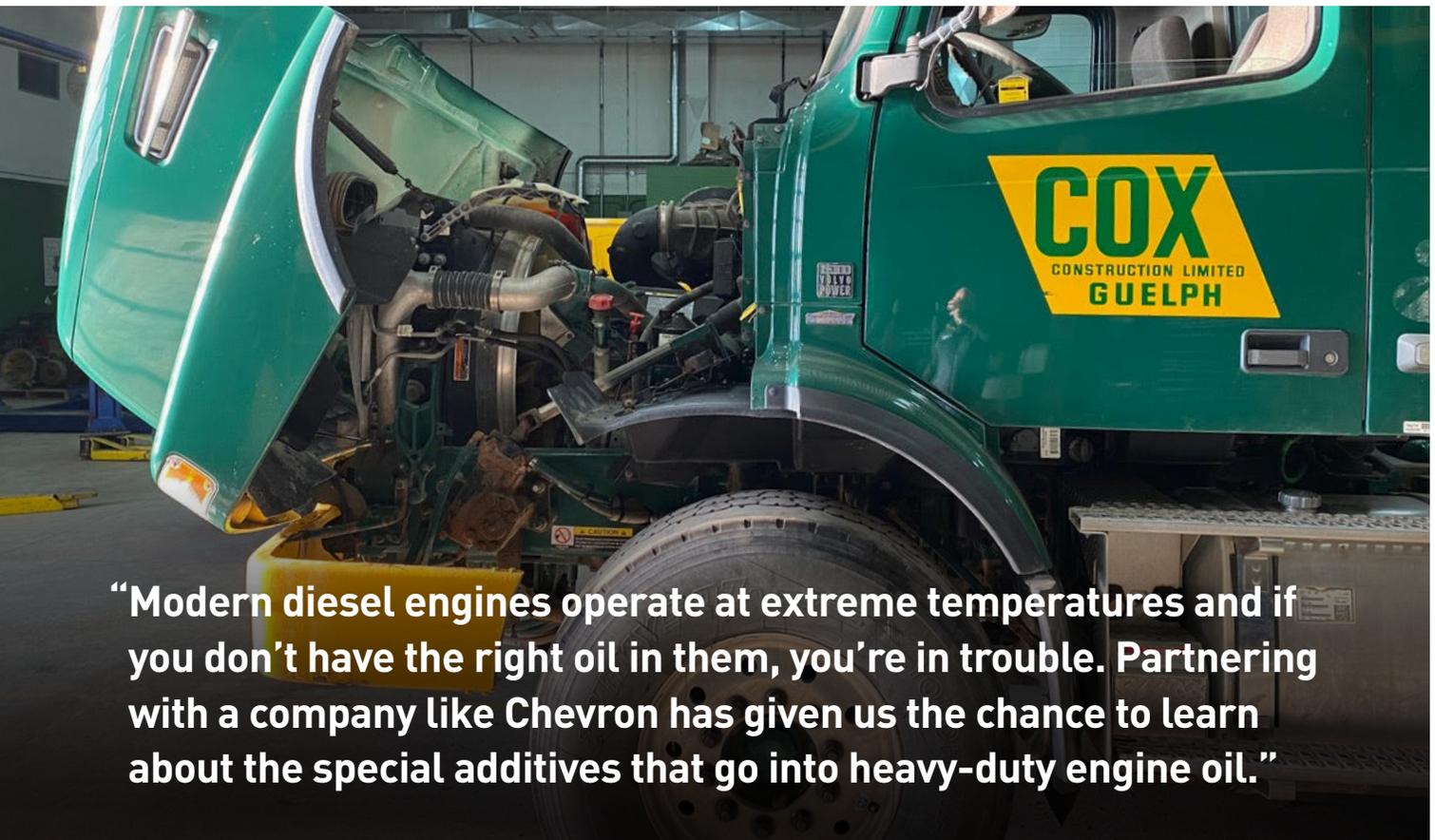
**1-2% fuel economy improvement
since switching to Delo 600 ADF 10W-30**

Q: Are you seeing fewer regens and DPF cleanings since switching to Delo 600 ADF?

Since making the switch, we're getting close to the 5,000 hour mark on some of our units, so I'm looking forward to seeing the data on DPF cleanliness. I can tell you we're already noticing improved fuel economy in the area of 1-2%, so that's a good indication that ash buildup is under control. A clogged DPF is like running a marathon with your nose pinched. If you can't breathe, you're not going to be able to perform.

Q: What advice would you have for a business owner who thinks that engine oil isn't that important?

Modern diesel engines operate at extreme temperatures and if you don't have the right oil in them, you're in trouble. Partnering with a company like Chevron has given us the chance to learn about the different additive packages that go into heavy-duty engine oil. When you choose the right formulation for your operation it can have a huge impact on your business.



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