



## Case Study – Cardoze & Lindo

**CARDOZE & LINDO** is a company based in Panama City, Panama that sells and rents heavy equipment and is mostly known for their Caterpillar equipment. They have been in the market for 90 years.

In the present we represent approximately 60 different brands, most of them the top ones in the heavy equipment market and we make an effort to offer a professional technical support to guarantee that your equipment is running correctly.

As the person in charge of my team, my responsibility is to maintain all the equipment we have at the different construction sites and keep them moving so that we can offer the best service we can to our customers.

We had a Caterpillar 226B Skid Steer rented at the P.H. Esplendor site in Via Espana, and because of the extreme conditions at the site, our biggest problems were the multiple punctures, which occurred 3 to 5 times a week. Each repair had an average cost to the customer of \$25.00 per puncture repaired, a total of \$75.00 to \$125.00 per week, equal to \$300.00 to \$500.00 per month.

At first we were not convinced of the product but decided to do a test and on September 9, 2009 we installed Tyre Protector on our equipment, which at that time had clocked up 452 work hours. As of December 22, 2009 the skid steer was still working at the construction site with an additional 260 hours *without punctures*.

Since we installed Tyre Protector, our puncture problems have ended. It has provided excellent results and reduced punctures and costs for the companies by 100%.

**Saul Licona – Cardoze & Lindo**

<b>FAST FACTS:</b>	
>Company	Cardoze & Lindo
>Location	Panama City, Panama
>Description	Construction Equipment Sale and Rental
>Type of Vehicle	Skid Steer
>Pre:Tyre Protector	3 to 4 punctures in a week
>Post: Tyre Protector	No punctures

