

LubeAssure Demo

Marketer Launch

July 30, 2021

Nicholas Rolling

Indirect Sales Manager

Amber Fessler

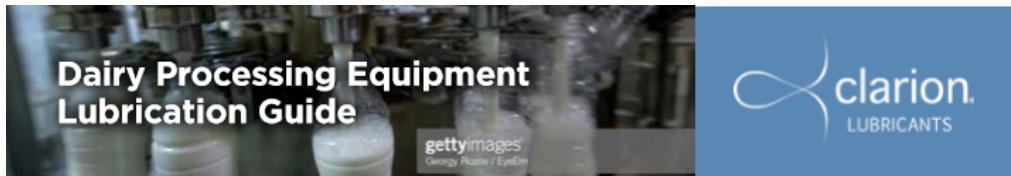
Senior Technical Services Representative

Tom Hiney

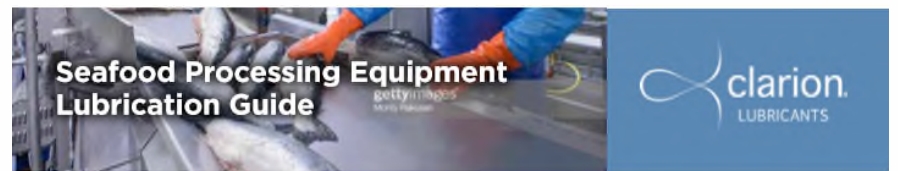
Strategic Product Channel Manager



The Next Level of Support? - LubeAssure



Equipment	Component	Features and Recommendation
CAN SEAMERS	Seamer Reservoir	<ul style="list-style-type: none"> •Clarion Food Machinery Gear Oil 150 for oil-lubricated seamers utilizing once-through application or Clarion Synthetic Fluid 150 for oil-lubricated seamers utilizing a circulating system
	Grease Points and/or Auto Lubricator	<ul style="list-style-type: none"> •Clarion Food Machinery HT EP 2 multi-purpose grease for all incidental food-contact areas, high temperatures and speeds, water resistance, excellent pumpability, good corrosion protection, and great wear protection •Clarion PM Hi-Temp FM 100 1 for automated bearing lubrication systems
BOTTLE CAPPERS AND CROWNERS	Gearbox Crankcase	<ul style="list-style-type: none"> •Clarion Food Machinery Gear Oils for general duty applications •Clarion Synthetic Gear Fluids for severe duty and extended temperature range
	Grease Points and/or Auto Lubricator	<ul style="list-style-type: none"> •Clarion Food Machinery HT EP 2 multi-purpose grease for all incidental food-contact areas, high temperatures and speeds, water resistance, excellent pumpability, good corrosion protection, and great wear protection •Clarion PM Hi-Temp FM 100 1 for automated bearing lubrication systems
NOVELTY BAR MACHINES	Gearbox/Hydraulics Reservoir	<ul style="list-style-type: none"> •Clarion SynBar 22 for extreme low temp applications - contains anti-wear additives and rust inhibitors
	Chain Oil Reservoir	<ul style="list-style-type: none"> •Clarion SynBar 22 for extreme low temp applications - contains anti-wear additives and rust inhibitors
	Auto Lubricator	<ul style="list-style-type: none"> •Clarion PM Hi-Temp FM 100 1 <p>Note: On equipment that uses EPDM seals, typically very low temperature applications such as freezers, a non-petroleum-based grease is required due to compatibility issues</p>
	Grease Points and/or Auto Lubricator	<ul style="list-style-type: none"> •Clarion Food Machinery HT EP 2 multi-purpose grease for all manually applied incidental food-contact areas, high temperatures and speeds, water resistance, excellent pumpability, good corrosion protection, and great wear protection •Clarion PM Hi-Temp FM 100 1 for automated bearing lubrication systems
PAPER CUP FORMING MACHINES	Gearbox Crankcase	Clarion Food Machinery Gear Oils
	Cup Lip Fluid Reservoir	Clarion Food Grade White Mineral Oil 90



CITGO LubeAssure?



