

Brundage-Bone Decreases Fuel Cost by 2% After Switching to CITGARD® 700 10W-30 Low Viscosity Heavy Duty Engine Oil

The largest concrete pumping company in the United States – Brundage-Bone – operates the most extensive and diverse fleet of concrete pumping vehicles and equipment in the nation. Reducing annual fuel costs – their largest expense – improving equipment availability and operational efficiencies are top business priorities.



Always looking to create value, CITGO presented tools and resources to help Brundage-Bone analyze its equipment and fleet to gain insights on how low viscosity engine oils, specifically formulated for improved fuel economy, could help meet their goal of lower fuel costs.

Following consultations with CITGO technical experts, Brundage-Bone made a switch from CITGARD 600 15W-40 to CITGARD 700 Synthetic Blend 10W-30 Heavy Duty Engine Oil. **Six months of careful evaluation of fleet performance data from Brundage-Bone's independent telematics solutions provider showed that Brundage-Bone realized a 2-2.5% annual fuel cost savings by switching to CITGARD 700.**

Results may vary based on operating conditions and other factors. For guaranteed results, speak to your CITGO authorized representative about the CITGO Guaranteed Efficiency Program.

A Consultative Approach to Sales

The CITGO team works closely with Brundage-Bone's General Manager, Mark Young, and its National Service Manager, Jeff LaBounty, to understand their overall lubrication program, goals for reducing their fuel costs and increasing their gas spend per mile before making recommendations that would benefit their operations. Brundage-Bone names CITGO as its preferred lubricant supplier and the concrete pumping giant has adopted other CITGO lubricants, including hydraulic fluids, greases, gear oils and concrete release agents, for its operations.

"2.5% savings on fuel cost for us is huge as fuel is our largest expense. But our relationship with CITGO has moved beyond savings in cost. Their ordering portal is intuitive and simple to use and their US-based customer support team responds promptly to our need."

– Jeff LaBounty
National Service Manager

**BRUNDAGE-
BONE** CONCRETE
PUMPING



Fleet Profile

Brundage-Bone Pumping Company

- Established 1983
- Headquarters: Denver, Colorado
- National Presence: 80 branch locations in 22 states
- Number of Trucks: 482
- Fleet Composition: line pumps, telebelts, Tremie tips and other specialty pumping equipment from brands such as Putzmeister, Schwing and Alliance



Portfolio of CITGO Products

Engine Oils

CITGARD 700
Synthetic Blend
10W-30

Hydraulic Oils

CITGO
HyDurance® AW
All Temp 46

Gear Oils

CITGEAR®
Synthetic
EP 150

CITGO Premium
Gear Oil (MP)
SAE 80W-90

CITGO
Synthetic Gear
Lubricants

Greases

CITGO
LITHOPLEX® MP
#1 Grease

CITGO
LITHOPLEX® RT
#2 Grease

Specialty Products

CITGO Concrete
Form Oil

Automatic Transmission Fluid

CITGO
TRANSGARD®
MP ATF

"Our relationship with CITGO has definitely grown from a commodity supplier to a partnership footing, which is a stark contrast from what we experienced before. The CITGO team has been very helpful; navigating us through the challenges that can come with switching vendors and product lines. It's gone smoothly. Our company representatives are confident knowing there is a team of people dedicated to supporting them – and us – very well."

– Mark Young
General Manager

