



BALANCING LOW TEMPERATURE OPERATIONS AND ENVIRONMENTAL CONCERNS WITH HIGH PERFORMING LUBRICANTS

RSC ENVIROLOGIC® CASE STUDY WITH NORTH AMERICAN EQUIPMENT UPFITTERS



Utility companies have a number of factors to evaluate when it comes to selecting hydraulic fluids for their vehicles. Beyond the common considerations for performance, quality and the impact on the environment, some operations face additional challenges based on location. Operations that experience exceptionally cold temperatures must take these extremes into account when selecting a product that will perform consistently well, while being environmentally responsible.

BACKGROUND

Established in 1999 in Hooksett, New

WE PUT THE ENVIROLOGIC HF 22 IN THE VEHICLES AND MAKE IT EASY FOR OUR CUSTOMERS TO MAINTAIN GREEN BY OFFERING TOP-OFF FLUIDS FOR THEIR SYSTEMS.

Hampshire, North American Equipment Upfitters (NAEU) is a nationally certified woman-owned business dedicated to providing quality aerial truck upfitting services to telephone, utility and cable companies as well as municipalities,

private sector crane businesses and fire apparatus. Its fleet customer base has grown to include well-known companies such as Verizon, Comcast, Northeast Utilities and Time Warner Cable.

This growth is a testament to NAEU's commitment to continuous improvement, quality products and exceptional customer service.

CHALLENGE

NAEU's customers were looking for ways to be environmentally conscious but still

needed products that would maintain high levels of performance, even through the harsh New England winters. A petroleum based product was the standard in the Northeastern market because of its ability to “flow” or maintain viscosity index in cold New England winters. Any biodegradable alternative would be compared to that petroleum based fluid, and there were initial concerns that “environmentally preferable” alternatives would solidify, causing the hydraulics to slow or not to work at all in the cold weather.

The challenge for NAEU was to find a readily biodegradable product that addressed the environmental concerns of its customers, while maintaining the performance standards they needed to keep their operations running smoothly, regardless of the time of year.

SOLUTION

In 2003, North American Equipment Upfitters became a distributor of RSC EnviroLogic® readily biodegradable* hydraulic fluids and greases integrating these fluids as standard on new builds and offering top- off fluids for utilities’ aftermarket use. The RSC EnviroLogic series features high performing products that offer equal or superior performance to petroleum based products.

Specifically, RSC EnviroLogic® HF 22[†] was an ideal product for the vehicles serviced by NAEU as it is a biobased oil, but does not contain water or glycerin like a number of other biodegradable alternatives. The inclusion of water or glycerin in the fluid is what can cause the hydraulics to underperform in cold temperatures. NAEU

has had zero complaints from its customers since they began using RSC EnviroLogic HF 22.

Additionally, the RSC EnviroLogic products are readily biodegradable and in lab test conditions, biodegrade 60 percent or greater within 28 days—making them a safer choice for the environment.

“In the past, anytime my customers faced a hydraulic leak they also faced a significant fine for cleanup. With the RSC EnviroLogic product, that fine is not incurred. They can just clean up the surface, and they’re done. It just makes sense all around. I don’t know why anybody wouldn’t use the product in their vehicles.”

***- Michael Dunican, Vice President
North American Equipment Upfitters***

RESULTS

RSC EnviroLogic is now an integral part of the NAEU operation. Every vehicle that goes out of NAEU goes out with RSC EnviroLogic® HF 22 readily biodegradable oil, and the company posts “safe product” decals on its trucks to encourage the continued use of RSC EnviroLogic HF 22. NAEU is also an aftermarket distributor of RSC EnviroLogic HF 22 and is included on the RSC Bio Solutions website as a specialty distribution partner for the utility industry.

“We put the RSC EnviroLogic HF 22 in the vehicles and make it easy for our customers to maintain green by offering top-off fluids for their systems,” said Michael Dunican, vice president at NAEU.

Whether presenting to industry groups or speaking with a potential customer, the company emphasizes the use of RSC

[†]Previously EnviroLogic® 122 Hydraulic Fluid

*As per OECD 301B or ASTM D7373

EnviroLogic as one of its environmentally responsible solutions. NAEU continues to expand those solutions and has added RSC Bio Solutions' SAFECARE® series of readily biodegradable industrial cleaners to the company's product offering.



†Previously EnviroLogic® 122 Hydraulic Fluid

*As per OECD 301B or ASTM D7373

RSC ENVIROLOGIC® HF 22 HYDRAULIC FLUID†

RSC EnviroLogic® HF 22 hydraulic fluid is a readily biodegradable*, biobased high dielectric ISO 22 viscosity grade hydraulic oil for use in general purpose hydraulic systems. RSC EnviroLogic HF 22 is based on unique base oil technology and is a direct replacement for petroleum oil based hydraulic fluids of the same viscosity. RSC EnviroLogic HF 22 is formulated for high antiwear performance, excellent water separation, low foaming and air release characteristics, excellent corrosion and rust protection and high oxidative stability for long fluid use. It also has a high viscosity index and will permit fluid operation over a broader temperature range. RSC EnviroLogic HF 22 is non-conductive and designed for use in equipment that is near high voltage, therefore protecting the equipment operator. RSC EnviroLogic HF 22 has reduced environmental impact in the event of a leak or spill, as it is readily biodegradable.

SAFECARE® INDUSTRIAL CLEANERS AND SOLVENTS

The SAFECARE® series of cleaners is designed for industrial applications where performance and safety are of equal importance. These powerful, industrial cleaners, degreasers and solvents are readily biodegradable and safe to use, store and dispose of. Plus, depending on the soil and task, these hardworking, concentrated products can be used full strength or diluted. And, unlike petroleum based alternatives, the SAFECARE series won't damage surfaces, people or the environment.

For more information about RSC Bio Solutions, visit us at rscbio.com or call +1 704.684.6100.



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