



Shell Lubricants

FLEETS

Coach fleet save US\$30,000 per annum through introduction of Shell Rimula D, a premium quality engine oil

Total annual customer saving

US\$30,000



Diamond Coaches operates a fleet of 40 touring coaches in Pakistan.

Diamond Coaches knew that their coach engines were not performing at an optimal level. They were not receiving any form of technical support and expertise to address this issue.

Offering a more thorough approach, the Shell Technical Team carried out a detailed analysis of a coach engine utilising the Shell Lube**Advisor** and Shell Lube**Analyst** tools. This resulted in a recommended change to better quality multigrade oil, Shell Rimula D, leading to significant operational improvements and cost savings of US\$30,000 per annum.

Company: Diamond Coaches

Country: Pakistan

Application: Diesel Engines in coaches

Saving: US\$30,000 total annual customer saving

Key edge: Shell Rimula D.

Shell Lube**Advisor**, Shell Lube**Analyst**

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DESIGNED TO MEET CHALLENGES





1 The Challenge:

After working with an alternative supplier for two years, Diamond Coaches were approached by Shell with a comprehensive package offering technical expertise and support along with quality products.

The challenge for Shell was to prove that an increase in the fleet's performance was achievable along with additional long-term benefits.

2 The Solution:

The Shell consultative approach involved a representative from the Shell technical services team conducting a comprehensive analysis of a fleet engine using Shell Lube**Analyst** and Shell Lube**Advisor**. Diagnostic reports on current oil and equipment performance identified areas for improvement. This included an alternative product recommendation more suited to the engine's conditions – Shell Rimula D.

Shell Rimula D was introduced to the fleet and ongoing Shell technical support was on hand to monitor performance results.

3 The Outcome:

The use of Shell Lube**Analyst** and Shell Lube**Advisor** as well as the implementation of Shell Rimula D enabled the customer to achieve operation benefits including the extension of oil life.

- Oil drain intervals extended by 33%
- Maintenance intervals extended from 3.000 to 4.000 kms
- Shell Rimula D demonstrated its performance as a premium lubricant

The customer's expectations of performance improvement were met along with the peace of mind that ongoing technical support is available when required.

4 The Value:

The Shell consolidated approach to improve operational performance for Diamond Coaches led to the establishment of a successful business relationship delivering real value. With effective analysis and monitoring tools, Shell Lube**Analyst** and Shell Lube**Advisor**, better performing oil was introduced to this bus fleet demonstrating positive results and a calculated cost saving of US\$30,000 per annum.

The savings indicated are specific to the calculation date and mentioned 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 D Multigrade

Reliable protection for normal duty diesel engines

Shell Rimula D Multigrade oils are high quality diesel engine oils blended for use in a broad range of high-speed, naturally aspirated and moderately rated turbocharged engines.

Performance features and benefits

- Engine cleanliness
- Resistance to thickening — small diesel engines
- Oxidation resistant
- Good engine protection
Enhanced protection against corrosion and wear
- High TBN retention — for longer oil life



Main applications

Automotive diesel engines

Rimula D Oils are suitable for use in older turbocharged or non-turbocharged engines of light medium duty burning low sulphur distillate fuels

Off-highway operations

Rimula D Oils are also suitable for use in a variety of off-highway applications, e.g. construction or 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
Coolants	Shell HD Premium AFC



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