

RbL Program
Proposal Prepared for
Dave's Lube Delivery Compnay

9/26/2013



We Feature Chevron Lubricants

OCEAN STATE OIL

Prepared by:

Develop the Right RbL™ Program for Your Needs

Our Lubrication Specialist performed our detailed Best-in-Class Assessment of your operations to identify specific strengths and gaps in your current lubrication program and develop a plan to help you achieve your business goals. Chevron Subject Matter Experts (SMEs) developed the Best-in-Class Assessment with respect to lubrication program standards to enable you to better understand how your current lubrication program compares to where you want to be and to overall best-in-class standards. These standards are organized into five inter-related elements: Product Selection, Product Integrity, Optimized Lubrication Intervals, Lubrication Program Management and Inventory Management and Vendor Performance. The criteria was further weighted based on input from your team for areas of focus or prioritization.

This assessment can be conducted on a routine basis to track your progress, identify new areas of opportunity and help move your organization toward best-in-class performance.

Document the Opportunity

Upon completion of the Best-in-Class Assessment, we use our RbL calculators to quantify the benefit your company could achieve by implementing our RbL Program.

Based on our assessment, the RbL Program that will provide the most immediate impact to your Total Cost of Operation (TCO) is:

RbL Program Benefits

Extended Service Protection

Lubrication Savings Goal - Note: Savings associated with lubricants, filters, coolants, SCA, etc. \$ 1,164.00

\$ 1,164.00

Total RbL Program Savings Opportunity

\$ 1,164.00

Opportunity for Improvement



Extended Service Protection

reducing your number of PM Tasks required per year & reducing your annual total lubricant usage while maintaining component service life



Durability

reducing your unscheduled downtime and corrective maintenance tasks by extending the service life of critical components



Supplier Performance

improving the fundamentals of your current lubrication program such as product selection and performance monitoring, lubricant procurement and reporting processes, and support services



Fuel Efficiency

improve the production or work per unit of fuel to help lower fuel costs

RbL Program

Chevron's Reliability-based Lubrication (RbL™) Program is a powerful combination of Chevron Lubricants' extensive lubrication knowledge, targeted products and customized services. To help you achieve the potential TCO impact to your bottom line, we offer the following RbL Program Offering. Our extensive lubrication knowledge, targeted products and customized services work as one complete program to optimize equipment performance while promoting a mindset of safety and reliability. The RbL Program can help benefit your equipment, people and profitability.

The proposed RbL Program Offering for your operations will consist of the following components:

Products

Category	Product-Grade	Package	Price	Replaces Brand	Replaces Product
Engine Oils - Diesel	Delo® 400 XLE Synblend - 10W-30	Drum	\$ 628.00	Shell	Rotella T5 10W30
Engine Oils - Diesel	Delo® 400 XLE Synblend - 10W-30	Bulk	\$ 10.69	Shell	Rotella T5 10W30
Engine Coolants	Delo® Extended Life Coolant - 50/50	Drum	\$ 489.34	Shell	
Delo® Greases	Delo® Heavy Duty EP - NLGI 2	Keg	\$ 421.52		
Transmission & Torque Fluids	Drive Train Fluid HD - SAE 50	Drum	\$ 628.24		

Services

Offering	Service Fee
LubeWatch® Oil Analysis	\$ 9.25
\$ 9.25 per sample.	

Thank You

We sincerely appreciate the opportunity and the time you and your team have given us to present our RbL Program proposal. We look forward to answering any questions you may have about our RbL Program Offering, and are eager to discuss next-step action items.

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Ocean State makes no warranties whether express or implied pertaining to this proposal. Projected savings depicted herein are based on best information available at the time of its drafting, and though provided in good faith, may vary in actual practice. Ocean State specifically disclaims any warranty of merchantability or fitness for any particular purpose. Ocean State shall not be liable to you or to any other person for any special, consequential, incidental or indirect losses or damages arising from the use of the products sold hereunder.

About Ocean State

PRODUCT - The high quality, brand name products we offer lead to improved operational efficiency and optimize life cycle as well as reduced downtime for your equipment. Ocean State Oil has greatly enhanced our Signature Class alliance with Chevron Lubricants and has now been recognized as a 1st Source Elite Lubrication Marketer with Chevron Lubricants – requiring the highest standards of training and product stewardship. Ocean State Oil continues to be the largest Chevron distributor in the Northeast and as a company we are excited to be expanding our business as a partner with the clear ISO synthetic technology leader. To meet all your lubrication needs, Ocean State Oil also stocks products from Total, Power Service, Howes and Summit Industrial Products as well as our own Ocean State Oil goods.

