

DEALERS IN ACTION!

Ready-Mix Company Saves with AMSOIL

Direct Jobbers David and Carol Bell of Austin, Texas have had Lauren Concrete of Austin as a customer for over a decade. They refer to the company as one of their oldest and best commercial accounts, and it seems the feeling is mutual.

Lauren Concrete has been using AMSOIL synthetic motor oils in nearly all of their equipment since 1989. Currently, they are operating close to 50 pieces of machinery at three batch plant locations. Most of their trucks are Macks, but they do have some Peterbilts with Cat and Cummins engines. They not only haul concrete, but also their own cement and aggregate.

John Wetjen, the maintenance manager for Lauren Concrete has been satisfied with the performance of his AMSOIL products. "Lauren Concrete is a firm believer that synthetic oils will outperform petroleum oils in virtually every case," Wetjen said. "For our business, that means cost savings. Even though AMSOIL lubricants do cost more initially, they are really a better value for the money."

One reason Wetjen and the rest of his company have stayed with synthetics has been the fuel savings they have experienced. "Better fuel mileage is number one on our list with AMSOIL," Wetjen said. "The cost of fuel is BIG for our operation, so saving even a small percentage on fuel adds up fast. And because we haul concrete in Texas where it is incredibly hot in the summer, we feel the added protection we get from AMSOIL products is very important. We rely on AMSOIL lubricants to protect against equipment failures and reduce downtime on our trucks."

Lauren Concrete has also found that AMSOIL products work well in some of their stationary equipment. "We run AMSOIL Synthetic Compressor Oil in all of our air compressors," Wetjen said, "and we use AMSOIL Synthetic Gear Oil in all of the batch plant gear boxes, too."

"Any concrete business looking for ways to improve the performance and protection of their expensive equipment would be wise to consider switching to AMSOIL lubricants," Wetjen said.

"We know there are other brands out there, but AMSOIL is the leader and works for us."



One of the trucks Lauren Concrete uses to haul aggregate.



John Wetjen and a Lauren Concrete truck.

A Turnaround to the Race Season

During the 2000 racing season Dealer Herman Wood of Indianapolis, Ind. worked with "St. John Racing" in a local race truck series. Tommy St. John was the truck builder and chief mechanic and Tommy St. John II was a rookie driver.

During the early part of the season they struggled to get a handle on the truck. In the early going they had trouble getting the chassis set up and had frequent problems with the transmission.

They switched to AMSOIL Automatic Transmission Fluid for the last half of their race season and immediately got results. "The last half of their season was great," Wood said. "In fact, during the last race of the season Tommy Jr. set a new track record, but the last truck to qualify broke his record."

Tommy Jr. finished third in rookie points and sixth overall in the season points. "With all of the problems they had in the first half of the season," Wood said, "they didn't expect such positive results in the end."

"After such a successful comeback last season using AMSOIL grease, gear lube, and the transmission fluid, this year they are going bumper to bumper with AMSOIL lubricants," Wood said. "Tommy and Tommy Jr. would like to thank AMSOIL for the great products and a great season."



Rookie driver Tommy St. John Jr. in Victory lane