



Shell Lubricants

DELIVERING VALUE TO FLEET OPERATORS

with Shell products and services

DESIGNED TO MEET CHALLENGES

OVERVIEW

For operators of fleets of trucks, buses and coaches, success depends on keeping their vehicles on the road and operating at peak efficiency. Increased profitability can be achieved by

- increasing oil-drain intervals
- reducing fuel costs
- reducing maintenance costs.

Fleet managers seek value in three areas

■ Operations

- Protecting their high-value vehicles under a wide variety of operating temperatures and load conditions
- Minimising downtime and increasing the vehicles' time on the road

■ Maintenance

- Timely and cost-effective services and repairs
- Optimising lubricant usage

■ Business and management

- Monitoring and maximising operational efficiency
- Reducing costs
- Sourcing a full product range, such as heavy-duty engine oils, gear oils, transmission oils and greases, from one supplier

SHELL LUBRICANT PRODUCTS AND SERVICES

Shell's many years of working alongside many of the leading equipment manufacturers and millions of kilometres of real-world performance assessment have resulted in a leading portfolio of lubricants and services.

High-performing lubricants

- Meet the specifications and warranty conditions required by many equipment manufacturers
- Form a complete range of high-performing lubricants for any fleet's needs
- Have a leading reputation for reliability
- Can help to reduce engine wear to lower operating costs
- Can extend oil-drain intervals
- Help fleets to operate at maximum efficiency
- Are widely and easily available, which helps to reduce the need for high inventories and lowers the cost of lubricant ownership

Added-value services

Shell LubeMatch

- A user-friendly Web-based tool at www.shell.com/lubematch
- Helps customers to choose the correct Shell product for a specific application
- Can help to maximise component efficiency and reduce wear

Shell LubeAnalyst

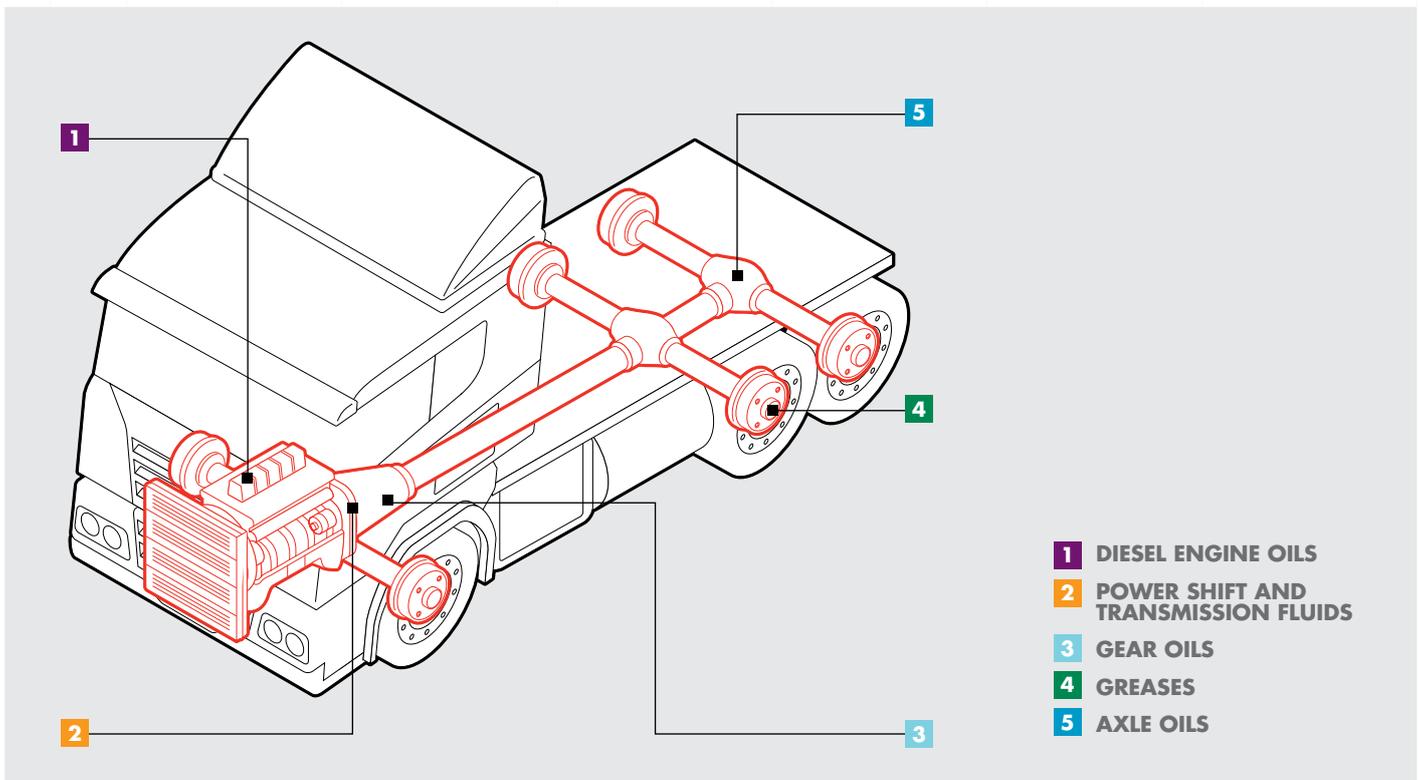
- Tests oil condition to monitor and track equipment performance
- Provides an early warning system for potential equipment failure
- Helps to prevent premature component failure, which reduces operating costs



