



# On Highway/Off Highway Fleet Sector Offering





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Services Order processing  
Technical Support Program  
Local Partnered Laboratory



# Objectives



To assist the Fleet customers with their lubrication needs.



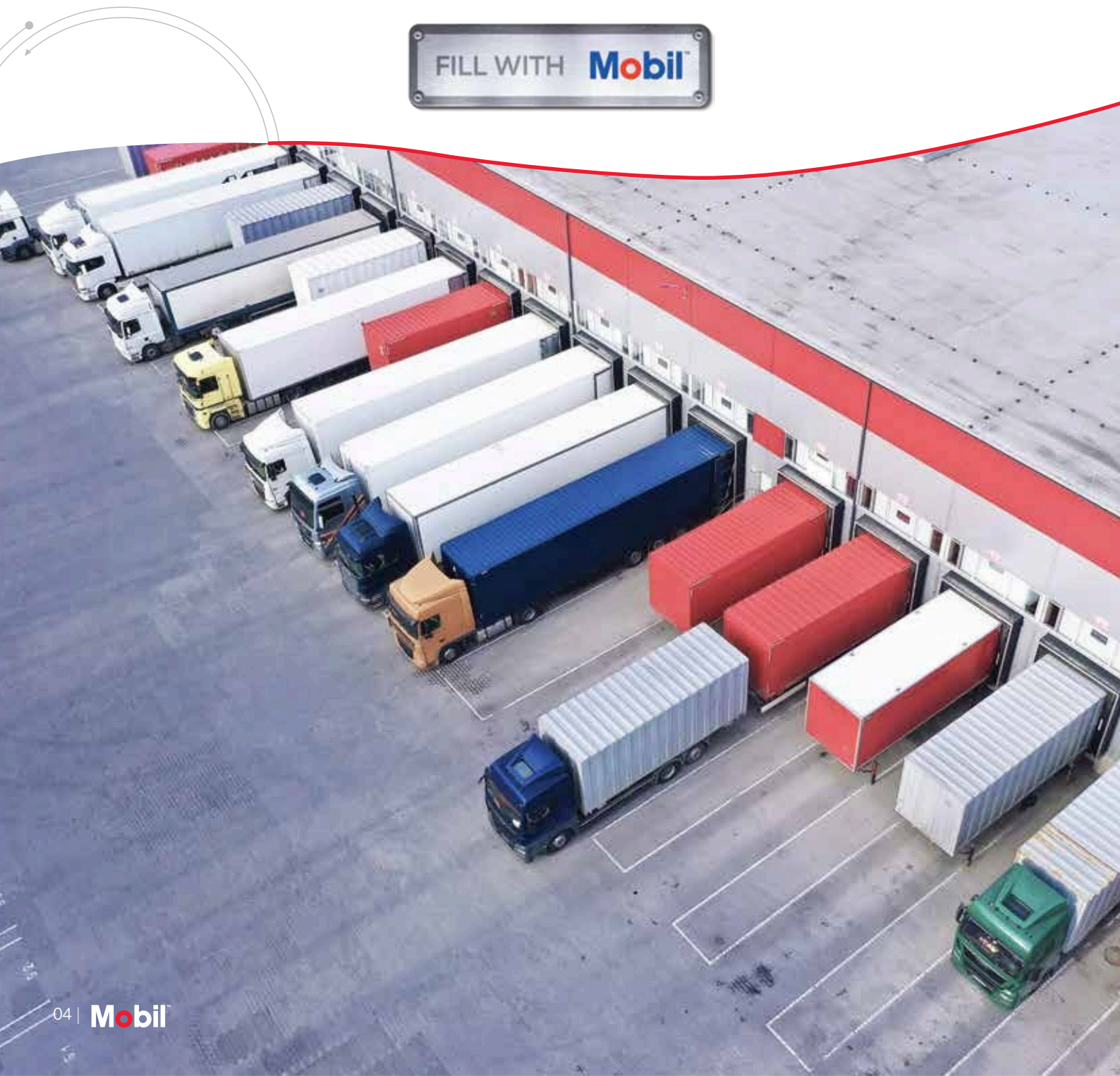
Provide best lubrication solutions to Fleet owners and improve their revenues by leveraging the Mobil brand value.



Enhance customer experience by providing a wide range of Mobil products suitable for all equipment applicable in the On/off highway fleet industry.



To create awareness of Mobil brand benefits.



