



The problem of oil wastage dealerships

At franchised dealerships, oil has a habit of disappearing without trace. Oil 'wastage' typically means oil that is taken into a dealership, but not charged out. The oil could be spilled, lost through leakage, mischarged, stolen, used in demonstrations or transferred between departments without being recorded. Research conducted by Castrol found that failure to keep a grip on oil waste costs franchised networks around 60 million euros per year, which equates to a loss of 11% in motor oil profit.

Addressing the issue

Castrol conducted an internal project to evaluate options for upgrading their existing fluid management system in order to improve the monitoring of daily oil usage and reduce wastage. The main focus was on finding a wireless system that offered stable signalling, simple installation, straightforward end user control, Dealer Management System (DMS) connectivity and market competitiveness.

Complete control of fluid inventory

Graco presented its Matrix Total Fluid Management System, which provides automated tracking and monitoring as well as state of the art dispensing for complete control of a facility's fluid inventory. It consists of management software, a transceiver, a Matrix meter, pump air control and a tank level monitor. Together, these components communicate with one other wirelessly through an RF signal in order to collect data from fluid dispensers, bulk oil levels, waste tanks, and much more.

Installed in over 300 workshops

Graco and Castrol conducted a five-month pilot project with Matrix. Castrol was impressed with the capabilities of Matrix, and the system was endorsed as a premium product suitable to support the Castrol Lubricants business. It was rolled out in Castrol workshops across the UK and Ireland; over 300 Matrix systems have been installed to date. The Matrix system can be retrofitted in a dealership oil storage tank without the need to cut pipes and with relatively little disruption to business in an aftersales department.

Increased profitability and reduced wastage

Matrix is helping Castrol dealers monitor day-to-day oil usage, reduce oil wastage and improve oil profitability. Dealerships that have installed the Matrix fluid management system have recorded a rise in oil profits of up to 22%.

REFERENCE

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Industry market sector

Oil lubricants

CONFIGURATION

An average installation incorporates 4-6 Matrix meters per site, with most installations using a single transceiver.

The most common software platform is Premier (approximately 75%).

Installations normally take about 3-4 hours by a single installation technician. This is significantly shorter than competitive wired systems, which generally take two technicians up to two days to install.

All installations to date are for car workshops (except one for a truck workshop).

APPLICATION

Fluid management in car and truck workshops.

Typical properties

- Wireless transmission and reception of meter and tank level information for easy tracking of a facility's entire activities.
- Customisation with three product platforms (Basic, Professional, Premier) to fit any facility size.
- Multi-level security to protect assets.
- Precise measurement and control of fluids ensures profits and eliminates out-of-stock issues for critical inventory.
- CDK Global (formally ADP), Procede Software, and Reynolds & Reynolds interfaces guarantee secure, reliable, data transfer between the Matrix database and the DMS.

GRACO Equipment

Graco Matrix

