

Case Study - Valero Energy - A Long Term Strategy



“We asked Valero Energy Corporation the following questions as part of our quality program and to maintain our ISO 9001 compliancy. Here are the questions and answers we received back. We were so delighted we felt we had to share them.” - Robert Bokros | LOBO Systems Ltd | CEO

Problems

LOBO Questions

What problems were you facing before you used the LOBO System?

- High utilization of conventional scaffold access.

If you hadn't discovered LOBO how much more would you have spent on other platform systems?

- 35% plus savings on conventional access.

www.lobosystems.com

Conformities

EU: BS EN1004:2004 BS 1139 parts 3 & 4,
USA: OSHA Compliant, ANSI A10.8, 29 CFR Part 1920 (General Industry)
Canada: CSA Z797-09 and 269.2 (M87 and -16)
Australia: AS/NZS 1576.1:2010 and AS/NZS 1576.3:2015 Tower



How complicated was it to implement alternative platform systems?

- Not complicated, however limited appetite to change.

The Solution



If you could describe LOBO in one sentence what would it be?

- Lower cost alternative to basic conventional scaffold.

If you could describe the LOBO team in one sentence what would it be?

- Professional support structure.

What impact has LOBO had on your company?

- Provides a credible alternative to conventional scaffold.

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What are the 3 key benefits of the LOBO System for Valero?

1. Alternative option, cost saving & labour reduction.
2. Very easy structures to build & train others to use/build.
3. Safe, cost effective alternative access solution.

Closing Message.

If you could go back in time and talk to yourself before agreeing to work with LOBO, what would you say?

"You will not regret the long-term benefits of alternative access provision which can be constructed & used by a diverse group. "

Originator:

Valero Energy, Integrity coordinator civil, scaffolding, Insulations, coatings

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