

What Customers Are Saying...

Petro-Canada Lubricants at Work



“We manufacture premium quality compressors, therefore, the compressor fluid we put in them must also be premium quality – that’s why we switched to Petro-Canada’s COMPRO™ XL-S 46.”

– José da Silva, General Manager, ETOPI, LDA.

**THE CUSTOMER:
ETOPI, LDA.
Mem Martins,
Portugal**

**COMPRO XL-S 46
extends drain
intervals and reduces
oil thickening in
ETOPI, LDA.’s screw
compressors.**



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COMPRO XL-S 46, we can
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We couldn’t do that with
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– José da Silva



Sometimes when there’s a problem with a piece of machinery, it’s not always the machine manufacturer’s fault. Sometimes it’s a product, supplied by a vendor, that’s inside the machine that is causing the problem.

For example, when a compressor is showing signs of carbon and varnish deposits or is in need of frequent oil drains, there’s a good chance that it’s not the machine’s fault. Instead, the type of compressor fluid being used may be to blame.

Such was the case at ETOPI, LDA. – a Portugal-based manufacturer of compressors. They were getting complaints from customers about oil thickening and short drain intervals.

So even though ETOPI, LDA. was providing premium compressors, the ineffectiveness of the compressor fluid being used was beginning to create a negative perception.

ETOPI, LDA. has been manufacturing, importing and exporting compressors since 1987. Their customer base now spans throughout Portugal and Africa,

and the industries they serve include paper and printing facilities as well as metalworking and packaging plants.

The company also boasts a robust technical assistance and maintenance team – servicing all of the compressors they sell.



*ETOPI, LDA. now uses Petro-Canada’s
COMPRO XL-S 46 as the factory-fill
and service fluid for their popular
Screw Compressor KK 1510.*

The Issues

“We take great pride in our products and making our customers happy is our number one priority,” says José da Silva, General Manager, ETOPI, LDA. “So when we started getting complaints from our customers about shortened drain intervals, carbon residue and oil thickening we knew that we needed to find a better compressor

fluid that would provide exceptional performance benefits and make our customers happy.”

ETOPI, LDA. stands behind their products and guarantees exceptional performance, and they couldn’t afford to let a compressor fluid compromise performance, and the ETOPI brand, any longer.

da Silva embarked on a search to find the best compressor fluid for his operation.

The Switch

After careful consideration, da Silva made the switch to Petro-Canada's COMPRO XL-S 46 compressor fluid. The fluid had all of the performance benefits he was looking for, including resistance to oxidative breakdown, extended drain potential and reduction of oil thickening.

"We manufacture premium quality compressors, therefore, the compressor fluid we put in them must also be premium quality – that's why we switched to Petro-Canada's COMPRO XL-S 46," explains da Silva.

While COMPRO XL-S compressor fluids may be used to lubricate and cool rotary vane, reciprocating and lobe air compressors, it is specifically designed to significantly extend service life in rotary screw compressors.

Bench tests show that COMPRO XL-S fluids provide equal or better resistance to thermal and oxidative breakdown versus leading PAO synthetic fluids. In actual use, COMPRO XL-S fluids provide up to 8,000 hours of continuous, worry-free service in rotary screw compressors and the opportunity to significantly reduce compressor operating costs.

COMPRO XL-S is formulated through Petro-Canada's patented HT purity process, which produces 99.9% pure base oils – the purest in the world. By removing impurities that can hinder conventional oil performance, COMPRO XL-S retains its "fresh oil" properties longer. Petro-Canada then blends these exceptional, water-white base oils with high-performance additives to deliver exceptional performance.

The Results

Customer complaints about shortened drain intervals, carbon residue and oil thickening have ceased. Drain intervals were extended to 5,000 hours and inspections revealed substantially less carbon and varnish residue on components.

"Thanks to Petro-Canada's COMPRO XL-S 46, we can now give our customers a performance guarantee and not have to worry about the fluid jeopardizing it. We couldn't do that with the old fluid."

da Silva has begun to extend the fluid service life by 1,000 hours every three months.

"Extending the extra 1,000 hours helps to save money across the board, in downtime reduction, maintenance costs and simply by using less fluid."

The Recommendation

"I am very happy with Petro-Canada's COMPRO XL-S 46 compressor fluid and would recommend it to any company who is looking for a premium product that delivers distinct performance benefits," says da Silva.

If you would like to know more, please contact us at:

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