

KEEPING FLEETS EFFICIENT

We help you be your best



Fuel economy is a huge driver for fleets, making up 22% of operating costs.¹ Being the second-biggest contributor to costs (right behind driver wages), it's a prime opportunity for improvement.

Improving efficiencies will improve your bottom line. Operations managers should always be willing to embrace new solutions to make fleets more efficient. If you're stuck trying to cater to the needs of vehicles using less fuel-efficient lubricant technology, it can actually hold you back from gaining performance benefits for your entire fleet.

Chevron saves the day (and dollars) with Delo[®] 400 ZFA 10W-30

Delo 400 ZFA 10W-30 was developed and tested to meet the requirements of API FA-4 and significantly exceed industry limits.

With Delo 400 ZFA 10W-30, operations managers can strive to:

- Minimize cost per mile and improve fuel economy by up to 2%²
- Maximize uptime by extending oil drain interval, due to strong engine oil oxidation resistance
- Maximize equipment life by delivering durability in combustion chamber, bearings and valve train

We've got you covered

Chevron is taking the risk out of the switch with the Go Further Guarantee.

The Go Further Guarantee covers the use of Delo 400 ZFA 10W-30 in non-approved engines, in fleets that meet our Go Further Guarantee requirements.

We were able to underwrite this policy because we're confident in our millions of miles of real-world testing. By offering this Guarantee, we're removing any hesitation or risk in making the switch.



MINIMIZE COST PER MILE AND IMPROVE FUEL ECONOMY BY UP TO 2%²

1. HDT 2019 Fact Book.

2. Improved fuel economy compared to 15W-40 CK-4 motor oil.

The Go Further Guarantee is available to fleets specifically approved by Chevron and subject to the terms and conditions. The following is a summary of fleet composition to which the Guarantee applies.

Fleet comprised of trucks having at least 70% of their engines approved for using FA-4 lubricants. Such trucks may have:

- DTNA engines of model year 2010 and newer
- Cummins engines of model year 2017 and newer
- Navistar engines of model year 2017 and newer

Fleet is less than 30% composed of trucks whose engines are not approved to use FA-4 lubricants.” Covered non-approved trucks may have:

- Cummins engines of model years 2014 to 2017
- Navistar engines of model years 2014 to 2017
- PACCAR engines of model years 2014 to 2018
- Volvo/Mack engines of model years 2014 to present

Covered vehicles must be registered and driven only in the U.S. and Canada.

Note: Engines approved for using API FA-4 are covered by Delo Warranty Plus. (See www.chevronlubricants.com for details.)

See EXHIBITS C & D for the procedures for enrolling your fleet and for submitting a claim, respectively.



DELO® 400 ZFA 10W-30 GO FURTHER GUARANTEE AGREEMENT

This Delo® 400 ZFA 10W-30 Go Further Guarantee Agreement (“Agreement”) is by and between Chevron Products Company, a division of Chevron U.S.A. Inc. (“Chevron”) and the Specified Fleet, and is effective as of the date of the latest signature of the parties.

The parties agree as follows:

