



# Shell Lubricants

FLEETS

Vehicle fleet saving of US\$23,407  
per annum by using Shell Rimula D  
and Shell technical services

Total annual  
customer saving

**US\$23,407**



*Ahmed Rizwan Goods is a transport company operating in Pakistan.*

**Ahmed Rizwan Goods was experiencing engine problems due to poor oil quality and not receiving any technical support from its existing supplier to improve the situation.**

Shell Product Plus Services combined with a quality heavy-duty diesel engine oil, Shell Rimula D, led to significant improvements including the extension of engine component lifetime and oil drain intervals. The total annual cost savings of this exercise can be calculated at US\$23,407.

**Company:** Ahmed Rizwan Goods

**Country:** Pakistan

**Application:** Diesel Engines in trucks

**Saving:** US\$23,407 total annual customer saving

**Key edges:** Shell Rimula D 20W50.

Shell Lube **VideoCheck**, Shell Lube **Clinic**

EFA0007

DESIGNED TO MEET CHALLENGES



## 1 The Challenge:

While using an alternative lubricants supplier the customer was experiencing short oil drain intervals and excessive component wear. The customer was looking for a supplier with technical expertise who could address these issues and generate operational cost savings and other long-term benefits.

## 3 The Outcome:

Shell utilised its technical support tools to establish where the operational problems were coming from and recommend the appropriate solution. This approach led to a number of positive outcomes including:

- Reliable lubrication using a high performance oil
- Extension of oil drain and maintenance intervals
- Extension of engine component life

## 2 The Solution:

The Shell Technical Team used Shell LubeVideoCheck and Shell LubeClinic to identify the cause of the operational issues and to recommend the best solution for correction. After assessing internal engine components using Shell LubeVideoCheck and analysing oil samples using Shell LubeClinic, a high performance oil was recommended as the most suitable oil for the customer's operation — Shell Rimula D.

## 4 The Value:

Shell Rimula D enhanced the performance of this customer's heavy-duty diesel engine truck fleet and delivered many operational benefits as a result.

The extension of oil drain and maintenance intervals along with the reduction in engine component wear lead to a total cost saving of US\$23,407 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

#### High quality diesel engine oil

Shell Rimula D Oils are high quality diesel engine oils blended for use in high-speed, naturally aspirated and moderately rated turbocharged units. Shell Rimula D provides robust affordable protection through use of more efficient modern additive technology in combination with well proven base oil and viscosity modifiers.



#### Performance features and benefits

Controlled engine deposits Shell Rimula D Oils incorporate an advanced detergent additive system to control piston deposits and maintain good standards of engine cleanliness.

#### Dependability

Over many years, Shell Rimula D Oils have built a reputation for dependability

#### High total base number (TBN) retention

Excellent TBN retention to ensure protection throughout the oil drain period

- Enhanced protection against corrosion and wear
- High resistance to oxidation and thermal degradation ensuring long oil life and low tendency for deposit formation

#### Main applications

Automotive diesel engines Shell Rimula D Oils are advanced diesel engine oils designed for the lubrication of units burning low sulphur/medium distillate fuels.

Long distance operations, long distance trucking and similar 'constant speed' on road operations.

#### 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



Shell Lubricants

WWW.SHELL.COM/TRANSPORT