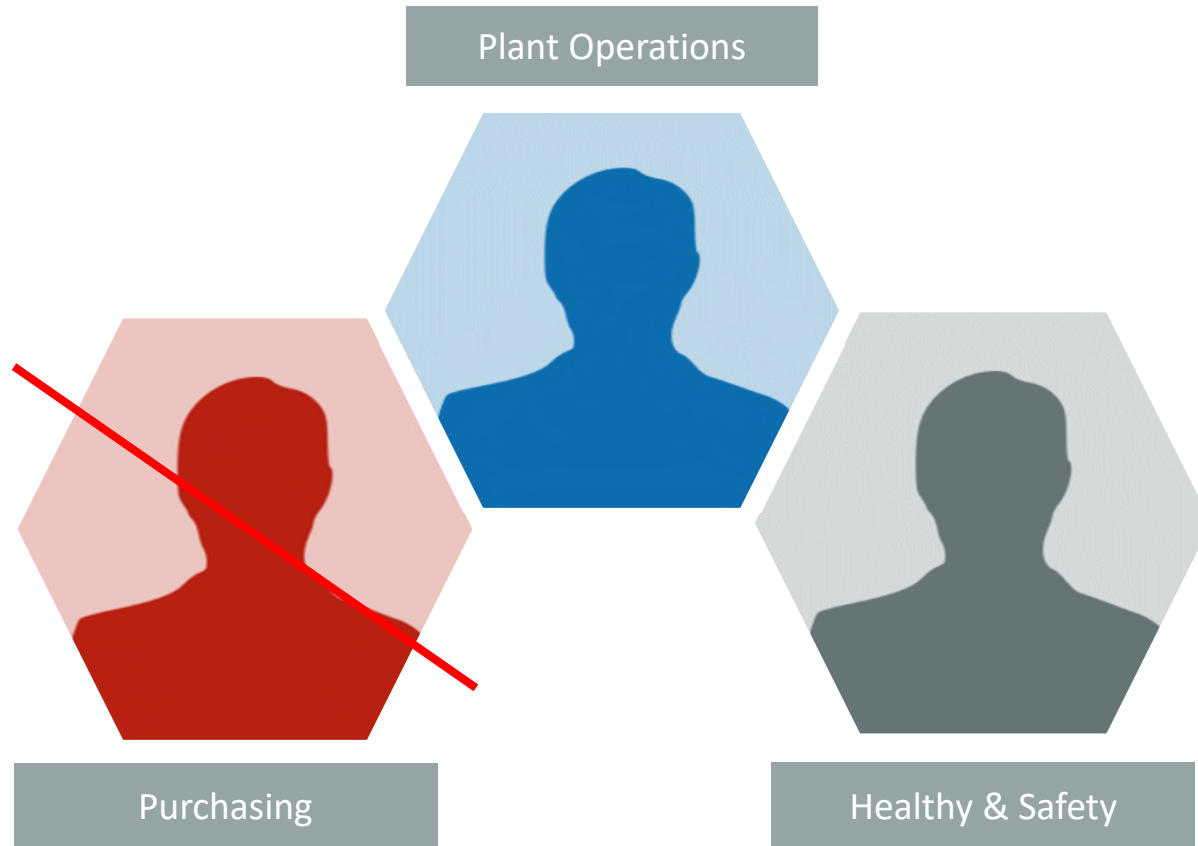
ILMA meeting Sept. 2020

...surviving in the current market requires “understanding how to leverage your product features and the benefits that make you win and understanding how to leverage those across other end-use sectors to maintain sales.”

Annie Jarquin of [Kline & Co.](#), Parsippany, NJ

At Issue: how to quickly procure and then apply the knowledge, tools and material to support the **industrial customer** base creating competitive differentiation.

How to differentiate? What do they ~~want~~ need?



Best in class lubrication program **Simplified**

Have you been in this oil room?



LubeAssure Toolbox – Pulls it all together!