1. Definitions. For the purposes of this Agreement, the following definitions apply:
 - a. “Covered Vehicle Engine” is a diesel engine of the type used in Class 6–8 trucks and listed at EXHIBIT A for which the vehicle manufacturer does not recommend FA-4 lubricants.
 - b. “Party” or “Parties” when used in the singular shall mean either Chevron or the Specified Fleet as the context requires and when used in the plural shall mean both Chevron and the Specified Fleet.
 - c. “Qualifying Damage” means the cost of parts and labor to repair any direct damage to a Covered Vehicle Engine where such damage was caused directly by Specified Fleet’s use of Delo 400 ZFA 10W-30 in such Covered Vehicle Engine operated under designated conditions and maintained in accordance with the vehicle manufacturer’s drain recommendations; provided that Qualifying Damage shall not include:
 1. damage to engine or vehicle parts or components (i) not subject to protection by engine oils, (ii) due to conditions unrelated to the use of Delo 400 ZFA 10W-30, (iii) resulting from normal engine wear, or (iv) due to the use of any other product that may have affected the performance of Delo 400 ZFA 10W-30; provided further that Qualifying Damage; or
 2. loss of or damage to goods being transported by the vehicle with such Covered Engine Vehicle.
 - d. “Specified Fleet” means a fleet of trucks containing one or more engine types listed in EXHIBIT A, managed by a single entity having the fleet comprised of trucks having at least 70% of their engines approved for using FA-4 Lubricants (see EXHIBIT B). The fleet must also meet the requirements specified in Section 2 below.
 - e. “Coverage Period” for a Covered Vehicle Engine is that time period beginning when, after execution by Chevron and the Specified Fleet enter into a warranty agreement and continuing for a period of one year longer than the original equipment warranty for the Covered Vehicle Engine.
2. Specified Fleet represents and warrants to Chevron that all records, samples, documents and other information provided by Specified Fleet to Chevron in connection with Specified Fleet’s enrollment in and approval for the Go Further Guarantee program are true and correct in all respects. Specified Fleet acknowledges and agrees that Chevron is relying on such information in approving Specified Fleet for the Go Further Guarantee program.
3. Chevron’s indemnity obligations herein are subject to the following terms:
 - a. The Go Further Guarantee will only apply to that number of Covered Vehicle Engines in Specified Fleet at the time of enrollment (i.e., up to 30% of Specified Fleet), which will be specifically confirmed by Chevron during enrollment, and during 6-month fleet composition updates.
 - b. The warranty is applicable for a Covered Vehicle Engine for the Warranty Period so long as that truck is continuously using Chevron FA-4 lubricants. In the event that a fleet using Delo 400 ZFA 10W-30 changes to another supplier, Chevron will continue to honor its indemnification obligations under and in accordance with this Agreement for a period of three (3) months from the time the fleet notified Chevron of the change in suppliers. All other requirements of the warranty would need to be met by a Covered Vehicle Engine, including without limitation the requirement to be able to demonstrate that the Covered Vehicle Engine used only Chevron FA-4 Lubricants throughout the time ending three (3) months after the Specified Fleet gave notice (“Change Notice”) to Chevron of the change in suppliers.
 - c. Prior to the Warranty Period, a Covered Vehicle Engine must have records showing that it received regular maintenance including oil changes in accordance with the vehicle manufacturer’s recommendations, and such oil changes may have been with the type of oil recommended by the vehicle manufacturer. During the Warranty Period, the vehicle must continue to have oil changes and other maintenance services as required by the vehicle’s OEM, but the engine oil must be Delo 400 ZFA 10W-30. The one exception to this requirement is the allowed use of Delo 400 XLE 10W-30 (API CK-4) for top-up, when Delo 400 ZFA 10W-30 is not available.
 - d. **Chevron will only indemnify Qualifying Damage to the Covered Vehicle Engine (parts and labor only). No other warranty, either express or implied, in fact or by law, as to the description of any Chevron products, their quality, their merchantability, or their fitness for any particular purpose applies. Chevron will not be responsible or liable to Specified Fleet or any other person or entity for any special, consequential, incidental or indirect losses or damages arising from the use of Chevron products.**
 - e. Before submitting a claim for indemnification under this Agreement, Specified Fleet must have filed and pursued such claim under the warranty provided by the manufacturer of the Covered Vehicle Engine, and such manufacturer must have reasonably determined that the sole cause of the Qualifying Damage is the lubricant that was used. In cases where the manufacturer’s warranty has expired the finding will be made by Chevron.
 - f. All Covered Vehicle Engines must have been used in trucks operated only in the United States and/or Canada in on-road applications.



- g. Once every 6 months during the Coverage Period, specified Fleet must have provided an updated file containing information indicated in EXHIBIT C.
4. If Specified Fleet believes it has a claim for Qualifying Damage, Specified Fleet will send written notice of such claim to Chevron as soon as reasonably practicable after becoming aware of such claim. Subject to the terms and conditions of this Agreement, Chevron will indemnify Specified Fleet for any claim for Qualifying Damage to a Covered Vehicle Engine in Specified Fleet if the following conditions are met:
 - a. The vehicle with a claim for Qualifying Damage is owned by, and has been in the continuous possession of, Specified Fleet that was approved by Chevron and that entered into this Agreement.
 - b. Chevron shall be given access to alleged failed parts and records on any such claim, including the service history and other relevant documentation regarding the Covered Vehicle Engine on which the claim is being made and its operation.
 - c. Chevron's maximum cumulative payment hereunder with respect to any individual Covered Vehicle Engine will be \$30,000.
 - d. Chevron and Specified Fleet will cooperate on a system to record Covered Vehicle Engines and claims under the Chevron warranty. An outline of that system is attached as EXHIBITS C & D.
 - e. Chevron and Specified Fleet will establish a point person at each Party who will receive information on each claim.
 - f. The warranty claim is made within the time periods contemplated by Section 3(b).
5. Chevron may terminate this Agreement and the Go Further Guarantee program at any time with written notice given 30 days in advance of the termination. Subject to the terms of this Agreement, Chevron's obligations hereunder with respect to all claim of Qualifying Damage outstanding as of the date of termination will survive termination of this Agreement until resolved in accordance with the terms hereof. Chevron will not have any obligations hereunder with respect to any claims submitted after the date of termination.
6. Any notice which under the terms of this Agreement must or may be given by a Party shall be in writing and shall be delivered personally, or sent by express delivery service, certified mail, return receipt requested, or other form of receipted delivery, addressed to the respective Parties as follows:

If to Chevron:

Chevron Lubricants
 6001 Bollinger Canyon Road
 San Ramon, CA 94583

Attn: NA Commercial Sector Manager

If to Specified Fleet:

Attn: _____

or to such other address as a Party shall designate by proper notice. Notices shall be effective upon receipt.