## Milestones of successful partnership



### Business growth through successful partnership

- UAE's Largest Authorized Mobil Reseller
- Partnership through progressive business growth.

### Lubrication solutions partner rather than just a supplier

- Mobil E-Lube charting (product recommendation by application).
- Routine Used Oil Analysis for condition monitoring of equipment.
- Lubrication training and consultation.
- Technical assessment of the equipment and benefit proposal.

### 100% order fulfillment rate

- Highly efficient supply chain process.
- Supply lead time: Maximum 2 working days for locally blended products.
- Zero rejections/sales returns.
- Zero product quality issues.





A brand that needs no introduction.

For over 100 years, Mobil has established an unsurpassed reputation as a supplier of leading-edge industrial lubricants with in-depth industry expertise, programs and tools to help bring customers to new heights of equipment productivity.

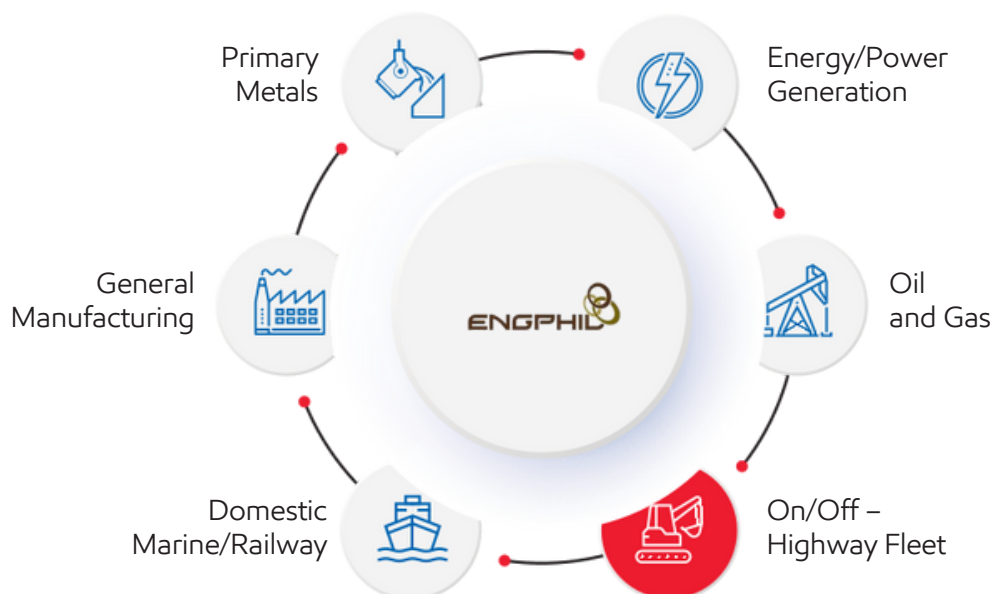
Best-in-class  
lubrication  
doesn't just  
happen





### Mobil™ industrial lubricants

- Mineral & synthetic.
- Approved by leading equipment builders.
- Field engineers to gain deep insights into equipment trends and lubrication requirements.
- Exceptional and balanced performance required for today's industrial equipment.



## On/off highway fleet sector product offering



### Mobil Delvac™

Heavy-duty engine oils for today's modern engines. Chosen by many of the world's leading heavy-duty original equipment manufacturers (OEMs), Mobil Delvac oils help protect your engine to keep you going strong on the road.



### Mobil DTE™ 20 Ultra Series

Mobil DTE™ 20 Ultra Series offers improved, well-balanced performance to meet the demands of high-pressure and high-output hydraulic systems, delivering increased oil life, better wear protection and better deposit control in the process.



[Learn more](#)



### Mobil™ Grease

Whether conventional or synthetic, Mobil Grease™ offers:

- Long regreasing intervals.
- Enhanced equipment life.
- Exceptional protection even in extreme conditions.



[Learn more](#)



### Mobil Coolant

Mobil Coolant ready mixed is a high-performance coolant designed to provide efficient protection down to -36°C during winter condition. It is a ready to use product that has been premixed with 50% Mobil Antifreeze and 50% water.



Mobil Delvac™ engine lubricants cover heavy, medium and light commercial vehicle applications, and can help to achieve long engine life with extended service intervals.



