

# TDL



## LOCATION

Tankersley, South Yorkshire, UK

## BUSINESS SECTOR

Distribution of heavy construction vehicles

## SIZE

£500M turnover

## VEHICLES

Terex TR100, TR70 and Cummins KTA400 Rigid and Articulated Dump

## 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 EDI Lube Oil Purifier (EDI) reduced operating overheads by extending oil drain intervals from 500 to 2,000 hours.
2. By fitting an EDI System to several types of rigid and articulated dump trucks, TDL can show a unique technical advantage to existing and prospective customers.

*“ EDI 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



MarShip UK's EDI System



# FINANCIAL GOOD SENSE

## LIVING WITHOUT EDI

	Year 1	Year 2	Year 3	Year 4	Year 5
<u>Services Costs</u>					
Oil	£224	£224	£224	£224	£224
Full-Flow Filters	£60	£60	£60	£60	£60
Labour	£200	£200	£200	£200	£200
Oil Analysis	£10	£10	£10	£10	£10
Total cost per service	£494	£494	£494	£494	£494
Annual Services	12	12	12	12	12
<b>Annual Spend</b>	<b>£5,928</b>	<b>£5,928</b>	<b>£5,928</b>	<b>£5,928</b>	<b>£5,928</b>
Total 5 year spend	£29,640				

## SAVING WITH EDI

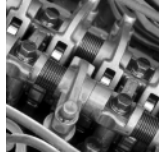
	Year 1	Year 2	Year 3	Year 4	Year 5
<u>Services Costs</u>					
Oil	£238	£238	£238	£238	£238
Full-Flow Filters	£60	£60	£60	£60	£60
Labour	£204	£204	£204	£204	£204
Oil Analysis	£10	£10	£10	£10	£10
EDI Elements	£95	£95	£95	£95	£95
Total cost per service	£607	£607	£607	£607	£607
Annual Services	3	3	3	3	3
EDI (incl. Installation)	£1,050				
Annual Cost	£2,871	£1,821	£1,821	£1,821	£1,821

**ANNUAL SAVINGS WITH EDI INSTALLED £4,107 per engine**

resulting in a 5 year saving £19,482 - 66%

These statistics exclude additional savings from:

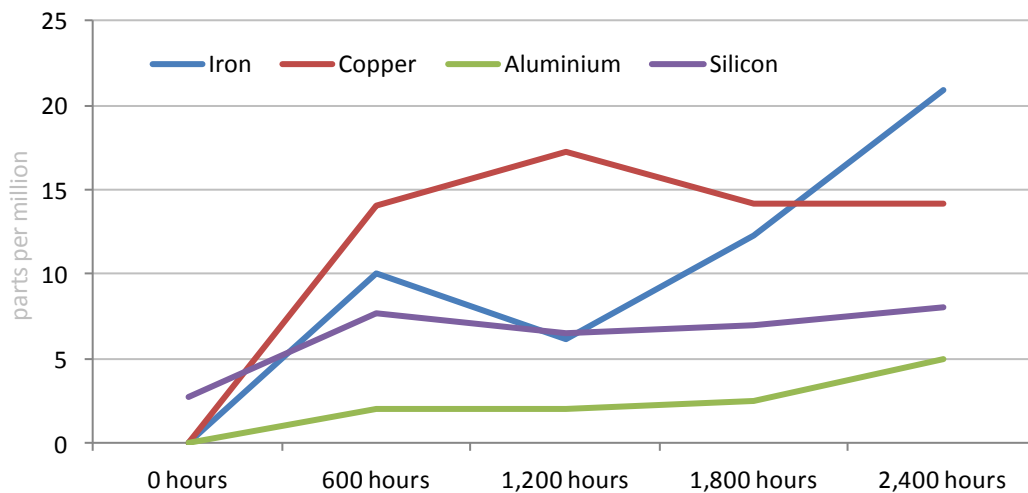
- Productivity enhancements available from fewer service stops
- Reduced oil disposal costs



# TECHNICAL GOOD SENSE

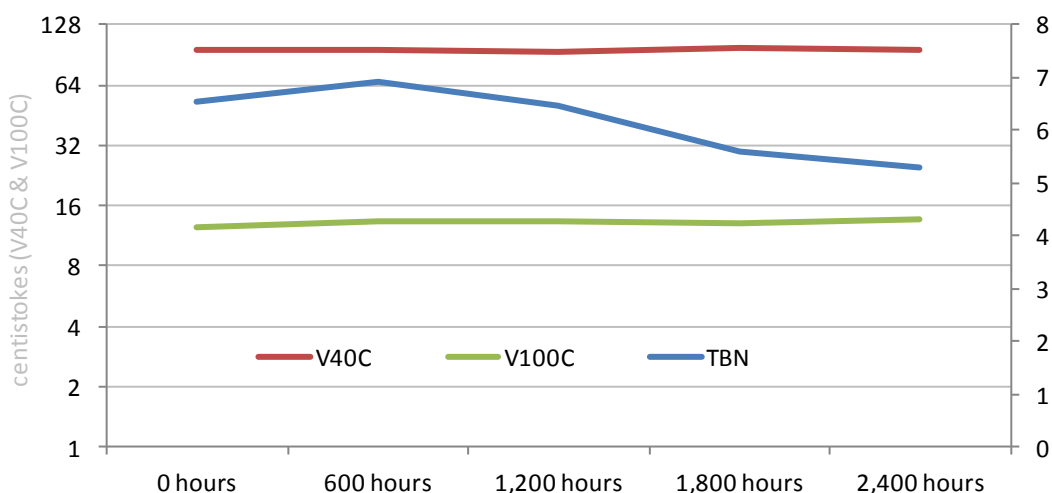
## REMOVING WEAR METALS

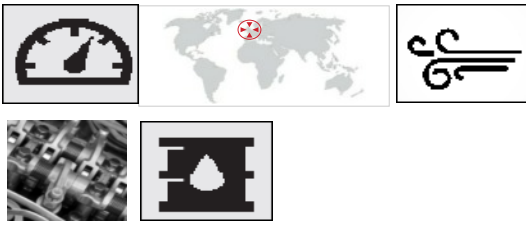
Even after 2,000+ hours (four times the normal oil-change service interval), the EDI unit keeps wear metal levels far below the norm, improving the oil's ability to lubricate engine parts. The EDI's protein-rich 1µm cotton element removes the particles that combine to cause engine problems.



## 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 EDI 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 EDI 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 programme saw an EDI 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 EDI 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 the EDI. 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, EDI 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.

## ABOUT MARSHIP UK

MarShip UK's oil products can help extend the life of engine and transmission oils and hydraulic fluids by removing harmful contaminants and by monitoring and analysing contamination levels and properties. MarShip UK's specialist team has extensive knowledge of all forms of engine and industrial filtration together with fuel cleaning and fuel polishing.

**£19,482**

**5-year service saving for each  
TR100 dump truck**

[www.marship.eu/  
reduceyouoilspend](http://www.marship.eu/reduceyouoilspend)

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