

UPGRADE TO DELO® FleetPRO™.

PROTECT THE ENGINE BEHIND THE HEART OF YOUR BUSINESS.

FREQUENTLY ASKED QUESTIONS

1. Will I see cost savings if I use API CH-4 Delo® FleetPRO™ SAE 20W-50 vs. my current API CF Delo® Silver SAE 50?

Yes, we believe there are cost savings if you switch from Delo® Silver SAE 50 to our new Delo® FleetPRO™ SAE 20W-50. Our new product, Delo® FleetPRO SAE 20W-50, is an improved formulation which provides better wear protection and soot dispersancy control, helping to keep engines cleaner versus API CF oils. These can help lower maintenance costs, increase equipment up-time to enhance revenue and promote longer equipment life.

2. Why are we replacing the product?

As announced by Emirates Authority for Standardization and Metrology (ESMA) in United Arab of Emirates and other GCC countries, Diesel Engine oils below API CH4 specifications are banned with effect from 2013. To comply with this GSO 1785:2013 regulations, we are upgrading our Delo® Silver SAE 50 to the new Delo® FleetPRO™ SAE 20W-50.

3. Why is this product / category of products banned?

Because the API CF-4 and API CF specifications, which were introduced in 1990 and 1994 respectively are obsolete now by API.

4. Competitors aren't moving, why should we? Why are we moving first?

We believe that upgrading Engine Oil specifications to minimum international standards is good for end users and the environment.

5. Why upgrade from a monograde to a multigrade engine oil?

The new generation of multigrade diesel engine oil is

developed to provide both low temperature and high temperature film thickness. The new Delo® FleetPRO™ Multigrade has significant performance over Delo® Silver monograde series.

6. How do we communicate key messaging / key benefits to the end consumer?

Upgrade to Delo® FleetPRO™ Multigrade and protect the heart of your business

7. Why is Delo® FleetPRO™ Multigrade not as thick as my old oil?

Delo® FleetPRO™ SAE 20W-50 has the same viscosity at operating temperature inside the engine as Delo® Silver SAE 50. Multigrade engine oils provide better pumpability with added advantage of low oil consumption

8. The SAE 20W-50 grade is also used for petrol engines. So is this product suitable for petrol or diesel engines?

The type of fuel used in the engine does not directly dictate the SAE viscosity grade. The API performance standard is the main consideration to assess suitability for use in specific engine. Delo® FleetPRO™ SAE 20W-50 is suitable for diesel engines that recommend API CH-4 and below performance standards.



9. Where is the product made and formulated?

Delo® FleetPRO™ Multigrade is formulated by Chevron Technology in the USA. Manufactured and packed in a licensed and certified plant in the UAE.

10. How is this product better than the other products available in the market? (as compared to competition and substitute category of products)

Chevron uses premium base oils and advanced additives that provide outstanding performance at an optimal price.

11. API CH4 versus API CI-4 performance?

please refer to the spider chart



12. What happens to my oil usage? Will it be lesser or higher?

Lower oil consumption is expected in using a Multigrade versus a monograde.

13. Is this usable for older engines? Please provide specifications?

Delo® FleetPRO™ Multigrade and Delo® Silver series are backward compatible

Can you top-up Delo® Silver SAE 50 with Delo® FleetPRO™ SAE 20W -50?

Since Delo® FleetPRO™ is a product with a new formulation, mixing it with other products should be avoided and we recommend complete oil drain of the engine before changing and filling with new oil. However, incidental mixing should not be an issue; and if you need to top up the engine oil, you should ensure that the quantity does not exceed 10% of the total volume of the crankcase

14. 14. What are the different pack sizes available?

Please refer to the below table:

Product Name	Pack Size
Delo® FleetPRO™ SAE 15W-40	1L, 5L, 20L, 208L and Bulk
Delo® FleetPRO™ SAE 20W-50	5L, 20L, 208L and Bulk

15. 15. Now that Delo Silver SAE 50 is not available what do I use in my transmission?

Delo® Torqforce SAE 50 and Delo® Silver SAE 50 will be available in drums in Chevron Alkhalij product line for use in those applications that require mobile hydraulic oil and transmission fluids.



Delo®
Let's go further.™