7. Specified Fleet may not assign or otherwise transfer this Agreement or any rights hereunder without the prior written consent of Chevron.
8. If any provision of this Agreement shall be held invalid or unenforceable, such provision shall be deemed deleted from this Agreement and replaced by a valid and enforceable provision which so far as possible achieves the same economic and other benefits for the Parties as the severed provision was intended to achieve, and the remaining provisions of this Agreement shall continue in full force and effect.
9. Failure of a Party to insist on performance of any term or condition of this Agreement or to exercise any right or privilege hereunder shall not be construed as a waiver of such term, condition, right or privilege in the future.
10. This Agreement shall be governed and construed and enforced in accordance with the law of New York, without regard to its principles of conflict of laws.
11. The terms contained in this Agreement constitute the entire agreement between the Parties with respect to the subject matter hereof, superseding all prior understandings and communications, oral or written. This Agreement may not be modified except by a writing signed by both Parties.
12. This Agreement shall be in effect for a period of 2 years unless otherwise contemplated by this Agreement.
13. All Parties agree to comply with all laws, regulations, orders and requirements of all competent authorities relating to the performance of this Agreement. All Parties represent that they shall not make any improper payments of money or anything of value to a government official (whether appointed, elected or honorary, or a career government employee) in connection with this Agreement, nor shall they make improper payments to a third party knowing or suspecting that the third party will give the payment, or a portion of it, to a government official.

IN WITNESS WHEREOF, the Parties have caused their duly authorized representatives to execute this Agreement on the dates indicated below but effective as of the date first written above.

Specified Fleet

Signature: _____
 Name: _____
 Title: _____
 Date: _____

**Chevron Products Company
 A division of Chevron U.S.A. Inc.**

Signature: _____
 Name: _____
 Title: _____
 Date: _____



EXHIBIT A

GO FURTHER GUARANTEE COVERED VEHICLE ENGINES

Fleet comprised of trucks having up to 30% of their engines not approved for using FA-4 Lubricants.

Covered non-approved trucks may have:

MAKE/MODEL	2014-2016	2017-
CUMMINS		
ISX 15 (EPA 13)	•	
ISX 12 (EPA 13)	•	
VOLVO/MACK		
D16 (EPA 13)	•	
D13 (GHG 17)		•
D13 (EPA 13)	•	
D11 (GHG 17)		•
D11 (EPA 13)	•	
MP10 (EPA 13)	•	
MP8 (EPA 13)	•	
MP8 (GHG 17)		•
MP7 (EPA 13)	•	
MP7 (GHG 17)		•
PACCAR		
MX 13 (EPA 13)	•	
MX 13 (GHG 17)		•*
MX 11 (EPA 13)	•	
MX 11 (GHG 17)		•*

*2017 & 2018 only



EXHIBIT B

ENGINES OEMS APPROVED TO USE API FA-4 LUBRICANTS

For a fleet to qualify for the Go Further Guarantee, it must be comprised of trucks having 70% or more of their engines approved for using FA-4 lubricants. Engines approved to use API FA-4 include:

MAKE/MODEL	2010–	2017–
CUMMINS		
X15 (GHG 17)		•
DETROIT (DAIMLER TRUCKS NORTH AMERICA)		
DD16 (EPA 10)	•	
DD16 (GHG 17)		•
DD15 (EPA 10)	•	
DD15 (GHG 17)		•
DD13 (EPA 10)	•	
DD13 (GHG 17)		•
DD11 (EPA 10)	•	
DD11 (GHG 17)		•
DD8 (GHG 17)		•
DD5 (GHG 17)		•
NAVISTAR		
International A26 (GHG 17)		•

EXHIBIT C

ENROLLMENT AND REQUIREMENTS FOR CONTINUED GO FURTHER GUARANTEE COVERAGE

1. If Specified Fleet seeks indemnification under this Agreement for a Covered Vehicle Engine, the following information will be made available to Chevron, upon initial application for enrollment and every 6 months thereafter:

a. Customer Information:

- i. Name of the Specified Fleet,
- ii. Specified Fleet address/location, and
- iii. Name and email of representative authorized to enroll fleet.

b. Information on the Covered Vehicle Engine:

- i. VIN of the vehicle with the Covered Vehicle Engine, and
- ii. Model and year of the Covered Vehicle Engine.

2. If Specified Fleet meets requirements of the Go Further Guarantee, a record number will be assigned and a DocuSign link sent to Specified Fleet, for signature.



EXHIBIT D

OUTLINE OF I GO FURTHER GUARANTEE CLAIM PROCESS

1. If an engine failure occurs;
 - b. And the engine is under warranty, the Specified Fleet must submit a claim to the engine manufacturer of the failed engine. If warranty is denied by the engine manufacturer due to API FA-4 lubricant use then the Specified Fleet must submit a claim to Chevron for the Covered Vehicle Engine, along with a copy of the engine manufacturer rejection letter.
 - c. And the engine is not under warranty, the Specified Fleet must submit a claim to Chevron, and make parts available for inspection.
2. Whether under warranty or no, the Specified Fleet must submit proof the Covered Vehicle Engine was used under normal operating conditions and maintained according to manufacturer's recommendations, including regular oil changes using only Delo 400 ZFA 10W-30.
3. The Specified Fleet must submit to Chevron a copy of warranty repair invoices.

