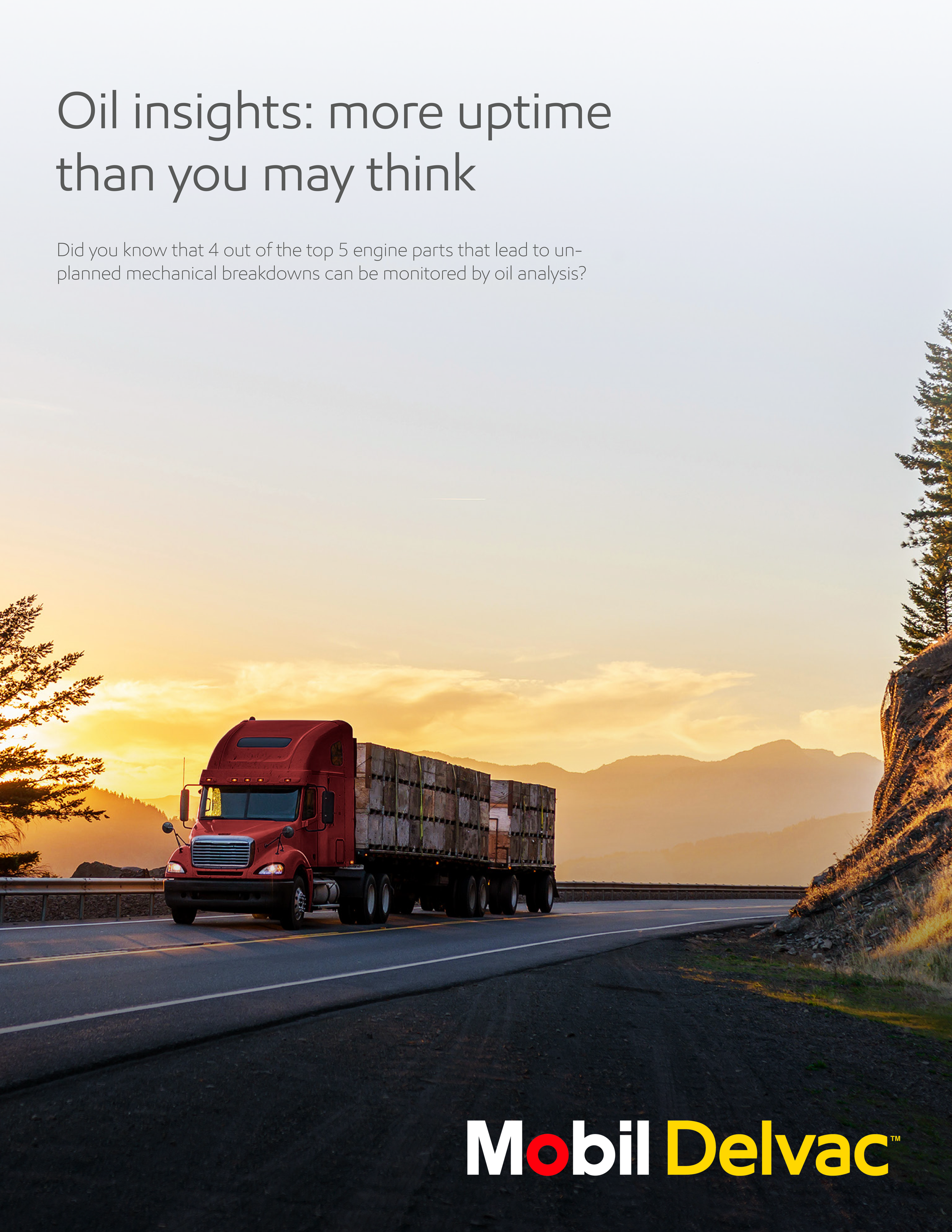
Oil insights: more uptime than you may think

Did you know that 4 out of the top 5 engine parts that lead to unplanned mechanical breakdowns can be monitored by oil analysis?



