

March 11, 2008

Subject: Kleenoil Letter of Recommendation (Onboard engine oil recycling systems)

As a leader in the excavation industry we are always looking for ways to improve business processes. Our Business Process Improvement department, developed in September 2006, takes a 360 degree view of current processes and suggests improvements. We partner with organizations that see the big picture and take the time to understand business objectives. Kleenoil came to us in January of 2007, asking questions about our entire program. Their first concern was to gain a comprehensive understanding of our entire fluid program. The partnership flourished and has proven to be one of the most successful to date.



The program started with a complete analysis of our oil program. Bulk tanks, lube trucks, and equipment were surveyed to establish baseline data. Kleenoil came to us with solutions based on factual data. They consulted with us every step of the way to create an all encompassing program.

The program has successfully tripled the drain extensions of our over-the-road equipment. Our mechanics spend more time addressing mechanical or D.O.T. issues rather than changing oil. Factual data showed off-the-road extensions could be doubled within the first six months of the evaluation. We have implemented the change and continue to evaluate. Our off-the-road goal is to establish a thousand hours interval, changing oil twice a year unless dictated by analysis.



When building a relationship with Kleenoil you get more than a vendor. You get a consultative group who makes a difference. Our relationship has proven to save hundreds of thousands of dollars and continues to grow. We at Rodman would strongly suggest establishing a rapport with Kleenoil.

Shawn Schneider

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