Lubricant Application Chart

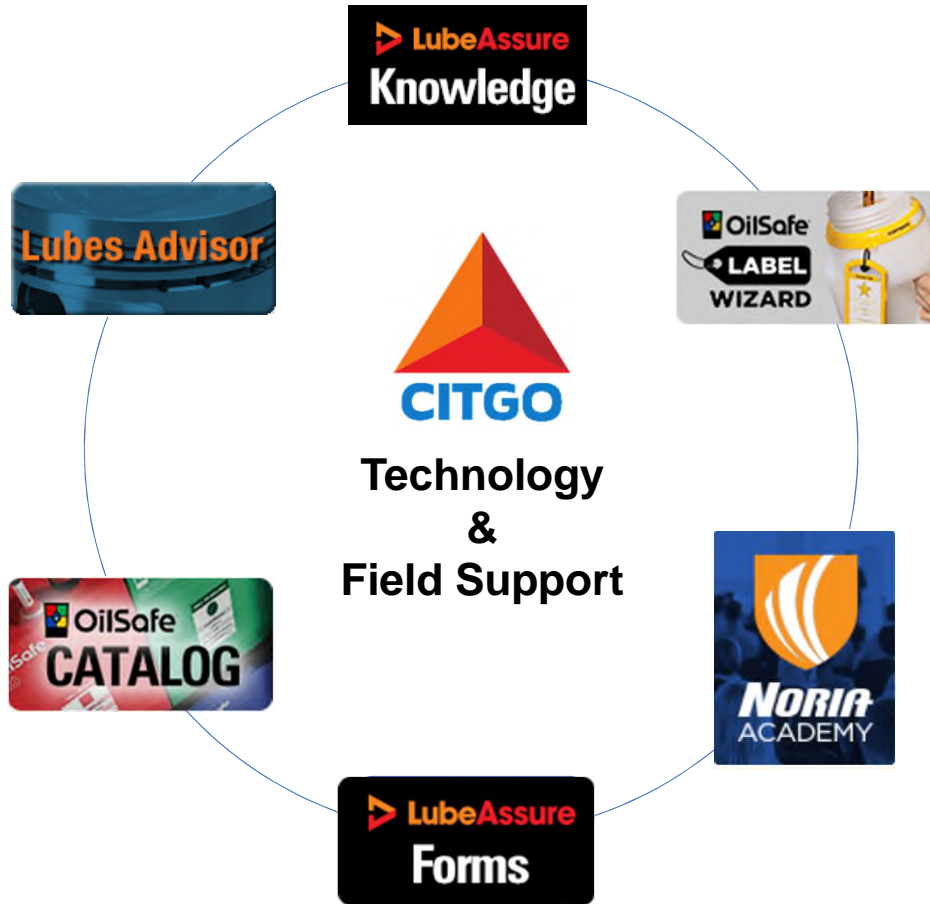


PRODUCT	APPLICATIONS	GRADES	DESCRIPTION
OILS & FLUIDS			
Clarion Food Machinery A/W Oils EGG Grades: 32, 46, 68, 100	Hydraulic Systems (Elevators, Boilers & Turbines)	N/A	Multi-grade applications, excellent anti-wear properties
Clarion Food Machinery Gear Oils EGG Grades: 150, 220, 300	Gearboxes Cup Bearings Shield Film Treatments	N/A	Excellent low temperature performance, excellent gear protection
Clarion Food Grade HI Fluid EGG Grade: 46	Hydraulic Systems (Elevators)	N/A	Water-based hydraulic fluids
GREASES			
Clarion Food Machinery HT EP Greases	Roller Bearings Cup Bearings Health Carepins & Conveyors Shield Film Treatments	NS3 Grade 2	High load capacity, excellent anti-wear properties, excellent gear protection
Clarion PM 88 Sump Food Machinery 90 Greases	Cup Bearings Health Carepins & Conveyors Shield Film Treatments	NS3 Grade 1	High load capacity, excellent anti-wear properties, excellent gear protection

Product Information Contact
Tom Wiley at twiley@CITGO.com



Market Contact FPO




Win the business!