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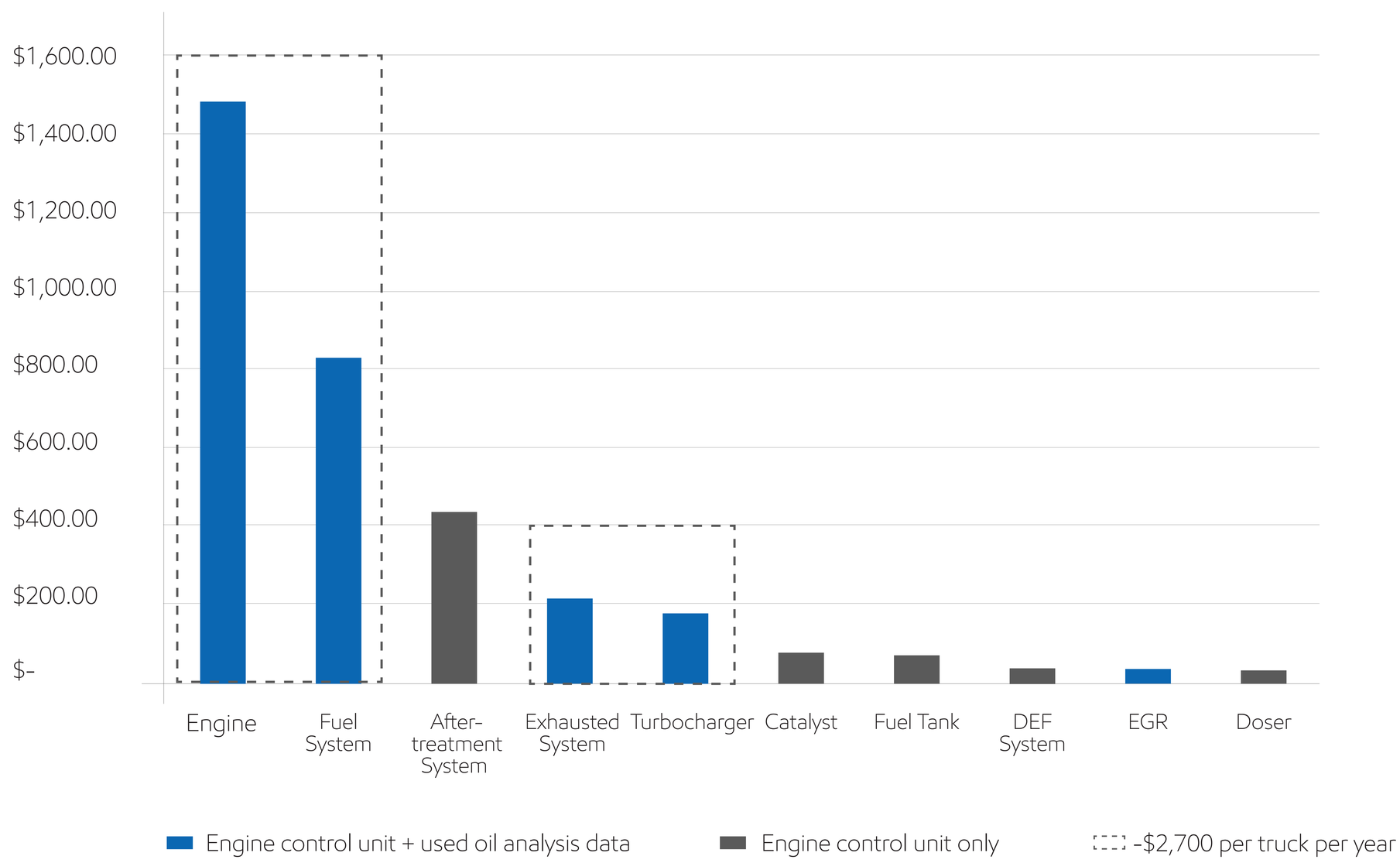
Dealing with fleet downtime

Did you know that parts costs to fleets went up 20%+ in 2022 versus 2020?[1]