KEY PRODUCTS AND APPLICATIONS

INCREASINGLY EFFICIENT PROTECTION >>

	DIESEL ENGINE OILS	GEAR OILS	AXLE OILS	POWER SHIFT AND TRANSMISSION FLUIDS	GREASES (many others available)	
					Wheel bearing and multipurpose, extreme-pressure greases	Special applications
ADVANCED	Shell Rimula R6 LME Shell Rimula R5 LE	Shell Spirax S6 GXME	Spirax S6 AXME	Shell Spirax S6 ATF ZM/UM/VM	Shell Gadus S5 V220	Shell Gadus S4 V45AC
PREMIUM	Shell Rimula R4 L Shell Rimula R3 X	Shell Spirax S3 G	Shell Spirax S3 AX	Spirax S4 ATF HDX	Shell Gadus S3 V220C	Shell Gadus S3 V460D
MAINLINE	Shell Rimula R2 Extra	Shell Spirax S2 G	Shell Spirax S2 A	Shell Spirax S2 ATF D2	Shell Gadus S2 V220	Shell Gadus S2 V220AC



- 1** DIESEL ENGINE OILS
- 2** POWER SHIFT AND TRANSMISSION FLUIDS
- 3** GEAR OILS
- 4** GREASES
- 5** AXLE OILS

PROVEN CUSTOMER BENEFITS

Shell's value to fleet customers is based on three main strengths:

- products that protect, including Shell Rimula, the world's leading heavy-duty diesel engine oil, which is proven to maximise vehicle operating times
- cost-saving maintenance services that help fleet owners to prevent equipment failure and expensive downtime
- a one-stop shop through bundled product and service offers that can help to save time and money to drive profitability.

Reduced fuel costs

Fuel costs are a major concern for many customers. A major city bus operator switched to Shell Rimula R6 ME engine oil and Shell Spirax S6 AXME gear and axle oil to help reduce fuel consumption. Following a carefully controlled evaluation, the company reported a combined fuel economy improvement of 2%.¹

Reduced maintenance costs

The buses at one company had diesel particulate filters (DPF) installed across the fleet. Using Shell Rimula R6 LM oil, a low sulphated-ash, phosphorous and sulphur engine oil, has enabled the company to double the interval between DPF cleaning. It reported saving \$240,000¹ a year through optimising the oil-change and DPF-cleaning intervals.

¹Shell Lubricants* refers to the various Shell companies engaged in the lubricants business.

¹Savings reported by individual customers. Actual savings may vary, depending on the application, the current oil used, the maintenance procedures and the condition of the equipment.