



# PROGRESSIVE HARVESTING

Preserving equipment life and profit with DURATAC™

---

"It pays to use Petro-Canada's DURATAC chain oil for our logging operation. We're saving more than \$20,000 per year due to extended life of our bars and chains."

– Trevor Tugnum, Co-owner, Progressive Harvesting

---



## Progressive Harvesting

Located in Williams Lake, British Columbia, Progressive Harvesting Ltd. (PHL) is a logging service company that provides logging, log hauling, and low bedding services for their customers. Trevor Tugnum owns the company with his father Tim and brother Ryan and together they oversee the day-to-day operations and maintenance practices for the company. In the business for 13 years, this father son trio know what it takes to run a smooth operation, right down to the chain oil needed to run their processors.



### The Challenge

With four processors operating at one time at their Williams Lake and Adam's Lake locations, Progressive Harvesting needed a chain oil that would protect the bars and chains of their machines from wear, creating less downtime and more savings in the long run.

Using Caterpillar forestry carriers with Waratah 622B heads, PHL processors tackle the tough job of de-limbing and de-branching the logs and then cutting them to meet the client's size requirements. Having tried a few chain oils for their machines in the past, Tugnum found simply using the cheapest oil did nothing but burn away their profits, literally.

"We were looking to cut costs so we tried a no name brand that seemed like the cheap and easy solution at the time," said Tugnum. "It took about a week to notice just how poorly the cheaper oil performed and the harm it brought to our equipment."

Using the cheaper brand oil, Tugnum found that they went through two times the number of bars and chains. "With the cost of replacing our parts, we realized the poor quality oil was costing us big time in the long run."



### The Solution

Brent Graham, sales representative from Castle Fuels, Petro-Canada's Enhanced Marketer in Williams Lake, encouraged Tugnum to switch to DURATAC chain oil. Once they started with DURATAC, the bars and chains on their machines were lasting two times longer and performance was dramatically improved.

"With DURATAC we now get a week or more out of a bar versus a few days with the cheaper alternative. And we want to make sure we get the longest wear out of them as possible."

## The Result

Progressive Harvesting has been using DURATAC for over a year with great success and improvements in their productivity and inventory costs. Used at both their Kamloops and Williams Lake locations, all of their processors now run on DURATAC.

"It pays to use DURATAC chain oil. The bars and chains in our processors last 2x longer with DURATAC. When you do the math, we're saving over \$500 per month per vehicle. With 4 processors operating 10 months of the year, that's more than \$20,000 in savings."

Progressive Harvesting now also purchases all of their hydraulic oil, engine oil, grease, and other fluid needs from Petro-Canada Lubricants.

### DURATAC for Cutting Edge Performance

DURATAC chain oils are tackified lubricants that will meet your chain saw and general machine lubrication needs. DURATAC's tacky and stringy nature reduces oil consumption.

DURATAC has excellent metal wetting properties which extend saw life. For use on chains, guide bars, journal bearings and sprockets of modern high-speed chain saws, this chain oil provides the ultimate in protection.

### About Progressive Harvesting

In the business for over 25 years, Graham, Sales Representative with Castle Fuels, uses his product expertise to support PHL and also provides the company with emergency response training. They have been purchasing fuel from Castle Fuels for close to seven years, but lubricants were not a regular purchase for them before now.

"I've been working with Castle Fuels for many years," says Tugnum. "The level of service that they provide on behalf of Petro-Canada is exceptional. It's because of this service that I have switched everything over to Petro-Canada now. Excellent customer service, quality lubricants and fair pricing – there's not much more I could ask for."



To learn more about how Petro-Canada Lubricants can help your business visit:  
[lubricants.petro-canada.com](http://lubricants.petro-canada.com)  
or contact us at [lubecsr@petrocanadalsp.com](mailto:lubecsr@petrocanadalsp.com)

LUB2783E (2011.12) 2

™ Owned or used under license.



**Beyond today's standards.™**