

KEEPING FLEETS EFFICIENT



To be the best, you need the best

Fuel economy is a huge driver for fleets, making up 25% of operating costs. Being the second-biggest contributor to costs (right behind driver wages), it's a prime opportunity for improvement.

CHALLENGES TO EFFICIENCIES...

High operating and fuel costs are blowing budgets. Unacceptable fleet performance, poor durability and downtime are lowering productivity. With inefficiencies like these eating away at profits, fleet managers should be considering a more efficient lubricant.

In 2016, the American Petroleum Institute (API) collaborated with engine and oil specialists to develop a new, more fuel-efficient performance category of diesel engine oils, designated as API FA-4.

ADOPTION ASSUMPTIONS: A SMARTER INVESTMENT

Typical commercial fleets include a range of vehicles that are manufactured by a variety of OEMs. Fleets should consider making the switch to FA-4 where recommended because:

- One oil is a fundamental requirement for many fleet managers
- There's an opportunity to significantly improve the bottom line
- Higher long-term return on investment (ROI) greater than potentially higher short-term costs

Change for the better

Improving efficiencies will improve your bottom line. Inadequate lubricant technology can actually hold you back from gaining performance benefits for your entire fleet.

THE COST OF INEFFICIENT LUBRICANTS

Avoiding change can result in significantly higher fuel, downtime and repair costs.

Sticking to inefficient lubricants can cost:

- Up to \$1000 per unit, per year¹ in fuel
- Unplanned downtime and engine life
- \$15K-\$20K in repairs due to liner scuffing from low-performing lubricants products

What are you left with? Lost revenue and lower ROIs. With inefficient lubricants, you're burning money *and* fuel.



Chevron saves the day (and dollars) with Delo[®] 400 ZFA 10W-30

Delo 400 ZFA 10W-30 heavy duty engine oil was developed and tested to meet the requirements of FA-4 and significantly exceed industry limits. With Delo 400 ZFA 10W-30, fleet managers can:

- Reduce cost per mile and improve fuel economy by up to 2%²
- Maximize uptime by extending oil drain intervals, due to strong engine oil oxidation resistance
- Maximize equipment life by delivering increased durability in combustion chamber, compared to competitor product
- Get the benefits of a FA-4 engine oil that most of the engines in their fleet were designed to run on

We've got you covered

CHEVRON IS TAKING THE RISK OUT OF THE SWITCH

Chevron is confident that Delo 400 ZFA 10W-30 will improve the life, longevity and fuel performance of your fleet versus inadequate and inefficient lubricants in the market. So confident that we're backing it with our new *Go Further Guarantee*^{*}.

THE GO FURTHER GUARANTEE

Chevron's *Go Further Guarantee* takes the risk out of switching. The *Go Further Guarantee* covers the use of Delo 400 ZFA 10W-30 in non-approved engines, as long as the fleet meets our guarantee requirements.

Requirements:

- Daimler heavy-duty diesel engines, 2010 and newer
- All other heavy-duty diesel engines, 2014 and newer
- 70% of fleet must have engines approved for use with FA-4
- Applies to trucks registered and driven only in the U.S. and Canada

SO, ARE YOU READY TO SAVE?

To get started, visit our website or contact your Chevron rep directly about Delo ZFA 10W-30 today.

www.chevronlubricants.com

1-800-822-5823

¹ 15W-40 → 10W-30 FA-4 = \$921 savings, 10W-30 CK-4 → 10W-30 FA-4 = \$372 savings

² 15W-40 → 10W-30 FA-4 = 1.4-2% FE improvement, 10W-30 CK-4 → 10W-30 FA-4 = 0.5-0.8% FE improvement

* Follow OEM recommendations.

* For additional details on the *Go Further Guarantee*, please refer to our full list of terms and conditions.