



# Shell Lubricants

FLEET

100% increase in oil drain intervals by using Shell services and switching to Shell Rimula R4\*

Total reported annual customer saving

**US\$30,571**

**Company:** Beijing Bus Travel Company  
**Country:** China  
**Application:** Heavy-duty diesel engine  
**Saving:** US\$30,571 total reported annual customer saving  
**Key edges:** Shell Rimula R4 15W-40\*, Shell LubeCoach, Shell LubeAnalyst

*The Beijing Bus Travel Company is one of the leading tourist bus companies in China.*

**The customer selected products and set oil drain intervals based solely on the original equipment manufacturer's manual. However, they wanted to review their lubrication approach based on different types of engines and actual operating conditions and turned to Shell for help.**

Shell worked with the client to realise significant operational efficiencies. The Shell Technical Team recommended to upgrade to Shell Rimula R4\*. Shell LubeAnalyst, an oil condition monitoring system, proved that the new oil provided excellent wear protection, leading to an extension of oil drain intervals by 100%, to 16,000 km. In addition, Shell LubeCoach staff training increased the technical knowledge of the customer to achieve best practice lubrication maintenance techniques.

CGA008

\* Shell Rimula R4 15W-40 is the new name for the Shell Lubricant formerly known as Shell Rimula Super



DESIGNED TO MEET CHALLENGES





## 1 The Challenge:

The Beijing Bus Travel Company wanted to reduce operating costs but lacked the relevant technical knowledge and resources in-house to select an appropriate lubricant to achieve this goal.

The challenge for Shell was to help the customer identify an oil that would provide increased protection to the fleet's engines, operating in quite severe working conditions, with high stop-start usage and an annual mileage of around 60,000 km. The selected oil would also need to increase oil drain intervals in order to reduce costs.

## 3 The Outcome:

The introduction of Shell Rimula R4\* provided increased protection against oxidation and wear and kept the engines clean, resulting in significant operational benefits for the customer:

- Extension in oil drain intervals by 100%, from 8,000 km to 16,000 km
- Reduction in labour costs to remove and replace filters
- Reduction in oil waste disposal costs
- Reduction in downtime due to un-scheduled premature failures

Furthermore, by training the customer's staff using Shell LubeCoach, Shell helped the customer to better understand lubrication best practices and how to develop an effective lubrication plan.

## 2 The Solution:

Shell provided the customer with a comprehensive solution comprised of staff training and a product recommendation.

Using the Shell LubeCoach tool, Shell Technical Team trained the customer's staff on effective lubrication techniques, empowering the team to design a lubrication plan that would deliver operational efficiency. By monitoring the condition of the oil, Shell also demonstrated that switching to Shell Rimula R4\*, a higher grade oil, would offer better engine protection with longer service intervals.

## 4 The Value:

Through the introduction of Shell Rimula R4 and Shell LubeCoach training, Shell helped the customer achieve significant operational efficiencies resulting from increased protection, cleaner engines and lower equipment wear. An extension in oil drain intervals from 8,000 km to 16,000 km led to reported annual cost savings of US\$30,571.

The savings indicated are specific to the calculation date and site. These calculations may vary from site to site depending on application, operating conditions, current products being used, condition of the equipment and maintenance practices.

### Shell Rimula R4\*

#### Product description

Shell Rimula R4\* Energised Protection oil uses exclusive combinations of the latest high performance additives to ensure that the oil adapts and protects under the full range of pressures and temperatures found in modern engines – from the high temperatures in the pistons, to the extreme loads found in the valve-trains. Featuring extra-active additives to control and sweep away harmful soot and particles found in high performance engines, it delivers excellent soot and viscosity control, outstanding protection against wear and exceptional versatility – one oil for fleets with multiple engine makes.



#### Performance features and benefits

##### Outstanding Protection

Featuring an exclusive additive system to ensure maximum soot handling, Shell Rimula R4\* delivers excellent wear protection and long oil life in Euro 3, US 2002 and other advanced engines.

##### Demonstrated Performance for All Applications

Shell Rimula R4\* has been tested and proven in real-life applications, from severe duty operation in mining and construction operations to heavy-duty haulage in some of the world's most severe environments.

##### Improved Engine Cleanliness

The exclusive additive system delivers improved engine cleanliness and protection against piston deposits allowing Shell Rimula R4\* to exceed the demanding requirements of most OEMs

#### Main applications

##### Severe duty heavy-duty diesel engines

Shell Rimula R4\* provides demonstrated protection and performance in the latest high power heavy-duty diesel engines from Europe, US and Japanese manufacturers in both on-highway and off-highway applications.

##### High Technology Low Emission Engines

Shell Rimula R4\* is suitable for most modern low emission engines meeting Euro 4, 3, 2, and US 2002 emission requirements. For the latest low emissions engines especially those fitted with exhaust diesel particulate traps (DPF), we recommend the use of our low emissions products, Shell Rimula R4 L or Shell Rimula R6 LM/LME

#### Specifications, approvals and recommendations

API CI-4, CG-4, CF-4, CF; ACEA E7, E5;  
Global DHD-1, Cummins CES 20071, 72, 76, 77, 78;  
Cat ECF-1-A; DDC 93K215; Mack EO-M, EO-M+;  
MAN 3275; MB Approval 228.3; Renault Trucks RLD-2; Volvo VDS-3

#### Complementary products

Equipment	Lubricants
Diesel Engine Oils	Shell Rimula
Axle Oils	Shell Spirax A/AX
Gear Oils	Shell Spirax G/GX
ATFs	Shell Spirax
Greases	Shell Retinax HD

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