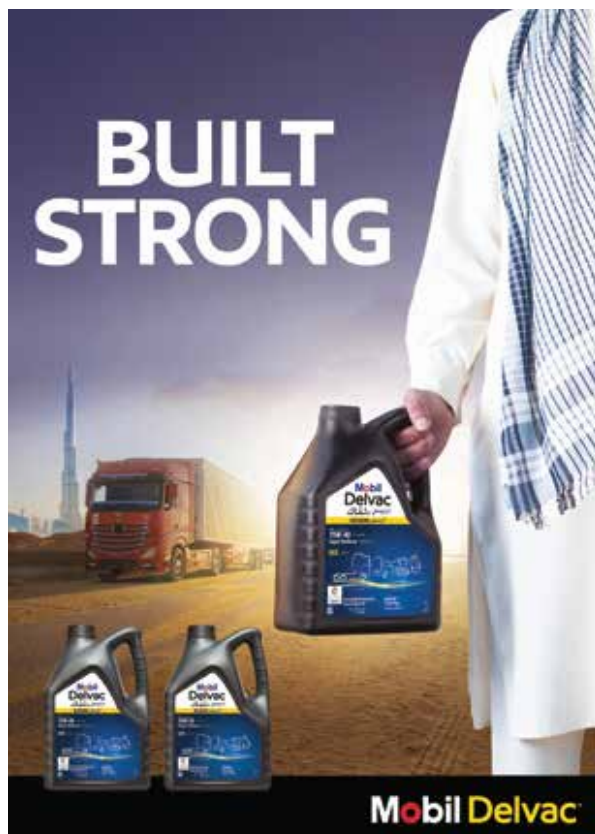
Scan to  
know more

Mobil Delvac Ultra 5W-40 Ultimate Defense is a fully synthetic high-performance heavy duty diesel engine oil that helps towards long engine life while providing long drain capability for modern diesel engines operating in severe applications.

Mobil Delvac Modern 10W-40 Advanced Protection is a synthetic extra high-performance diesel engine oil engineered to provide lubrication to modern, high-performance, low emissions engines used in severe applications.

Mobil Delvac Modern 15W-40 Super Defense is an extra high-performance diesel engine oil that provides excellent lubrication of today's diesel engines promoting long engine life. This extra high performance has been proven in the field in a wide variety of industries, applications, and mixed fleets.

Mobil Delvac Modern 20W-50 Super Defense is an extra high-performance diesel engine oil that provides excellent lubrication of today's diesel engines promoting extended engine life.





## Mobil DTE 20 Ultra Series: Superior hydraulic oil for lower maintenance

Mobil DTE™ 20 Ultra Series offers improved, well-balanced performance to meet the demands of high-pressure and high-output hydraulic systems, delivering increased oil life, better wear protection and better deposit control in the process.



