

# Customer Testimonial



## Monolec® Hydraulic Oil (6110)

*First State Crane Service – Felton, Del.*

*Grove GMK5B 120-Ton Crane*

- *Lowered hydraulic system temperatures*

### *Customer Profile*

First State Crane Service was started by John P Hayden, president, in 1974. His vision was to serve the entire Delmarva (Delaware, Maryland, Eastern shore of Virginia) peninsula.

### *Application*

When John started, he had only one piece of equipment. Now, some thirty plus years later, he has over thirteen cranes and numerous other pieces of equipment including; crawlers, buckets, low boys and pick up trucks.

### *Challenge*

John has always valued quality as the success to his business. This being said, the decision to provide unmatched protection for his equipment was made in 1986. This is the year that First State Crane Service became a valued customer of Lubrication Engineers.

### *LE Solution*

First State Crane Service was looking for a quality lubrication company to insure their equipment kept performing. They called upon LE to help maintain and protect their Grove cranes. Monolec® Hydraulic Oil (6110) was introduced into their systems. The hydraulic system temperature was lowered and a conversion of all hydraulic reservoirs began on the remainder of the equipment.

### *Results*

When contacted by the local LE lubrication consultant to develop this Testimonial, First State Crane Service manager, Jim Hauer, had the following statements about Lubrication Engineers products and support.



1. "Lubrication Engineers products don't let us down. Their products are extremely long lasting in service. I feel better knowing Lubrication Engineers products are protecting Mr. Hayden's investment. We started this relationship a very long time ago, we take pride in our equipment, and we take pride in providing our customers with service they can count on. LE makes it happen, with no questions."



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2. "My LE rep is always looking out for us in the area of cost savings. I can call her 24/7 to answer any question I may have. It is a good feeling knowing LE offers me the best products and support I can always depend on."

### ***Other Products Used***

Lubrication Engineers products now provide 100% of all lubricants needed for First State Crane Service. Some of the lubricants used are as follows:

- Monolec Ultra® Engine Oil (8800) 15W40 in all engines.
- Monolec® Multiplex Lubricant (4622) is used on all grease lubrication points, wheel bearings and as a general purpose lubricant for all of their equipment needs.
- Monolec Gear Lubricant (703) 80W90
- Monolex Penetrating Oil & Lubricant (2059)
- BTU+ Power Supplement & Cleaner (2420)

*Thank you to John P. Hayden, president, Jim Hauer, service manager, Mike Benton, dispatcher, and to Jennifer Rybacki, LE lubrication consultant (pictured), for providing the information used in this report.*



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Based on actual user experience. Individual results may vary. Not intended to supersede manufacturer specifications.

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