

Clarion® Food Grade Lubricants

The webinar will begin in
less than 10 minutes.



Clarion® Food Grade Lubricants

The webinar will begin in
less than 5 minutes.



Clarion[®] Food Grade Lubricants



Erica McDonald – Clarion Certified

- CITGO Sr. Product Specialist
- B.S. Integrative Biology with a Minor in Chemistry
- 12 Years of Experience in Lubricants
- LubeAlert Oil Condition Monitoring Program Support
- Noria Conference Presenter



Mike Boles – Clarion Certified, STLE, NLGI & SAE

- CITGO Sr. Account Manager
- B.A. English
- 25+ Years Experience in Lubricants
- Clarion Certified



Agenda



What is a Food Grade Lubricant?

Direct Food Grade Lubricants

Indirect Food Grade Lubricants

Selling Clarion Lubricants

What is a Food Grade Lubricant?

A lubricant that is safe to use in facilities producing food and beverages but....

- Who or what makes sure the lubricant is safe?
- How is “safe” defined?
- Are all lubricants that are called food grade designed for all applications?

There are regulatory and industry requirements that answer these questions

Use Classifications

Food Safety Modernization Act

“A Call to Action”



January 4, 2011

Reactive to preventative

Transformed domestic and foreign
regulatory standards

Preventative controls are required
for human and animal food
facilities

Common Certifications



Certified to
NSF/ANSI/CAN
61



Classifications

3H Lubricants – Direct contact release agents

- 21 CFR 172.878
- USP/NF

H1 Lubricants – Products approved for incidental food contact

- 21 CFR 178.3570
- HX-1 additives

H2 Lubricants – Products used for food-adjacent use (*No contact*)



Clarion Food Grade Lubricants

Lubricants for **direct** food contact

Direct Food Contact Applications

Release Agent

- Baking
- Smoked meats

Dust Control

- Prevent explosive dust/air mixtures (grains)

Coating and Sealant

- Fruits
- Vegetables
- Eggs

Float

- Vinegar
- Wine

Clarion Food Grade White Mineral Oils

- NSF 3H Lubricant as defined in 21 CFR 172.878
- Meet 21 CFR 178.3620(a)
- Produced by an ultra-high-pressure hydrotreating process
- Stabilized with vitamin E
- Colorless, odorless, tasteless, inert and allergen-free
- Free of natural products derived from animals, nuts or GMOs
- **Grades:** 70, 90, 200, 350, 500
- **ISO Grades:** 10, 15, 32, 68, 100



Clarion Food Grade White Mineral Oil Spray

- Meets 21 CFR 172.878
- NSF 3H registered
- Colorless, odorless, tasteless, inert and allergen-free
- Aerosol packaging with propellant

ISO 22 viscosity grade





Clarion Food Grade Lubricants

Lubricants for **indirect** food contact

Incidental Food Contact Applications

Gear drives, bearings, conveyors, blowers, refrigeration, vacuum pumps and air compressors



Hydraulic Systems

- Due to pressurized system, a burst hose could potentially contaminate food even if not within close proximity to a food production area



Air Compressors

- Where is the air being used?
- Is air in contact with food or food packaging?

Clarion Food Machinery AW Oils

- Designed specifically for processing equipment
- Does not contain any natural products derived from animals, nuts, or GMOs
- Colorless, odorless and tasteless
- Certified as Kosher and Halal