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know more



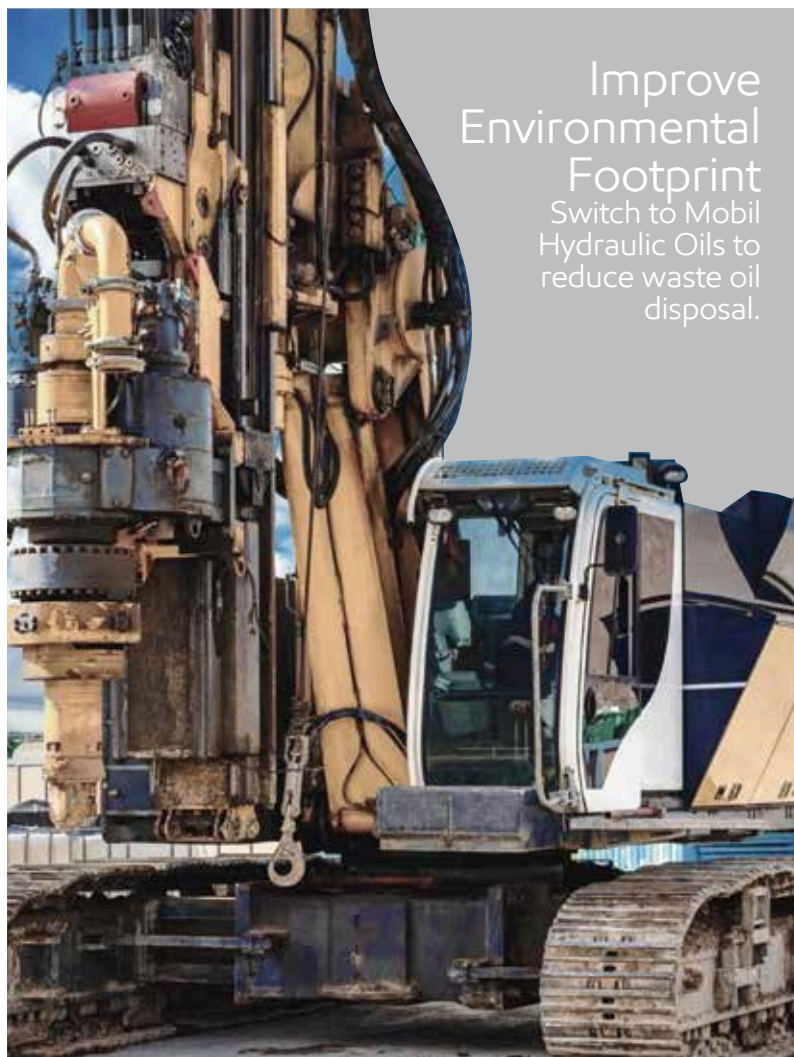
2X longer oil  
drain intervals



Extended  
component life



Extended  
filter life



Improve  
Environmental  
Footprint  
Switch to Mobil  
Hydraulic Oils to  
reduce waste oil  
disposal.

# Mobil Grease™

Enhanced protection for productivity  
that sticks

Mobil™ greases offer long regreasing intervals, enhanced equipment life, and exceptional protection even in extreme conditions\*.

Boost your productivity with our conventional and synthetic greases, available in a broad range of NLGI grades and fluid viscosities for a variety of applications.



Scan to  
know more



Mobilith SHC™ Series multipurpose greases are high-performance synthetic lubricants developed to protect equipment in severe applications operating at extreme temperatures. Their excellent adhesion, structural stability and resistance to water make them suitable for use in a wide variety of machinery and components.



Learn more

Mobil Polyrex EM series Mobil Polyrex™ EM electric motor bearing grease has earned an exceptional reputation for outstanding performance. Mobil Polyrex™ EM grease is designed for electric motor bearings.



Learn more

Mobilgrease XHP™ 220 greases are extended service lithium complex greases intended for a wide variety of applications and severe operating conditions. Mobilgrease XHP 220 greases are designed for a wide range of applications including the industrial, automotive, construction and marine sectors.



Learn more

Mobilgrease XHP™ Mine products are specifically designed for the lubrication of extra heavy-duty off-highway and mining equipment.



Learn more

Mobilux™ EP 0, 1, 2, 3, 004 and 023 products are a high-performance family of four general-purpose industrial greases and two special-duty semi-fluid greases.



Learn more



## Used Oil Analysis

Improve your Condition-Based Monitoring process by offering our enhanced Used-Oil Analysis on a periodic basis. <<



## Reliable Supply

>> Ensured reliability of supply through a long-term forecast.

## Equipment Support

Supply & installation of lubricant storage & dispensing equipment. <<



## Trainings

>> Lubrication practices training and product seminars.



## Technical Support

Improved supplier support to assess technical situation immediately. <<



## E-Lube Charting

>> Consolidated lubricant types through developing lubrication charts in-line with OEM recommendations.





## 100% order fulfillment commitment

A comprehensive range of Mobil lubricants are manufactured and blended at Middle East Lubricants Company (L.L.C.) also called MELUBCO, located in Jebel Ali, UAE. All products are manufactured and packed in strict conformity to ExxonMobil's proprietary formulations, quality control procedures, and prescribed guidelines. Certain specialty products such as high-performance turbine oils, greases and synthetic lubricants are imported from ExxonMobil plants around the world. The blending facility MELUBCO is IATF 16949 certified which is a prerequisite for a company to supply its products to the Automotive industry, specifically for the First Fill.



ISO 14001: Environmental Management System  
ISO 9001: 2015 Quality System  
International Safety Rating System (ISRS Level 8)  
OHSAS 18001 : Occupational Health & Safety  
Assessment Series





### Mobil Lubricant Analysis

Oil analysis programs might seem to be all the same, but look more closely and you'll see clear differences. Mobil Lubricant Analysis delivers the full spectrum of analysis on your Mobil™ branded lubricants, which no other program can provide.



### Field Engineering Services

With support from Mobil (EMALU) we can assign a Field Engineer who develops a training program and deploys throughout the forthcoming year at the agreed levels. Support in other technical areas, including troubleshooting and investigating problems or oil related issues and advising on new model launches and specific oil requirements.





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