

Customer testimonial

Lubricants in action

"I absolutely recommend Crevier Lubricants products! At Châteauguay Hydraulique, we endorse their products."

— Alain Beaulieu, Châteauguay Hydraulique

THE CLIENT



Châteauguay Hydraulique is a Chateauguay-based company specializing in the sales, maintenance and repair of hydraulic equipment for 15 years.

Alain Beaulieu took over the company in 2010.

With a small, efficient team, the company is known throughout the region for quality services and products, as well as expertise in hydraulics.

Châteauguay Hydraulique is a client of Crevier Lubricants, a division of the Crevier Group.

In 2015, Mr. Beaulieu found that the hydraulic oil they were using didn't perform to expectations. He met with one of our Crevier representatives, Germain Poirier, who provided him with the perfect solution.

MAINTENANCE CHALLENGES

One of Mr. Beaulieu's clients had problems with the hydraulic oil of his bucket truck. After a near-fatal mishap, it was clear that Châteauguay Hydraulique needed a new range of products.

The company had specific needs: high-quality oils which would meet manufacturers' specifications and a supplier with laboratory capabilities for lubricant analysis.

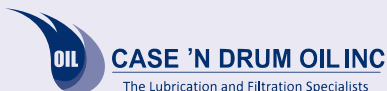
However, there was a new challenge for the company: a client who wanted to convert its mineral oil into biodegradable oil. Fortunately, Crevier Lubricants had the solution.



Alain Beaulieu with his Crevier representative, Germain Poirier.

THE CREVIER SOLUTION

At the first meeting with Châteauguay Hydraulique, Mr. Poirier proposed a product suitable for Mr. Beaulieu's client and his bucket truck: HVI 22 Hydraulic Oil. This high-quality multigrade oil retains viscosity and fluidity through wide temperature variations. It optimizes the hydraulic system's reaction speed at low temperature, avoiding the breakage which frequently occurs when starting



“In addition to high-performance biodegradable oils, Crevier provides training on its products and excellent client service!”

– Alain Beaulieu, Châteauguay Hydraulique

up the machinery. The HVI 22 oil reduces maintenance costs while enhancing equipment performance and system component durability.

Our products are subjected to rigorous processes in our laboratory to ensure they all meet or surpass manufacturers’ demands. Mr. Beaulieu was assured that the HVI 22 oil was safe and efficient.

In January 2016, one of Mr. Beaulieu’s clients inquired about biodegradable oils. Châteauguay Hydraulique’s president contacted his Crevier representative and received complete training on Bioblend® oils. Now, biodegradable oils are a major factor in their sales figures.

Crevier is committed to ecologically responsible products. Bioblend products provide superior lubrication and excellent thermal stability. They are easily biodegradable in the event of hydraulic system leakage: depending on conditions, nearly 60% of the oil decomposes after 30 days. When converting from mineral oils to Bioblend® biodegradable oils, samples are collected at the client’s for analysis and, ultimately, the Crevier Lubricants chemist issues a bio-environmental compliance certificate.



MISSION ACCOMPLISHED

Mr. Beaulieu is very satisfied with Crevier Lubricants. He was charmed by Crevier Lubricants’ products as well as their fast and courteous service, and is now a distributor for Chevron and Catalys products. Clients are increasingly turning to the Châteauguay company to convert their mineral oils, recognizing the company’s expertise in biodegradable oils—thanks to the team at Crevier Lubricants.

CONTACT US

For more information on what CREVIER GROUP can do to increase the profitability of your company or to receive a visit from one of our representatives, please contact our division nearest you.

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