ISO grades: 32, 46, 68, 100



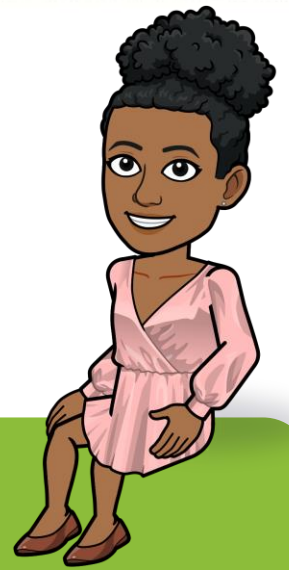
Clarion Food Grade FR Fluid



Designed for food process applications

Factory Mutual approved

ISO 46 viscosity grade



Clarion Food Machinery Gear Oils

Food machinery applications

Colorless, odorless and tasteless

Certified Kosher and Halal

ISO grades: 150, 220, 460

Clarion Synthetic Gear Fluids

Excellent performance in food and beverage canning machinery

Colorless, odorless and tasteless

Exceptional heat resistance and low temperature fluidity

ISO grades: 150, 220, 320

Clarion CompressorGard®

Designed for food service industry

Excellent oxidation stability

Long service life

Wide temperature range

Compatible with seal and gasket materials

ISO viscosity grades: 32, 46, 68

Clarion Synthetic Refrigeration Fluid

High-performance

Does not contain paraffin wax

Compatible with most paints and elastomers

Designed for use in rotary screw compressors

ISO Viscosity Grade 68

Clarion SynBar Fluids

For mechanical seals

Excellent low-temperature fluidity

Excellent high-temperature stability

Compatible with commonly used seal materials

ISO grades: 5, 22



Clarion FM Silicone Spray



High-quality silicone fluid

Rapid dry time

Non-Stick

Convenient



**EFFECTIVE LUBRICANTS.
SAFE LUBRICANTS.**
NOW YOU DON'T HAVE TO CHOOSE.



Clarion Food Machinery Grease #2

- Anhydrous Calcium
- NLGI 2 Grade
- Polymer Fortified
- Very Adhesive
- Water Resistant
- Transparent

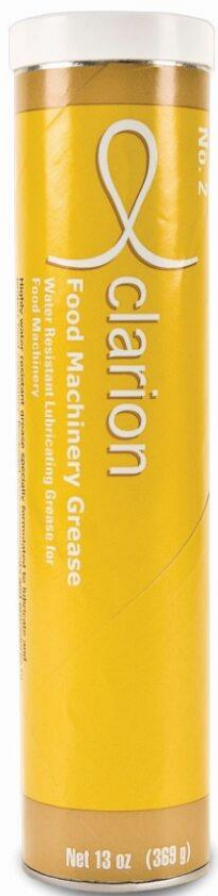
Clarion Food Machinery HT EP Greases

- Aluminum Complex
- White Appearance
- Very Adhesive
- NLGI 1 & 2 Grades
- Good EP/AW Performance (400 Weld, 40 lb. Timken OK Load)
- Fully Additive Treated

Clarion Chain and Trolley Lube

- Anhydrous Calcium
- No. 0000 Consistency
- Smooth
- Some Polymer for Adhesion
- Clear
- Wear & Water Resistant

EFFECTIVE LUBRICANTS.
SAFE LUBRICANTS.
NOW YOU DON'T HAVE TO CHOOSE.



Clarion PM Hi-Temp Food Machinery 100 Greases

- Animal Food Pellet Mill Grease
- Aluminum Complex (Water Resistant)
- NLGI 1 & 2 Grades
- High Dropping Point
- Excellent EP/AW
- Rust Resistant
- **ISO Grade 100**

Clarion FM Spray Grease

- Aluminum Complex
- White
- Good EP: 315 Weld
- Good AW: 0.46mm Wear Scar
- No. 0.5 Consistency
- **ISO Grade 150**

CLARION PROPRIETARY SERVICES
TO HELP KEEP EVERYTHING
RUNNING SMOOTHLY.



ClariPac Technical Grade White Oils

- Defined by 21 CFR 178.3620(b)
- Refined by high-pressure hydrotreating
- Stabilized with vitamin E as an antioxidant
- Colorless, odorless and tasteless
- Some application examples:
 - Adhesives, coatings
 - Filters
 - Plasticizers
 - Foil and paper manufacture
 - Dust suppressant for aggregate materials and grains not intended for human consumption

Grades: 70, 90, 200, 350, 500

ISO Grades: 10, 15, 32, 68, 100

Selling Clarion Food Grade Lubricants



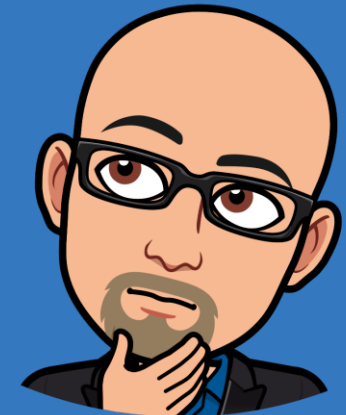


CITGO Sr.
Account
Manager

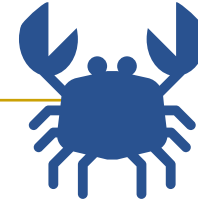
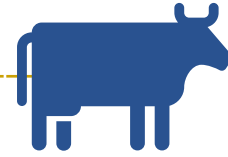
Peers/Sales
Manager

Research &
Social Media

Where Should You Start?



