

# Case Study

*Gary Chojecki, Supervisor of Auto and Repairs for the County of Schenectady's Department of Engineering and Public Works, applauds Kendall's products and services, especially because of the special challenges presented by the Northeast climate.*

## **SCHENECTADY, N.Y.:**

### **"THE CITY THAT LIGHTS AND HAULS THE WORLD"**

With an average yearly precipitation rate of roughly 37 inches of rain and snow, and lows sometimes dipping below zero, Schenectady, N.Y., harbors a very dynamic and often unforgiving climate. For the County's Department of Engineering and Public Works, these varying and challenging weather situations necessitate an increased attention to maintenance. The County Highway Department trusts Kendall products with the responsibility of protecting and prolonging their large fleet of vehicles and equipment.

### **FROM HUMBLE BEGINNINGS TO THE BIG TIME**

In the early 1940s, the County of Schenectady Highway Department began as a means to create jobs for the welfare dependent citizens of the county. Despite the size of the county, the second smallest in the state of New York, the Highway Department, which has since been renamed the Department of Engineering and Public Works, has an incredible amount of responsibility.

"County residents rely on the department for highway maintenance," Gary Chojecki, supervisor of auto and repairs, points out. "It's a 24-7 job in which the main focus is public safety." And with the notoriously unpredictable weather in upstate New York, no one can deny the importance of daily road maintenance.

"In the winter when people wake up and wonder why our trucks are out there," says Chojecki, "we have done our job because we've been out before there is a problem. Trucks have to be ready in an emergency situation."

Chojecki established a "unique intramunicipal county-city vehicle maintenance agreement" to form a department comprised of fire, police, waste department and public works vehicles. Responsible for roughly 600 pieces of various light- and heavy-duty equipment, the shop relies on Kendall Motor Oil's products and services to keep the fleet rolling along. In fact, Chojecki says that his department uses about 1,000 lbs. of grease per year; and with a recent increase in equipment, roughly 6,000 gallons of oil.

## **ON THE ROAD WITH KENDALL**

“Preventative maintenance is the key,” Chojecki explains. “That makes smaller fires to fight on a daily basis. If we didn’t have a good preventative maintenance program, repairs would be larger and more costly. We’ve seen less downtime on our vehicles and recurring expenses are much lower due to preventative maintenance. Without it, our vehicles wouldn’t last nearly as long. This is total component maintenance.”

Playing a major role in the maintenance program utilized by Chojecki’s shop is Kendall’s Lubricant Analysis System (KLAS) and corresponding Web program KLAS.net to analyze engine performance and ensure that equipment checks are consistent with mileage. “Our staff here in the shop says the KLAS.net Web site is very easy to work with,” Chojecki says. Along with oil sample analysis, maintenance checks are performed every 7,500 miles or six months with a comprehensive bumper-to-bumper inspection performed once a year using a 95-point analysis worksheet. Chojecki credits Kendall for the 10-year/150,000 mile life span of his equipment.

“Using Kendall’s Lubricant Analysis, we have been able to comfortably go from 3,000 to 7,500 miles between oil changes” Chojecki says. “This alone has saved us a substantial amount of money.”

## **LOOKING FORWARD**

After 10 years, Kendall products such as the Super-D®3 Diesel Engine Oil and Four Season Hydraulic Fluid AW are still the number one choice for the County of Schenectady’s Department of Engineering and Public Works.

“We wanted a quality product,” remarks Chojecki, “with sample oil analysis as part of the program and a vendor that makes it easy to do business. Farrell Oil Company supplies the technical support and product when we need it with a family-oriented approach to business.”