



Shell Lubricants

FLEET

US\$138,070 saving in lubrication costs
by switching to Shell Rimula R2 Extra*
and by using Shell technical services

Total reported
annual customer
saving

US\$138,070

Country: China

Application: Heavy-duty diesel engine

Saving: US\$138,070 total reported
annual customer saving

Key edge: Shell Rimula R2 Extra 15W-40*

Shell Lube**Coach**, Shell Lube**Analyst**,

Shell Lube**VideoCheck**

The customer is a bus and coach fleet operator in China.

As the company was looking for better after-sales technical support and services from its lubricants supplier, it approached Shell for a solution.

Shell offered the customer a comprehensive solution including a range of after sales technical services plus a heavy-diesel engine oil for its fleet. Using Shell Lube**Coach**, the customer's staff was trained in effective vehicle maintenance and by using the Shell Lube**Analyst** and Shell Lube**VideoCheck** tools, Shell recommended a switch to Shell Rimula R2 Extra*.

The customer is now using Shell Rimula R2 Extra* in most of its 140 vehicles and has experienced a 33% extension in oil drain intervals to 20,000 km. This has led to a reported saving of US\$138,070 per annum.

CGA005

*Shell Rimula R2 Extra is the new name for the Shell lubricant formerly known as Shell Rimula D Extra 15W-40



DESIGNED TO MEET CHALLENGES





1 The Challenge:

The customer was looking for a supplier that would offer technical support plus a high performance lubricant.

The challenge for Shell was to provide the right technical services and support to help the customer identify a lubrication solution that would provide high levels of protection to its vehicles, while delivering operational savings.

2 The Solution:

Shell recommended the use of Shell Lube**Coach** to train the customer's staff in effective maintenance as well as the use of Shell Lube**Analyst** and Shell Lube**VideoCheck** to monitor the oil and to check engine conditions. After analysing the data delivered by these tests, Shell demonstrated that using Shell Rimula R2 Extra* would provide the customer with a range of operational benefits plus high levels of protection to its vehicles.

3 The Outcome:

The customer is using Shell Rimula R2 Extra* in most of its 140 vehicles and has experienced a 33% extension in oil drain intervals, from 15,000 km to 20,000 km. This has resulted in considerable savings due to less downtime and lower lubrication costs.

The customer is not only satisfied with the cost savings obtained but also with the ongoing technical support delivered by Shell.

4 The Value:

Shell provided a comprehensive lubrication solution composed of: Shell Rimula R2 Extra* heavy-duty engine oil, Shell Lube**Analyst** and Shell Lube**VideoCheck** for oil and engine monitoring and Shell Lube**Coach** for staff training. This solution has delivered the customer reported annual savings of US\$138,070 as a result of extended oil drain intervals.

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 R2 Extra*

Multigrade heavy-duty diesel engine oils

Shell Rimula R2 Extra* Energised Protection oils use proven combinations of additives that react to the varying needs of most heavy-duty applications including turbocharged engines. Each dedicated additive releases its protective energy when needed, to ensure reliable and consistent protection against deposit, wear and acids and to resist thickening by heat.

Performance features and benefits

- Provides additional protection against deposits needed for turbocharged and non-turbocharged heavy-duty diesel engines
- Contains up to 20% more active deposit control additives than more basic oils such as those meeting API CF-4
- Approved by major engine manufacturers



Main applications

On-highway heavy-duty diesel engines

Shell Rimula R2 Extra* is the ideal choice to provide protection and long engine life in a wide range of heavy-duty applications including turbocharged and non-turbocharged engines under normal operation.

Shell Rimula R2 Extra* is suitable for heavy-duty bus and coach operations using older turbocharged engines and in high temperature operations. Approved by the major bus manufacturers such as Mercedes-Benz, MAN and Volvo.

Off-highway operations

Shell Rimula R2 Extra* oils offer cost effective lubrication for use in a variety of off-highway applications such as construction and agricultural equipment.

Complementary products

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

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