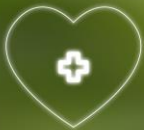
What Accounts Are Targets??



Who do I ask for?

- HSE Managers
- Plant Managers
- Maintenance Managers
- Purchasing Managers

H



HEALTH

S



SAFETY

E



ENVIRONMENT



OS INTRODUCTION

TRADITIONAL PRACTICES



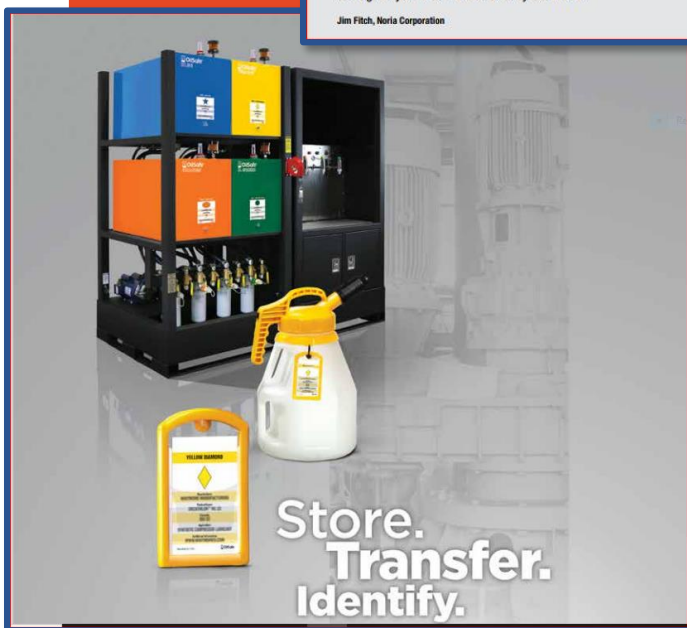
Traditional Lubricant Storage & Handling Practices are...



- Filthy
- Disorganized
- Unsafe
- Wasteful
- **DESTRUCTIVE**

"By the time you can see or feel the dirt in the oil, much damage to your machine has already been done."

Jim Filch, Noria Corporation



Store.
Transfer.
Identify.



Welcome to the LubeAssure Portal, your home for support, training and tools to help you better serve your industrial customer.

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



Access label wizard - interactive tool to create custom labels.



Access lube equipment catalog for filter buggies, to desiccant filters, lube storage cabinets.



List price sheet for items found in catalog (excluding lube cabinets - See SAM for quote).



Which oil is right for the vehicle you are looking for? The CITGO Lubes Advisor will give you the corresponding CITGO brand oil for your specified vehicle.

How to Implement the OILSAFE® Labeling System

Customized & Standard Fluid Identification from Bulk Storage to the Point of Use



BULK STORAGE UNITS

The first step in the chain of custody. Ensuring that Lubrication Technicians can **clearly identify the lubricant they need**.

Solutions range from simple adhesive labels through to solutions that include complete MSDS information.



TRANSFER CONTAINERS & LIDS

Cross contamination of lubricants can be just as damaging as dirt and water. **Match** the transfer container label to the bulk label to eliminate the potential for cross contamination, and ensure that employee's **Right To Know** entitlements are addressed.



POINT OF USE

Getting the **right** lubricant into the **right** fill point (contaminant free) is one of the simplest ways to reduce maintenance and operating costs.

Matching the container label to the fill point label is the final step.



Wall Posters

The image displays a collection of five overlapping brochures from Clarion Lubricants, each providing a detailed lubrication guide for a specific food processing sector. The brochures are:

