

Customer Testimonial

Lubricants in Action

CUSTOMER



A car and truck rental company that reaps several benefits from services offered by Crevier Lubricants and Chevron products.

“Crevier Lubricants is a company that I wouldn’t hesitate to recommend.”

– Manlio Diolaiti, Fleet Manager



“Delo 400 XLE Synblend 10W-30 oil has allowed us to reduce costs through increased efficiency”

– Manlio Diolaiti, Fleet Manager at Discount Montreal

Car rental companies face a number of unavoidable expenses. Discount is no exception.

Since its creation, Discount has established itself as a leader in car and truck rentals in Canada. The first Quebec branch was founded in downtown Montreal in 1986.

Since then, the company has experienced phenomenal growth, with 600 employees at 150 branches throughout Quebec. Its fleet includes nearly 10,000 vehicles, ranging from passenger vehicle to cube trucks.

MAINTENANCE CHALLENGES

Discount faced a number of fleet maintenance challenges:

- too many grades of engine oil;
- wide range of products to keep in inventory;
- too frequent oil changes;
- too much travel for vehicle maintenance, resulting in high labour and fuel costs.

CREVIER LUBRICANTS OFFERS SOLUTIONS

Crevier suggested to streamline the fleet maintenance by using Chevron’s Delo 400 XLE Synblend 10W-30 engine oil. A single product replacing several types of gasoline and diesel engine oils, while providing increased engine protection.

CHEVRON’S DELO 400 XLE SYNBLEND 10W-30 ENGINE OIL

The Delo 400 XLE Synblend 10W-30 fuel economy oil is a premium synthetic blend, specifically designed for mixed fleets and formulated with the ISOSYN technology.

The combination of premium base oils, high performance additives and Chevron’s formulating expertise help provide superb diesel engine parts protection. All at an Outstanding value.

Through the ISOSYN technology,
Discount benefited from:



- ✓ extended protection;
- ✓ maximized engine durability;
- ✓ minimized operating costs.

BENEFICIAL CHANGE

Discount was immediately open to the change proposed by Crevier Lubricants.

“Travel fees for vehicle maintenance are high. If you’re able to save money somewhere, it’s great.”



Chevron’s Delo 400 XLE Synblend 10W-30 oil significantly extends oil change intervals, with first oil change at 10,000 km, and subsequent changes every 20,000 km. This improvement was validated with rigorous waste oil monitoring,

using Chevron’s Lubewatch system. Discount was reassured about the oil’s reliability for its mixed fleet, even when doubling oil change intervals. By using Chevron’s engine oil, Discount saw:

- ✓ decreased expenses;
- ✓ decreased labour costs;
- ✓ increased vehicle availability for rental.

Fleet Manager Manlio Diolaiti is very happy with the change and thinks others should take advantage of it. ***“This will benefit everyone”***, he says.

CREVIER LUBRICANTS VALUE ADDED

In addition to cost savings, Discount benefited from Crevier Lubricants’ value-added service, which offers:

- ✓ an equipment rental service which allows to facilitate the access to the installations and to assure the ergonomics of the operations.
- ✓ fluid analysis by an independent laboratory, to guarantee lubricant durability;
- ✓ Delo Installer marketing program;
- ✓ REVHUC program: a used oil and container recuperation program offering significant refunds.

RBL – RELIABILITY-BASED LUBRICATION

Using an analysis tool called «RBL», specialists at Crevier Lubricants demonstrated the cost savings that Discount would make on fleet maintenance.

You can benefit from the same analysis and see the cost savings you can make on equipment management.

To learn more about how Crevier products can help increase your business profitability through increased efficiency, or to receive a visit from one of our representatives, please contact us at:

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