



# Castrol<sup>®</sup> ePODS<sup>™</sup>

**eFFICIENT PREMIUM OIL DISPENSING SYSTEM**

*Our newest game-changing innovation...*



# Castrol® ePODS™



MAXIMUM OIL USAGE



EFFICIENT INVENTORY  
MANAGEMENT



PREMIUM LOOK FOR A  
PROFESSIONAL SHOP



# Castrol® ePODS™ terms



← Castrol ePODS bottle



← Castrol ePODS dispenser



← Castrol ePODS pitcher

**Castrol ePODS = a fully assembled unit**



# Repair Shop pain points...



**SKU proliferation** due to OEM specifications & recommendations

Carrying slow/medium products in bulky drums or inefficient case goods **challenges inventory management and clutters shop**

Current oil dispensing methods are overly involved and invite **cross contamination** and **inaccuracy in pouring**

Waste of residual oil **erodes profitability**



**... LED TO THE DEVELOPMENT OF Castrol® ePODS™**



# Existing packs are bulky & inefficient



**Bulk/Drums**  
Min. 55 gal.



**PRO** ✓ Low cost/gal

- CON**
- ✓ Large footprint
  - ✓ Carry large amounts of inventory in one visc-grade
  - ✓ Higher required investment per visc-grade

**Quarts/Jugs**  
1/5 quarts



✓ Able to manage inventory by carrying a wide assortment

- ✓ Higher cost/gal vs. larger packs
- ✓ Slow pour rate per oil change
- ✓ For faster moving SKUs, need to carry more bottles

**E-packs**  
6 gallons



✓ Variety of visc-grades in 6 gallon packs

- ✓ Requires pitcher and funnel
- ✓ Oil trapped in bag results in less than 100% usage
- ✓ Unstable packaging



# Benefits of Castrol® ePODS™



**4-VISC GRADE ASSORTMENT  
ON ONE DRUM FOOTPRINT**

**2X FASTER FLOW RATE  
vs. EPACKS**

**ZERO CROSS CONTAMINATION  
ONE PITCHER PER GRADE**

**SIMPLIFIED INVENTORY  
MANAGEMENT & CONTROLS**



# Castrol® ePODS™ enhances shop



- Shop carries **right assortment of oils in the right pack type** to address specific market needs
- **Fully branded unit** guarantees premium look
- Facilitate the **best service** to your customer
  - **No cross contamination** in oil changes
  - **Adds efficiency to the shop**
  - **Faster oil change times**



***Builds additional trust with your customers***



# Castrol® ePODS™ are recyclable



**EMPTY bottle and carton can be recycled through existing recycling streams\***

\*Please be sure to comply with all state and local recycling rules and regulations, including ensuring that the bottles are empty





# Castrol® ePODS™ financial benefits



## Maximize oil use vs. other pack types

Eliminates waste of ~\$300 of residual oil from drums and Epacks

## Replaces higher cost case goods

Displacing 50%-75% of case goods with Castrol ePODS lowers cost of goods by \$2,000-\$3,000

## Lowers inventory carrying costs, which frees up cash

- Replacing 4 drums with one Castrol ePODS (4-visc grades) frees up ~ \$2,600 in inventory costs
- 4 drums tie up 8.7x more investment in inventory cost

**Castrol ePODS can generate up to \$3,300 in annual savings for shops & frees up ~\$2,600 from inventory cost to reinvest in the business**

Note: The calculations are based on a shop who sells 3K gallons of oil with a mix of 50% of volume in bulk, 25% in drums, 15% in case goods and 10% in Epacks. The calculations are modeled based on assumed pricing. The numbers are purely illustrative. Actual results will vary on the specific installer location and price for oil



# Castrol® ePODS™ viscosity grades



0W-20  
5W-20  
5W-30  
10W-30\*

0W-20  
5W-20  
5W-30

0W-16  
0W-20  
5W-20  
5W-30  
0W-40  
5W-40

5W-20  
5W-30  
10W-30

0W-20  
5W-20  
5W-30

*NOTE: Please always consult the most current SKU/price list for full product line availability.*

\* 10W-30 is GTX





THANK YOU





# APPENDIX



# Castrol® ePODS™ shipping details



## Castrol ePODS ships in 3 Boxes:

- **BOX 1:** (1) Base, Pole, Instructions, Labels, & Hardware
- **BOX 2:** (1) Oil Dispenser
- **BOX 3:** (4) Pitchers

### Assembled Specs:

- Base: 26"W x 69"H
- Dispenser: 23.48" x 23.48"
- Approx. 50 lbs. (excludes oil)



# Castrol® ePODS™ bottle



EACH OIL BOTTLE IS  
5 GALLONS (20 QUARTS)

QUICK INSTALLATION

EASY TO TRACK  
FOR INVENTORY



## Dimensions & Weight:

- Bottle: 8.5" x 11.5" x 25.5"
- Bottle Box: 12.3" x 9.3" x 25.6"
- Approx. 40 lbs. each



# Castrol® ePODS™ accessories\*



## Flexible Tube for pitcher(s)

- Longer/flexible tube makes it easier to reach all engine oil filler holes
- Prevents residual oil from dripping
- EASY installation – visit: [www.MyCastrolePODS.com/flextube](http://www.MyCastrolePODS.com/flextube)



## Absorbent Drip Tray Pad/Liner

- Custom fitted for Drip Tray
- Makes residual oil clean-up quicker
- Sold in a package of 10  
(10-week supply for a typical shop)



\* Available for purchase through your Castrol distributor



# Castrol® ePODS™ financial benefits



## Scenario: Shop sells 3,000 gallons/year\*

- **Lack of full use of oil wastes ~\$300 in oil**
  - Oil residue in drums can waste up to ~\$250-\$270 of oil
  - Oil wasted in Epacks is worth an additional \$30
- **Displacement of 50%-75% case goods can generate a savings of up to ~\$2,000- \$3,000**

	Volume (qts)	50% of volume	75% of volume	Cost per qt	Cost of goods (50% displacement)	Cost of goods (75% displacement)
ePODS	1,800	900	1,350	\$4.33	\$3,897	\$5,846
Case Goods	1,800	900	1,350	\$6.50	\$5,850	\$8,775
<b>Savings</b>					<b>\$1,953</b>	<b>\$2,930</b>

Note: The calculations are based on a shop who sells 3K gallons of oil with a mix of 50% of volume in bulk, 25% in drums, 15% in case goods and 10% in Epacks. The calculations are purely illustrative to explain the benefits of ePODS.  
**Actual results will vary based the actual scenario per location and price assumed**  
 Drum waste assumption is estimated based on literature that residue in drums is up to 3%.





# Castrol® ePODS™ financial benefits



**Scenario: Shop sells 3,000 gallons/year\***

- Carrying 4- viscosity grades in Castrol ePODS vs 4- drums in the same viscosity grades reduces inventory carrying costs by ~\$2,600

	<b>Cost per gallon</b>	<b>Cost of inventory</b>
Castrol ePODS (4 vis-grades)	\$17.30	\$346
4 drums	\$13.75	\$3,025

- With drums, a shop will need to tie up 8.7x more capital in inventory than with Castrol ePODS at any given point in time

Note: The calculations are based on a shop who sells 3K gallons of oil with a mix of 50% of volume in bulk, 25% in drums, 15% in case goods and 10% in Epacks. The calculations are purely illustrative to explain the benefits of ePODS. Actual results will vary based the actual scenario per location and price assumed

