

RbL Program
Proposal Prepared for
Dave's Lube Delivery Company

1/26/2025



We Feature Chevron Lubricants

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	
Grease	Chevron Starplex HD - NLGI 2	Keg	\$ 421.52		
Transmission & Torque Fluids	Delo® TorqForce - 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.

Office Phone: 888-921-4606

Mobile Phone:

Email:

Domestic 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. Domestic specifically disclaims any warranty of merchantability or fitness for any particular purpose. Domestic 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 Domestic

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. Domestic Fuels & Lubes 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. Domestic continues to be the largest Chevron distributor in the Mid-Atlantic and as a company we are excited to be expanding our business as a partner with the clear ISO synthetic technology leader.

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.

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

Domestic Fuels & Lubes is part of the Santoro Family of Companies, which began in 1952 in Providence, Rhode Island. John Santoro Sr. started Santoro Oil Company after serving in the US Navy during World War II as a decorated war hero in the Italian & African arenas. In the late 1960s and early 1970s, his sons Joseph, John, and Anthony entered the family business. Over the past 40 years, the brothers have expanded the business with operations in Rhode Island, Massachusetts, Virginia, and North Carolina. The expansion has allowed the business to offer a complete line of petroleum products including heating oil, diesel fuels, propane, motor oil, and lubricants along with heating and air conditioning sales and service.

Contact Us

Domestic Fuels & Lubes
400 Freeman Ave
Chesapeake, VA 23324
888-921-4606
www.domesticfuels.com

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). Delo® 400 XLE SAE 10W-30 is approved for API Service Categories CK-4, CJ-4, CI-4, CI-4 PLUS, CH-4, SN, SN PLUS; Cummins CES 20086; DTFR 15C110 (previously known as MB Approval 228.51); DTFR 15C100 (previously known as MB Approval 228.31); Detroit Fluids Specification (DFS) 93K222; DEUTZ DQC III-18 LA; Mack EOS-4.5; MAN M3775; MTU Category 2.1; Renault RLD-3; and Volvo VDS-4.5. It is also recommended for ACEA E11, Caterpillar ECF-3, JASO DH-2, and MAN M3575.

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 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 ELC Advanced Antifreeze/Coolants are approved for Cummins CES 14439. They meet or exceed the specifications of ASTM D6210, ASTM D3306, Caterpillar EC-1, Deutz DQC CB-14, TMC RP 364, 351 (color), the phosphate-free requirement of European OEMs, and the silicate-free requirement of Japanese OEMs. Delo ELC Advanced Antifreeze/Coolants are recommended by Chevron for use in (always check OEM recommendations) Ajax, Caterpillar, Cooper-Bessemer, GE - Jenbacher, MWM, Wärtsilä, Waukesha, and White-Superior Stationary Natural Gas Engines; Cummins applications specifying CES 14603; Cummins Westport ISX 12G and ISL G CNG engines; Detroit™ DD15, DD13, Series 60, MBE 4000, MBE 900 Engines; Freightliner, Western Star, Hino, Isuzu, Kenworth, Peterbilt, Scania, MAN, Volvo, and Mack Truck Diesel Engines; Kobelco and Komatsu Construction Equipment Diesel Engines; Mack MP8, MP7 Engines; MTU 4000 Diesel Engines; Navistar CEMS B1 Type 3; and PACCAR MX, MX13 Engines.

Delo® Starplex HD EP - NLGI 2

Starplex HD greases are multipurpose, high performance products specially formulated for plain and anti-friction bearing applications operating under high stress/high load conditions, coupled with high ambient temperatures typically found in heavy duty off-road applications. This line of grease was specifically designed to lubricate and protect equipment that is subjected to demanding conditions. 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.

Delo® TorqForce - SAE 50

Delo TorqForce products are high performance lubricants designed for use in transmissions, final drives, and hydraulic systems requiring a fluid meeting Caterpillar TO-4 or Allison C-4 requirements. They are also recommended for transmission and hydraulic systems manufactured by Dana Powershift, Komatsu, Vickers and ZF.

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.	