- You know that there are a lot of different sources of unplanned downtime that include things like mechanical problems, accidents, vehicle violations, weather, recalls, and so on.
- Mechanical breakdowns have been especially challenging as supply chains have been impacted over the last couple of years from getting new trucks to replacement parts.
- When those downtime events occur, it's not only difficult for fleets like you to get parts but it is also very costly, which hurts a fleet's cost-per-mile and bottom line.
- Fleets and truck repair shops are also currently short on labor needed for timely repairs, which has increased dwell time and turnaround times. These factors are leading to high breakdown costs and lost revenue opportunities.
- You may not be using all the tools at your disposal to help reduced unplanned downtime... Did you know that 4 out of the top 5 engine parts that lead to unplanned mechanical breakdowns can be monitored by oil analysis?

Top annual breakdown costs by part*



[1] Resource: https://www.ttnews.com/articles/fleets-find-challenges-rising-maintenance-costs-parts-shortages
* Estimated numbers using data from a trucking company maintenance records between 2016 - 2018

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Mobil Delvac™ Uptime program

Delivering the right uptime for your fleet's needs

There are 2 types of downtime that we work with fleets to reduce: planned and unplanned.

- This program is focused on helping fleets get the uptime they aspire to by giving them the condition monitoring and insights they need to prevent unplanned downtime.
- Fleet's engine control units (ECU) may help diagnose most engine problems but oil analysis helps catch these issues early and accurately, and can help pinpoint where the engine problems are coming from.
- That's where the Mobil Delvac Uptime Program comes in. This program aims to give fleets the tools they need to increase uptime by reducing unplanned breakdowns, resulting in more revenue, increased technician efficiency and less repair costs.

Customize your uptime: → **as you move up the Mobil Delvac Uptime tiers, the more uptime you get***

Every 6 months, Mobil Delvac Uptime customers qualify for the following**

Uptime options	Good	Better	Best	Elite
With purchases of 165 gallons or more of the following products:	Mobil Delvac HDEO	Mobil Delvac 1300 Super	Mobil Delvac Extreme	Mobil Delvac 1
Oil insights	1 free Mobil Serv Lubricant Analysis Essential kit	Up to 1 Mobil Serv Lubricant Analysis Essential samples per truck	Up to 2 Mobil Serv Lubricant Analysis Essential samples per truck	Up to 2 Mobil Serv Lubricant Analysis Essential samples per truck
Consultations	Up to 1 annual Mobil Delvac rep fleet consultation (virtual or in person)	Up to 1 annual Mobil Delvac rep fleet consultation (virtual or in person)	Up to 2 annual Mobil Delvac rep fleet consultation (virtual or in person)	Up to 2 annual Mobil Delvac rep fleet consultation (virtual or in person)
Wear Protection***	Up to 30% more wear protection than required by CK-4	Up to 50% more wear protection than required by CK-4	44% more wear protection than Mobil Delvac 1300 Super	Up to 3x the average OEM ODI recommendation

Increased uptime revenue, improved cost-per-mile.

*Uptime results and cost-per-mile reductions will vary by fleet and type of operation
**See Mobil Delvac Uptime program sign-up-form for terms and conditions
***Results vary based on vehicle/engine condition, driving and environmental conditions

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Mobil Delvac™ Uptime program

Improving your cost-per-mile and uptime revenue

- We know every fleet's savings will be different based on their fleet make-up and current maintenance practices.
- For example, fleets who are not already doing oil analysis and operate older trucks will likely see more unplanned breakdowns versus a fleet with newer trucks.
- We looked at numerous fleets that we currently do oil analysis with, and the number of potential unplanned maintenance events we caught ranged from 5 – 20%.
- Let our Mobil Delvac fleet consultants work with you and see what cost-per-mile improvement we can help you make.

$2,700	x	10%	x	75	=	$20K
Breakdown cost per truck per year		10% breakdown events captured by used oil analysis		No. of trucks		Potential profitability improvement*

More revenue

Increased technician efficiency

Less repair costs

*Uptime results and cost-per-mile reductions will vary by fleet and type of operation

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