More Tools from CITGO! Demo

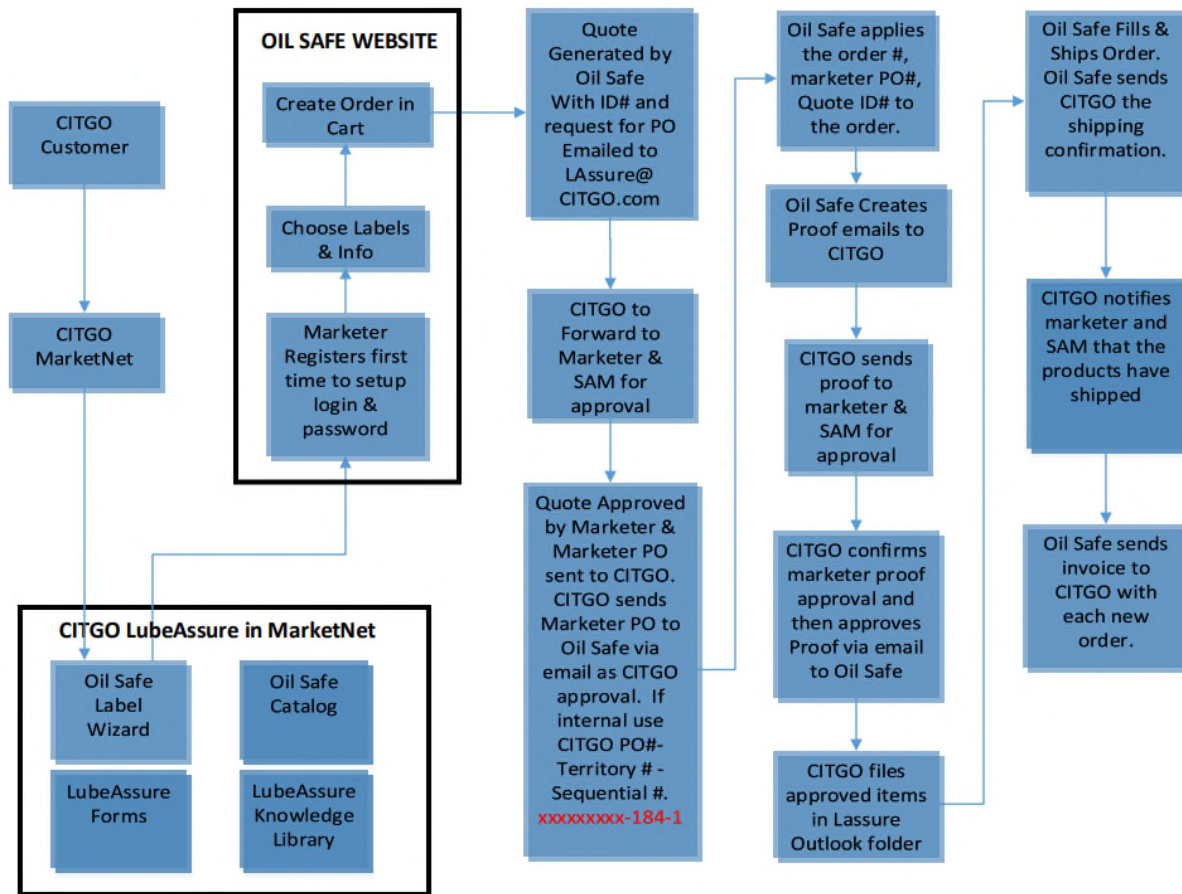
DEMO



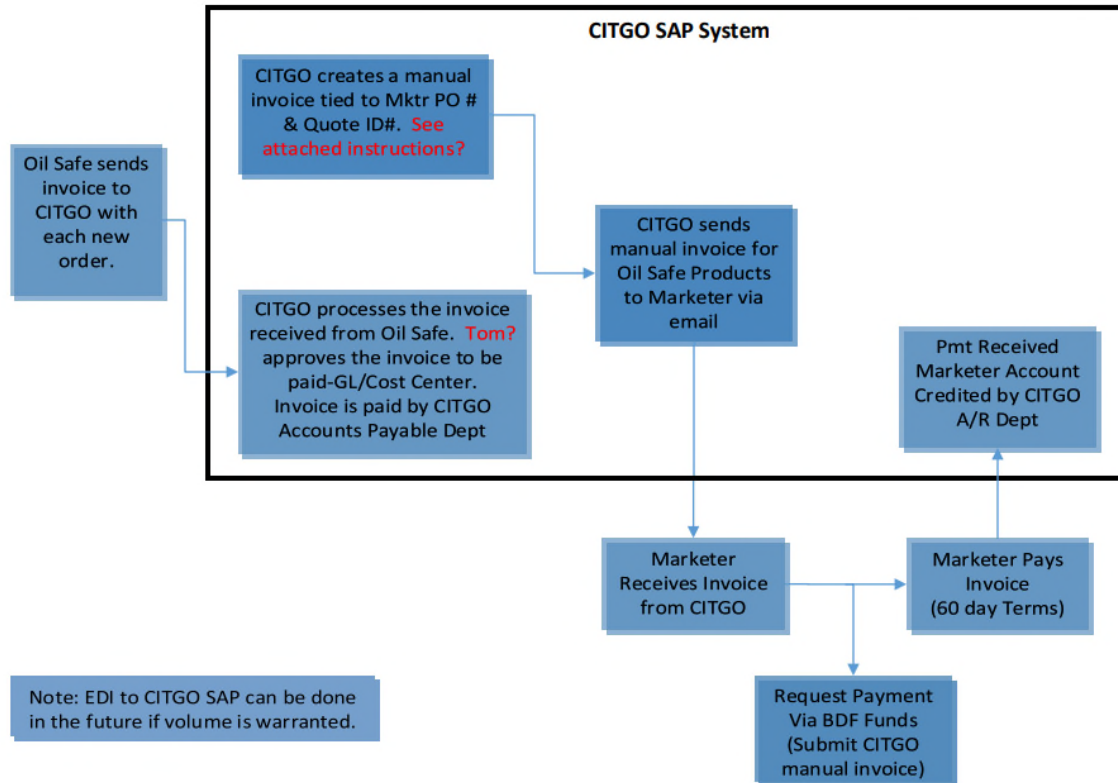
Wall chart example

Agri STAR Meats - POULTRY				
		Lubricant Application Chart		
		Equipment	Application	Color/ Symbol
Hot Area Hydraulics	All Hydraulics	Dark Green Square	Clarion FM A/W Oil 68	
Air Chill Room	All Grease Points	Dark Green Star	Clarion FM HT EP 2 Grease	
Air Chill Room	All Hydraulic	Dark Green Circle	Clarion FM A/W Oil 32	
Air Chill Room	All Gear Drives			This is under review for viscosity
Poultry Process	Conveyor Grease Points	Dark Green Star	Clarion FM HT EP 2 Grease	
Poultry Process	Gear Drives	Yellow Cross	Clarion FM Gear Oil 220	Helical & Bevel lets better define boxes.
Poultry Process	Gear Drives	Yellow Cross	Clarion FM Gear Oil 220	Worm Gears and Heavy loaded gears. Need to confirm
Airline Oil	All	Blue Rectangle	Clarion FG White Mineral Oil 90	Drain water & top off weekly or as needed
Equipment Washdown	Lubricant applied post washdown	Blue Rectangle	Clarion FG White Mineral Oil 90	Every Washdown

CITGO LUBEASSURE PROCESS FLOW DIAGRAM

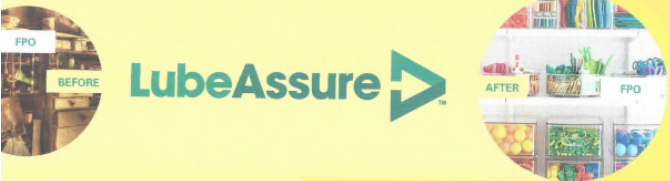


CITGO LUBEASSURE PROCESS FLOW DIAGRAM



Marketing support


CITGO®
LubeAssure™ Lubrication Management Program



LubeAssure™ helps maintenance managers organize plant lubrication systems to help reduce expenses and avoid costly errors.

- Prevent lubricant misapplication with color-coded labeling, tagging and containerization.
- Optimize lubricant inventory management

Reduce lubrication identification time.



Tools to Help Assure Success

A well-organized production line lubrication system can help reduce mistakes. The CITGO LubeAssure Lubrication Management Program offers tools you can use to optimize your lubrication program and keep your entire maintenance team informed.



- 1 SITE VISIT**
The CITGO technical support team visits your plant to understand your equipment, conditions, product inventory, production demands and maintenance goals.
- 2 PRODUCT EVALUATION & RECOMMENDATION**
Equipped with knowledge from the site visit, the tech support team formulates a comprehensive evaluation – including lubricant filtration and oil analysis – and develops a streamlined recommendation to help optimize your plant equipment and maintenance practice.
- 3 IMPLEMENTATION**
Easy, color-coded wall charts with matching, storage labels, transfer containers and tagging provide the maintenance team with a clear, visual direction of the lubrication plan.
- 4 TECHNICAL TRAINING**
Industry-leading training programs help your team stay on top of the latest lubricant technologies and practices.

Contact your CITGO Sales Account Manager or your authorized CITGO Lubricants Marketer to get started today!



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