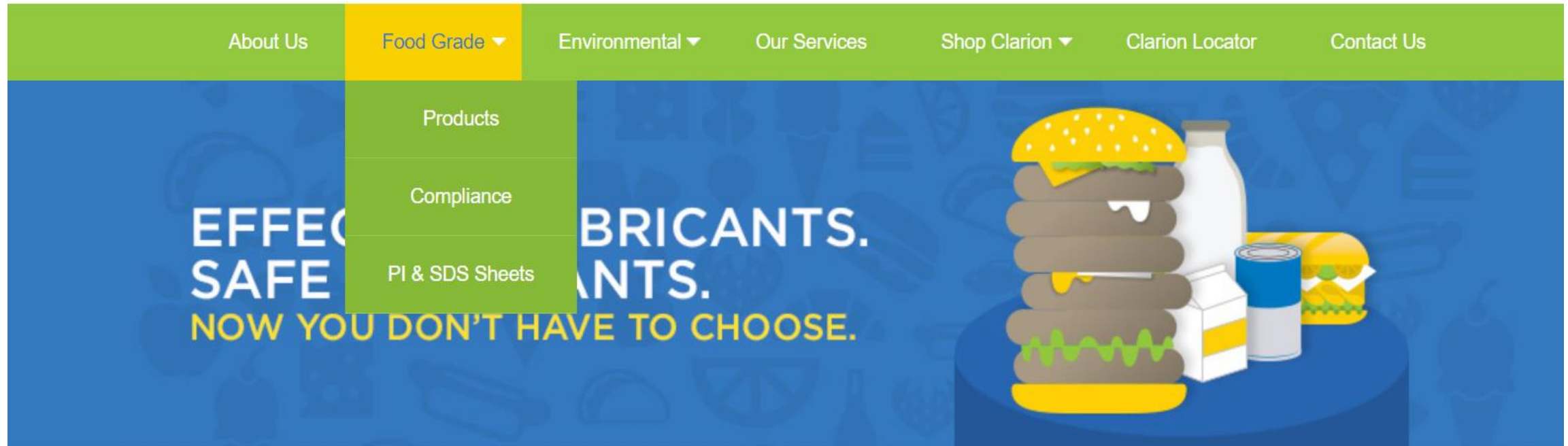
- Canning Production Equipment Lubrication Guide:** Focuses on equipment like can seamers and general plant components. It recommends lubricants for hydraulic reservoirs, bearing grease points, gearbox crankcase, and air compressors.
- Seafood Processing Equipment Lubrication Guide:** Tailored for seafood processing, it covers general plant, head cutters, fish saws, and laser scanners. It highlights the need for lubricants that resist water and provide excellent corrosion protection.
- Meat and Poultry Processing Equipment Lubrication Guide:** Designed for meat and poultry processing, it addresses general plant, gearbox crankcase, and air compressor reservoirs. It emphasizes lubricants that are food-grade and resistant to high temperatures and moisture.
- Beverage Production Equipment Lubrication Guide:** Specifically for beverage production, it covers general plant, gearbox crankcase, and air compressor reservoirs. It recommends lubricants that are food-grade and provide excellent corrosion protection.
- Bakery Equipment Lubrication Guide:** Focused on bakery equipment, it covers general plant, gearbox crankcase, and air compressor reservoirs. It highlights the need for lubricants that are food-grade and provide excellent corrosion protection.

Each brochure includes a table with the following columns: Equipment, Component, and Features and Recommendation. The brochures are designed to help food processors select the right lubricant for their specific equipment and operating conditions.

Pellet Mills



Clarion Website



Compliance and What It Means to You

The Food Safety Modernization Act (FSMA) represents the most sweeping reform to the powers of the FDA in 70 years and is designed to prevent contamination before it occurs. Clarion Lubricants has you covered. Clarion is dedicated to helping you comply with the current lubricant guidelines and take proactive steps so that you can quickly adapt to future changes.

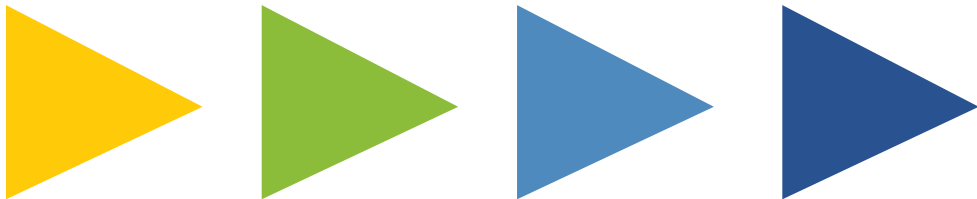
Quick Guide to Food Grade Lubricants

An easy-to-follow overview of how Clarion Food Grade Lubricants can help you protect your equipment, this Quick Guide will walk you through how to minimize risk of contamination and optimize performance.

