



# TDL



## LOCATION

Tankersley, South Yorkshire, UK

## BUSINESS SECTOR

Distribution of heavy construction vehicles

## SIZE

£500M turnover

## VEHICLES

Terex TR100, TR70 and TA400 Rigid and Articulated Dump Trucks



## CHALLENGES FACED

1. TDL needed to address customer concerns about maintenance costs. Servicing was required every 250 or 500 hours to replace engine oil.
2. TDL needed a unique and beneficial feature to distinguish its Terex trucks from vehicles from other manufacturers.

## SOLUTIONS DELIVERED

1. The filter system reduced operating overheads by extending oil drain intervals from 500 to 2,000 hours.
2. By fitting the filter to several types of rigid and articulated dump truck, TDL can show a unique technical advantage to existing and prospective customers.

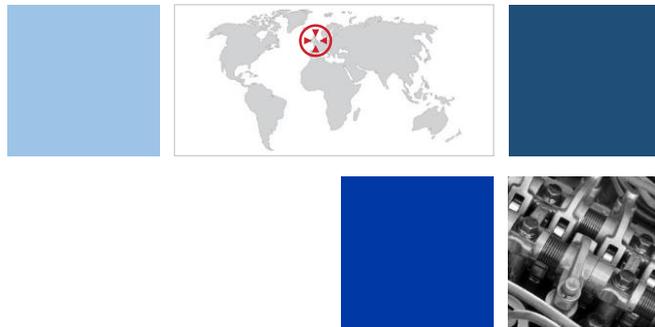
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*EOLS is a win-win for TDL and our customers. Their maintenance costs plummet and we have a clear technical advantage over our main competitors.*

”

Jim Moffat

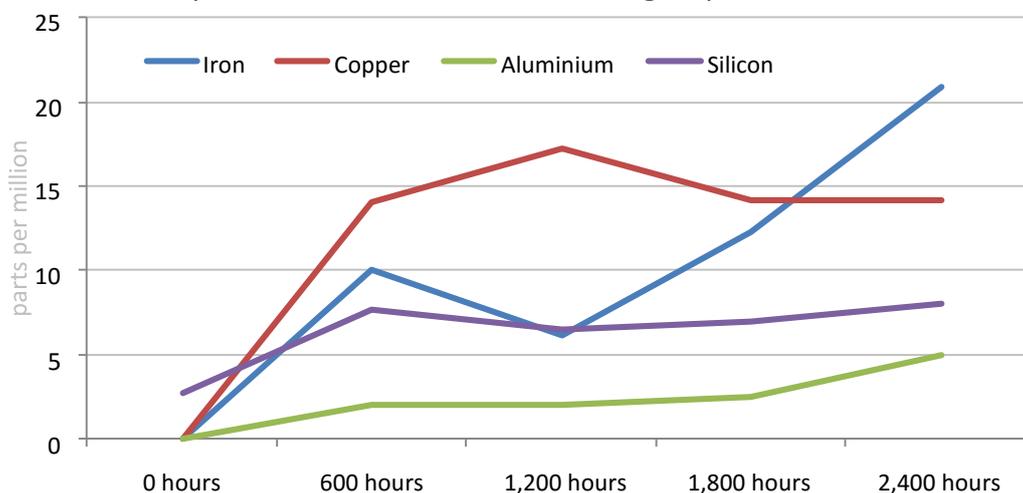
Business Development Manager



# TECHNICAL GOOD SENSE

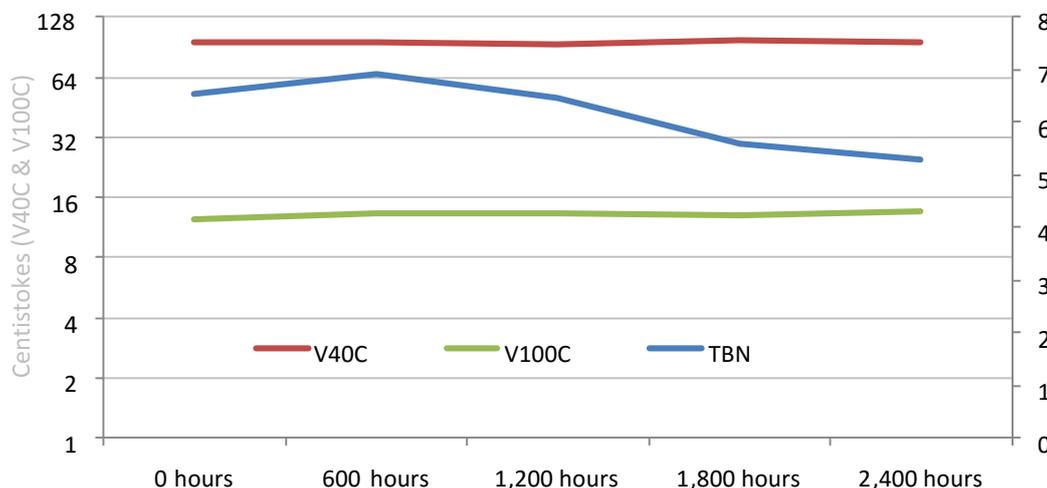
## REMOVING WEAR METALS

Even after 2,000+ hours (four times the normal oil-change service interval), the EOLS unit keeps wear metal levels far below the norm, improving the oil's ability to lubricate engine parts. The EOLS' protein rich 1µm cotton element removes the particles that combine to cause engine problems.



## MAINTAINING FLUID PHYSICAL PROPERTIES

After the same extended service interval, the oil's Total Base Number (i.e. the level of alkaline additives) is *dropping* and viscosity is maintained thanks to the EOLS unit's ability to evaporate off water and sulphur dioxide, the precursors of a sulphuric acid reaction.



## BACKGROUND

Terex Distribution Limited (TDL) sells heavy vehicles to the mining and construction industries. The vehicles are often sold under Repair and Maintenance (R&M) contracts; any measure that reduces operating costs increases profitability. By adding EOLS units to its vehicles TDL gives its customers a reliable way to reduce service costs and gives itself a competitive advantage over other vehicle manufacturers.

## RIGOROUS TESTING

TDL's rigorous assessment program saw an EOLS unit fitted to a Terex TR100 dump truck with a Cummins KTA38 engine. After 2,000 hours of normal work a thorough oil analysis demonstrated that oil drain intervals could safely be extended from 500 to 2,000 hours. Instead of 12 oil changes a year, the truck could operate safely with just 4.

## A CLEAR FINANCIAL SAVING

The new regime means annual oil service costs will plummet from £5,900 to £1,800 per engine. Even when the cost of the EOLS unit is taken into account this will save TDL customers over £19,000 per truck over a 5 year working life.

These impressive savings only scratch the service of the full benefits of EOLS. They take no account of the productivity gains resulting from servicing vehicles 4 times a year instead of 12, the improved fuel consumption and engine life that comes from reduced engine wear and the environmental benefits of reduced oil consumption.

For TDL and the customers who operate its trucks, EOLS presents a clear advantage.

## ABOUT TEREX DISTRIBUTION LIMITED (TDL)

TDL Equipment is the official UK dealer of Terex heavy line construction equipment. With locations across the UK, TDL offers products, parts and services to add value to construction and mining businesses.



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