



“You know there are going to be times where it gets difficult. But you’ve just got to keep things up and running.”

Mike Kerfeld
Fleet Manager,
Landwehr Construction



Landwehr counts on Delo® 400 XLE 15W-40 and Delo 400 XLE 10W-30 for year-round protection in tough operating conditions

“Diverse” is how Mike Kerfeld, Fleet Manager at Landwehr Construction, describes the heart of the business. He’s referring to the wide range of jobs and equipment that are all part of the operation headquartered in St. Cloud, Minnesota and spanning multiple states. We spoke with Mike to find out how Delo 400 XLE 15W-40 and Delo 400 XLE 10W-30 keep Landwehr’s operation running smoothly, no matter the location, the equipment or the job at hand.

COMPANY

Landwehr Construction
Headquarters in St. Cloud, MN
Established 1895

INDUSTRY

Construction

SPECIALTY

Infrastructure, demolition,
roads, utilities, environmental
remediation

HEAVY DUTY ENGINE OIL

Delo 400 XLE 15W-40
Delo 400 XLE 10W-30



Q: **Landwehr has an extensive resume, can you describe the core of your business?**

We cover many different areas including commercial and residential demolition, roadwork, civil work, road reconstruction and sewer and water. We do environmental remediation (cleaning up contaminated soils), tank removals from fuel stations, as well as wind and solar energy equipment installations. A little bit of everything.

Q: **With a range of services that wide, what kind of equipment do you use?**

We've got everything from little scrapers to dozers, backhoes, crawler cranes, RT cranes, AT cranes, and skid loaders. Roughly 250 pieces of equipment.

Q: **Can you tell us what it's like to work at a company with so much variety?**

I've been in the construction world for just about 30 years now, 26 of those being here at Landwehr. For me, only doing one thing all the time gets pretty old. At Landwehr, it's important to be able to work with others, and outside the shop, it's important to jump into different divisions within the company—to be able to operate a crane for a week and then jump over to operating a different piece of equipment for digging, or jump between civil work and reconstruction work. We're able to keep people that way, because if the crane side of our business is a little bit slow, hey, you can shoot them over to the dirt side for two weeks, you know.



“You know that the engine is going to be protected, right from startup.”

“The main thing is just to keep everything running the best we can to the best of our abilities.”



Q: As fleet manager, you have to juggle it all. What would you say is your main challenge?

The main thing is to keep everything running the best we can, to the best of our abilities. That means if there is a breakdown, whether it be a manufacturer's error, an operator error or mechanic's error at some point, we need to get it up and running as quickly as we can and as safely as we can. If one crane or excavator breaks down, it could cost over \$1,000 an hour, if you consider all the manpower standing around until you get it up and running again, and there's penalties for delays on some of these jobs—it adds up fast.

Q: What is the most important thing to consider when choosing a lubricant for such demanding work?

With our scope of work, I'd like to be able to use the same product as much as I can year-round. We're currently using Delo 400 XLE 10W-30 and Delo 400 XLE 15W-40. The 10W-30, which has synthetic technology, runs in the crane year-round with the ability to run in hotter temperatures and winter. The barrels of oil are right in the containers, right on the job sites, so we need the ability to put the oil in cold and know how it pours. You know that engine is going to be protected, right from startup.

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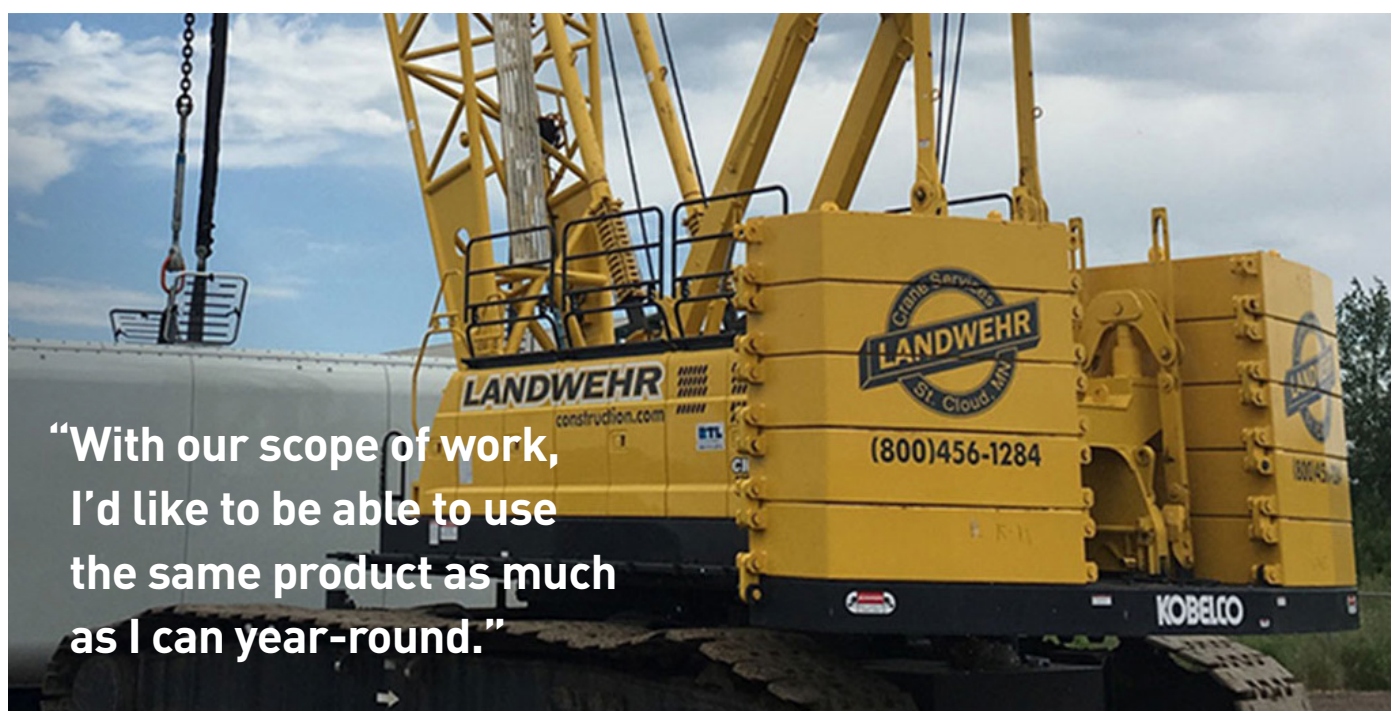


Q: Why did you start using Delo 400 XLE 10W-30 synthetic blend?

We were starting to introduce newer machines into our fleet, whether it be the Tier 4 Interim or Tier 4 Final. So a lot of our decision was based on the ability to run that same oil in the conventional engines, your Tier 3s as well as the Tier 4s. We've been watching our oil samples and we've been able to extend some of our oil drain intervals. Even on some of our heavier used yellow iron, some of that stuff we run at 200 hours to 400 hours and just watching the samples on it showed us the Delo 400 XLE 10W-30 synthetic technology certainly helped. If you take that jump in timeframe, it makes a big difference.

Q: How does your partnership with Chevron fit in terms of how you do business?

Dedication is huge for me. Being a family-owned business affects how I work with vendors and outside sources to maintain uptime and keep a good attitude about it. You know there are going to be times where it gets difficult. But you've just got to keep things up and running. The vendors that we have long-term relationships with, like Chevron Delo, understand what Landwehr does and what we expect.



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