FACILITY - Ocean State Oil's state of the art facility in Quonset Point houses 50,000 square feet of space dedicated to lubricants and over one half million gallons of indoor bulk storage. Segregated piping and controls assure brand quality of bulk lubricants. Our on site Lubrication Engineers have the expertise to match the optimum branded engine oils, metalworking fluids or industrial lubricants to your specific application. We have the ability to custom blend fluids for your unique applications. Our purchasing manager is dedicated to stocking the right product at the right prices for our customers.

FLEET - Our fleet of 14 trucks includes the first Lubemaster vehicles in New England. Each of our four Lubemaster trucks has eight 500 gallon bulk tanks to carry the variety of specialized bulk lubricants that our ever changing market demands. Each Lubemaster also has a 6 drum capacity rear compartment with a hydraulic tailgate to deliver drums, kegs and packaged goods. The rear compartment can also be used to pump up to a 350 gallon tote. Our fleet is GPS dispatched and approved by the US Coast Guard for marine deliveries.

PEOPLE - Our knowledgeable and capable sale force includes S.T.L.E. Certified Lubrication Specialists (CLS) to help ensure that we provide you with the right lubricant to meet your needs. Our sales staff receives ongoing product training at Chevron Lubricants University. Our highly trained customer service team will greet you at the counter or over the phone to assist you with any product questions, delivery information and ordering. "Your Source for Quality Lubricants"

MISSION STATEMENT

Total Energy and it's employees are dedicated to ensuring our customer's loyalty by continuously expanding and improving our products and services in a constantly changing industry. Through enhanced customer loyalty and satisfaction we desire to continuously develop our product lines and customer base in an environmentally and socially acceptable manner.

COMPANY HISTORY

Ocean State Oil began as Warwick Hydraulics in 1973 when Dan Bell started his first business selling lubricants and a full line of hydraulic hoses and fittings for large equipment out of a twenty foot garage. Dan's father, Jack Bell joined the company in 1982 and in 1987 Ocean State Oil was born. In 1996 the company relocated from Warwick, RI to our present state of the art facility in Quonset Point, RI. The building houses 50,000 square feet of space dedicated to lubricants and over one half million gallons of indoor bulk storage. Our location has rail access, proximity to the Route 95 corridor as well as Quonset State Airport.

In August of 2012 the company merged with The Santoro family of companies.

Contact Us

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Terms and Conditions

Net 30 days upon approved credit.
Minimum bulk delivery is 150 gallons
Minimum package delivery is \$200
Less than minimum packaged deliveries are available via UPS or Fed Ex

Products

Delo® 400 XLE Synblend - 10W-30

Delo® 400 XLE Synblend SAE 10W-30 is a super premium synthetic blend that delivers fuel economy up to 1% over an SAE 15W-40 engine oil. It is a mixed fleet motor oil recommended for naturally aspirated and turbocharged four-stroke diesel engines and four-stroke gasoline engines in which the API CJ-4 or SM service category and SAE 10W-30 viscosity grade are recommended. Delo 400 XLE Synblend SAE 10W-30 is an API CJ-4 heavy duty engine oil specifically formulated for on highway applications including 2010 compliant low emission diesel engines with Selective Catalytic Reduction (SCR), Diesel particulate Filter (DPF) and Exhaust Gas Recirculation (EGR) calling for SAE 10W-30 heavy duty motor oil. Delo 400 XLE Synblend SAE 10W-30 is also recommended for off-highway applications when SAE 10W-30 viscosity grade is required. It is formulated for newer engines with Selective Catalytic Reduction (SCR), Diesel Particulate Filter (DPF) and Exhaust Gas Recirculation (EGR). These newer engines generally meet 2014 emissions requirements. Delo 400 XLE Synblend SAE 10W-30 is approved for: API Service Categories CJ-4, CI-4 PLUS, CI-4, CH-4, SM, Delo 400 XLE Synblend SAE 10W-30 meets the requirements of: ACEA E9, Caterpillar ECF-3, ECF-2, Cummins CES 20081, Daimler MB 228.31, DDC 93K218, Deutz DQC-III-10 LA, Mack EO-O Premium Plus, MAN M 3575-1, Renault VI RLD-3, and Volvo VDS-4

