

# Castrol<sup>®</sup> ePODS<sup>™</sup> efficient premium oil dispensing system

Our newest game-changing innovation...









## MAXIMUM OIL USAGE

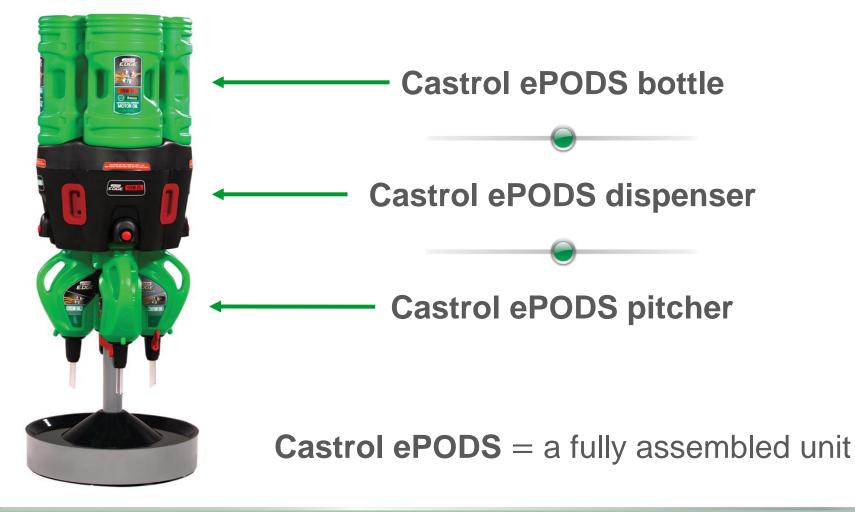
## EFFICIENT INVENTORY MANAGEMENT

## PREMIUM LOOK FOR A PROFESSIONAL SHOP



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







## **Repair Shop pain points...**

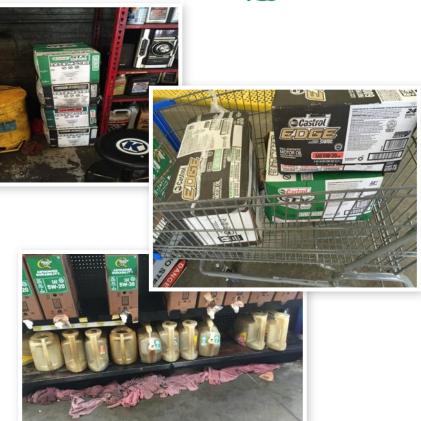


**SKU proliferation** due to OEM specifications & recommendations

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<sup>®</sup> ePODS™



## Existing packs are bulky & inefficient



Bulk/Drums Min. 55 gal.



- PRO ✓ Low cost/gal
  - ✓ Large footprint
- CON Ca
- 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<sup>®</sup> ePODS™**







### 2X FASTER FLOW RATE vs. EPACKS

### ZERO CROSS CONTAMINATION ONE PITCHER PER GRADE

### SIMPLIFIED INVENTORY MANAGEMENT & CONTROLS



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





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





## <u>EMPTY</u> 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<sup>®</sup> ePODS<sup>™</sup> financial benefits



Maximize oil use vs. other pack types

Replaces higher cost case goods

Lowers inventory carrying costs, which frees up cash

Eliminates waste of ~\$300 of residual oil from drums and Epacks Displacing 50%-75% of case goods with Castrol ePODS lowers cost of goods by \$2,000-\$3,000  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<sup>®</sup> ePODS<sup>™</sup> viscosity grades





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



\* 10W-30 is GTX



# **THANK YOU**

The tobe



(2)



# **APPENDIX**



# **Castrol<sup>®</sup> ePODS<sup>™</sup> 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<sup>®</sup> ePODS<sup>™</sup> 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<sup>®</sup> ePODS**<sup>™</sup> 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: <u>www.MyCastrolePODS.com/flextube</u>



### **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<sup>®</sup> ePODS<sup>™</sup> 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
Savings					\$1,953	\$2,930

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<sup>®</sup> ePODS<sup>™</sup> 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

	Cost per gallon	Cost of inventory
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** 

