



# SWEPCO Case Study Form

Southwestern Petroleum Corporation • P. O. Box 961005 • Fort Worth, TX 76161-0005  
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## CUSTOMER INFORMATION

Company Name: \_\_\_\_\_

Company Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Physical Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Prov: \_\_\_\_\_ Zip+4/PC: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Company Website: www. \_\_\_\_\_

Describe Business: \_\_\_\_\_

\_\_\_\_\_

## DETAILED INFORMATION

What types, brands, models of equipment do they operate? \_\_\_\_\_

\_\_\_\_\_

What lubricant were they using before SWEPCO (Brand & type)? \_\_\_\_\_

What was their previous drain or lube cycle? \_\_\_\_\_

What was their previous cost for grease or oil? \_\_\_\_\_

How much did they use per week/month/year? \_\_\_\_\_

What was their repair history? What parts were they losing? \_\_\_\_\_

\_\_\_\_\_

How many parts were they losing per year? \_\_\_\_\_

What was their replacement cost (per part, per year)? \_\_\_\_\_

\_\_\_\_\_

Describe the problems were they experiencing?: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## RESULTS

Which SWEPCO Product(s) did you recommend and why? \_\_\_\_\_

\_\_\_\_\_

How long were new drain/lube intervals? \_\_\_\_\_

Was lube consumption reduced? To what per week, month, year? \_\_\_\_\_

Were parts replacements reduced? To what? \_\_\_\_\_

Did they save labor on maintenance or repair? How many man hours? \_\_\_\_\_

What is their maintenance cost per hour? \_\_\_\_\_

How many hours of downtime did they eliminate? \_\_\_\_\_

What is their downtime cost per hour? \_\_\_\_\_

Were they able to consolidate with SWEPCO? \_\_\_\_\_

Additional savings or reliability info: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Good Quote from the Customer?: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Field Service Representative Name: \_\_\_\_\_

**USE EXTRA PAPER IF NECESSARY AND, IF POSSIBLE, INCLUDE PHOTOS OF THE SPECIFIC EQUIPMENT, APPLICATION, COMPANY BUILDING, PLANT OR ANYTHING ELSE THAT MIGHT HELP ILLUSTRATE THE CASE STUDY.**