Delo® Extended Life Coolant - 50/50

Delo Extended Life Coolant/Antifreeze products are heavy duty engine coolants that use a patented organic corrosion inhibitor technology called aliphatic carboxylates. Delo ELC is free of nitrates, borates, silicates, phosphates and amines. These products contain nitrites and molybdates for additional cylinder liner protection. Delo Extended Life Coolant/Antifreeze products do not require the addition of supplemental coolant additives to obtain their service life of 750,000 miles/8 years/12,000 hours with correct top-up practices. Delo Extended Life Coolant/Antifreeze products have been fully tested under the CAT® EC-1 specification and have been found to meet all the chemical and performance requirements of this specification. Meet or Exceed requirements of: ASTM D6210, ASTM D3306, TMC RP 329, 302A, 351 (color); Phosphate-free requirement of European OEMs; Silicate-free requirement of Japanese OEMs; Caterpillar EC-1; Navistar B1 Type 3; DDC series 60 and 15 as per DDC-SVC-BRO-0002; Mack; MTU; Peterbilt/Kenworth; Freightliner. It is recommended that this product not be diluted with other coolant formulations by more than 25% in order to maintain performance claims. Color = RED.

Delo® Heavy Duty EP - NLGI 2

Delo® Heavy Duty EP is designed for plain and anti-friction bearing applications operating under high stress/high load conditions, coupled with high ambient temperatures for use in a wide variety of off-road construction and high-temperature applications including all types of heavy-duty earth moving machinery. The lithium complex thickener in Delo Heavy Duty EP greases elevates the dropping point to approximately 265°C (510°F) making them excellent for use in applications where sustained high operating temperatures are common. Delo® Heavy Duty EP features a high viscosity index conventional oil in a lithium complex thickener system. The product provides good protection from wear, shock loading, and provides excellent corrosion protection. This product does not contain moly and is Red in color.

Drive Train Fluid HD - SAE 50

For use in transmissions, final drives, wet brakes, torque converters and hydraulic systems requiring a fluid that meets Allison C4 or Caterpillar TO-4 or TO-2 specifications

Services

LubeWatch® Oil Analysis

A Lubrication Specialist can assist you to design and implement an Oil Analysis Program to help meet your Lubrication Program Goals with respect to optimized lubrication intervals, component service life and equipment availability. Periodic reviews of trending reports with your team help ensure the program goals and milestones are achieved. Test Packages are available for Diesel Engines, Natural Gas Engines, Marine Engines, Engine Coolants, Industrial Oils with Particle Count/ISO Cleanliness Codes, and Turbine Oils. Special tests can also be performed upon request.

Engine Oil - Diesel 1

Total Lubrication Savings PER YEAR	\$ 1,164
Lubricant Usage Savings PER YEAR	121
Filter Usage Savings PER YEAR	11
Total Equipment or Units being evaluated	14
Annual Work Load or Production Per Piece of Equipment (average Miles, Kilometers, Hours or Days of operation Per Year Per Unit)	80,000 MILES
Lubricant Usage Per Lubrication Maintenance Service (average Gallons or Liters Per Unit)	10 GALLONS
Lubricant Average Make-Up or Top-Off Percentage (typical range is 6 to 8%)	8.00%
Filter Usage per Lubrication Maintenance Service (average NUMBER used PER UNIT)	1 FILTER
Current Maintenance Interval (MILES/KMs, HOURS or DAYS)	20,000 MILES
RbL Program Target Maintenance Interval (Miles, Kilometers, Hours, Days)	25,000 MILES
Current Lubricant Price. Price can be quoted Per gallon or liter. Identify what you used in the comment field.	\$ 10.25 GAL
RbL Program Target Lubricant Price. Price can be quoted Per gallon or liter. Identify what you used in the comment field	\$ 10.69 GAL
Current Filter Price (Per filter or Per filter set)	\$ 12.00 FILTER
New Filter Price (Per filter or Per filter set)	\$ 12.00 FILTER
Note: If you are not changing filter recommendations, enter the same price used above. If you are proposing a new filter type to be used, enter the new filter price.	