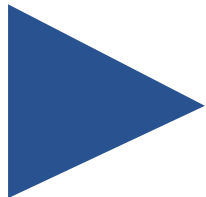
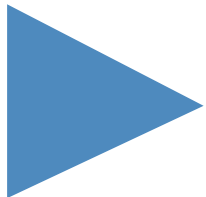
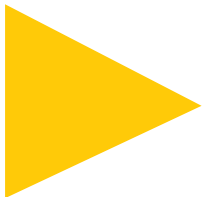
Quick Guide to
Food Grade Lubricants

Clarion Food Grade Lubricants are formulated to meet the requirements of the FDA's Food Safety Modernization Act (FSMA) and are designed to help you protect your equipment and optimize performance. For more information, visit [clarion.com/foodgrade](#).

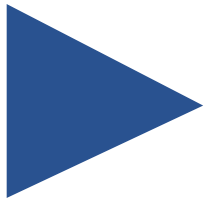
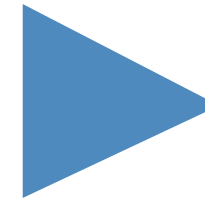
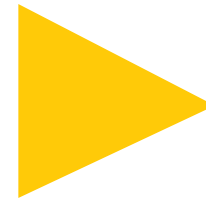
Success Stories



Success Stories



Success Stories



"I'll gladly pay you Tuesday
for a hamburger today."
—Wimpy Wellington



SwiftShip Initiative:



- **Everyone spoke, we finally listened!**



- **Wolf Lake Facility**



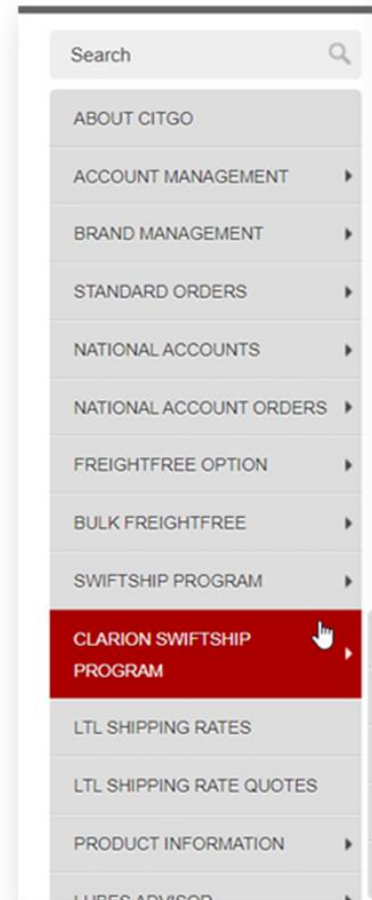
- **26 Product SKUs!**



- **Launch in September**



- **Project Commitment:** dedicated team ensuring a lasting initiative





Be on the Lookout for the Expanded CITGO® SwiftShip Program

We've listened to your feedback and are thrilled to announce the expanded and improved CITGO® SwiftShip Program coming in September!

To continually provide you with the best-in-class solutions for your needs, CITGO SwiftShip will now offer a comprehensive selection of top-quality Clarion® Lubricants products while still continuing to offer your favorite CITGO Industrial Synthetic Lubricants (ISL).

Our expanded product offerings seamlessly integrate with the existing features and benefits of the CITGO SwiftShip Program. You'll have access to real-time pricing, floor stock visibility and our intuitive cross-reference tool to simplify your product selection process.

SwiftShip helps streamline your purchasing and logistics process so you can expand offerings to your customers (or NEW customers) instantly without filling your warehouse.

Stay tuned for the official launch so you can experience the unparalleled convenience that CITGO SwiftShip can bring to your business.



CREATE QUOTE

PENDING ORDERS

ORDERHISTORY

GETTING STARTED

GENERAL INFORMATION

Questions?

Please post your
questions using the
Q&A function.



Contact Us

Lubes Answer Line
800-248-4684

8:00 AM - 12:00 PM
1:00 PM - 5:00 PM CT
Monday - Thursday

8:00 AM - 12:00 PM
1:00 PM - 4:30 PM CT
Friday

lubeshelp@citgo.com



Future Webinars

**October 20: Steel
Industry Portfolio**

**December 1: Grease
Fundamentals**



Thank You!

See you next time!

