

Chevron

“Reliability is key to both our customers’ and our success. If their drivers are sitting on the side of the road, they’re not succeeding and neither are we.”



Steve O’Neal
President,
Capital City Leasing, Inc.

Capital City Leasing uses Delo® 600 ADF 15W-40 across its fleet to help eliminate DPF related breakdowns and get their customers where they need to go

Having started his career more than three decades ago as a diesel technician, Steve O’Neal, now President of Capital City Leasing, believes that reliability is the key to success. Capital City supplies tractors, trailers and reefer units, in addition to providing maintenance services for transportation and distribution companies. We spoke to Steve about why he chooses Delo 600 ADF 15W-40 to help ensure Capital City never lets a customer down.



COMPANY

Capital City Leasing, Inc.
Headquarters in Nashville, TN

INDUSTRY

Transportation and distribution

SPECIALTY

Leasing and maintenance

HEAVY DUTY ENGINE OIL

Delo 600 ADF 15W-40

Q: Could you tell us a bit about the core business of Capital City Leasing?

Our fleet has 1,255 tractors and 3,586 trailers. We supply tractors, trailers and reefer units, as well as maintenance services to transportation and distribution companies. They deal with everything from milk and ice cream to home improvement and building supplies. Besides doing maintenance on our own vehicles, our maintenance shops are open to the public. We work on dump trucks, pick-up trucks, rock slingers, anything you bring in, we'll fix it.

Q: How would you describe the company culture at Capital City Leasing?

Integrity is really important to us; we always do the right thing no matter what. Capital City has an employee stock ownership plan, so all of us are employee-owners. We have five core values that we keep at the forefront of our business. Number one is we will be safe, professional and accountable in everything we do. Number two is we will be the low-cost provider, run lean and efficient while maintaining the highest standards of safety, service and compliance. Number three, we value honesty, integrity and open communication for problem-solving and continuous improvement. Number four, we will be results-oriented, recognizing and rewarding employees based on their performance. And number five, we are built to last for the benefit of our customers and employee-shareholders.



Q: And how did you come to be President at Capital City Leasing?

I started my career out of high school as a diesel technician in June of 1986 and I basically just kept climbing the ladder. I came to work for Quickway Transportation Inc. in May of 2006 as the VP of Equipment and Maintenance. And then in October of 2015, I was promoted to President of Capital City Leasing. (Both Quickway and Capital City are affiliates of Paladin Capital.) My first priority is to make sure that the people who work for me are respected, comfortable and happy. Once that's done, they'll run the business and run it well. And they'll take care of our customers in a fantastic way.



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**Q: Speaking of focus, what is your primary
focus for the future of Capital City Leasing?**

What we try to do is provide a value that no one else can match, and reliability is a big part of our customers' success. If our customers are sitting on the side of the road then they're not succeeding and neither are we. So, we try to keep our people up to date and customer-focused so that our customers can succeed and want to continue to do business with us. That's also why we only do business with top-quality vendors like Chevron.

**Q: What would you say drives
Capital City Leasing's success?**

When I started, everything was mechanical. Today, if you don't have a laptop with the proper software on it and know how to use it, you can't fix anything. Technology changes, but it's quality that lets us succeed. You find nothing but the best here. From the people to the equipment to the products that we use. The people that we have here are the absolute best as far as their knowledge and integrity. And that's the reason that we are so successful. They do the work, they keep the customers happy, and that allows me to focus on what I need to do next.

**Q: How does Chevron help you achieve those goals
in terms of reliability and service?**

For the past eight years, we've used the Chevron products—greases and oils. The products have been fantastic and the team at Chevron is 100% behind us. Recently, we've been focused on reducing breakdowns and downtime. The diesel particulate filter (DPF) is the primary reason that these new trucks break down. The problem comes from ash that settles in it. So we started to trial Delo 600 ADF 15W-40 to see if it could help eliminate that ash, and so far all indications are that this product will only further reduce downtime by reducing ash in the DPF.

“The team at Chevron is 100% behind us.”



Q: Can you speak to the results of your trial with Delo 600 ADF 15W-40?

In addition to ash reduction in the DPF, our first trial saw wear rates on the iron, copper and everything drop dramatically. We're looking at the oil sample after 35,000 miles and the oil is in super shape. So now we're pushing out our oil drain intervals because the wear rate is unbelievable, and that means cost savings and confidence in reliability.

Q: How do you see Chevron playing into the future of your business?

Chevron has been doing business with us for eight years and at this point we have no intention of switching from Delo. We're very happy with the products and the people that take care of us. Chevron has been a fantastic business partner and we look forward to more years in the relationship.



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