

GII OIL DIALYSIS SALES & TRIALING PROCESS



Gii Oil Dialysis Systems

STEP 1

INITIAL CONSULTATION (Face to face or Webex Meeting)

Discuss Trial Goals and Do Presentation If Necessary

COMPLETE: OIL DIALYSIS TRIAL SPEC SHEET

ESTABLISH IF CONDITIONED BASED OIL ANALYSIS IS PRESENT

Y / N

OIL ANALYSIS PROVIDER

COST PER ANALYSIS

ATTAIN COPIES OF OIL ANALYSIS REPORT

If an adequate Oil Analysis Provider is not present then we can provide them with the best we have seen through our normal vetting process. Contact Marc Pinkerton marc.pinkerton@fluidlife.com

If unsure of the validity of Oil Analysis Provider then also contact Marc.

NOTES:

STEP 2

FLEET SIZE

VEHICLE TYPES

HYDRAULICS

Y / N

DOES CUSTOMER WANT TO EXTEND OIL LIFE (SAFELY)

Y / N

ANNUAL SPEND ON OIL (Materials)

ANNUAL LABOUR BURDEN W/OIL CHANGES

TOTAL:

NOTES:

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STEP 3

TRIAL VEHICLE SELECTION – *SELECT 2 to 4 Vehicles that are near due for Oil Change but are definetly in a safe operating capacity and no chance of implication due to Oil Contamination. USE TRIAL SPEC SHEET*

TRIAL QUOTE TO CUSTOMER

CUSTOMER COST SAVINGS ANALYSIS TO CUSTOMER

PURCHASE ORDER TO HEAD OFFICE (ATTENTION: David Watson dwatson@giigroup.ca)

STEP 4

ATTAIN PAST OIL ANALYSIS on VEHICLES if Available

INITIAL OIL ANALYSIS ON TRIAL VEHICLES **BEFORE** OIL DIALYSIS SYSTEM INSTALLATION

GII OIL DIALYSIS SYSTEM INSTALLATION

OIL ANALYSIS TELLS THE STORY....

2nd OIL ANALYSIS

3rd OIL ANALYSIS OPTIONAL

Note: Oil has returned from a poor state to much cleaner than new after 6 hours of engine circulation

STEP 5

ORDER, SHIP, START Oil Dialysis Trial