



# LUBRICANT DEALER GUIDE



**VALTRA**



*Challenger*

**FENDT**

# INTRODUCTION



**The new South African AGCO Parts Lubricants Programme strengthens the after-sales offering for customers. It's the genuine choice for those with global brands such as Massey Ferguson, Valtra, Fendt, and Challenger.**

Using the right lubricant for your engine ensures optimal performance, component protection, and reduced operating costs. We know the needs of every machine across our brand family – that's why we recommend AGCO Lubricants for guaranteed performance. To differentiate ourselves from other branded oils in the market, our lubricants are only available to the AGCO network.

Shell's commitment to quality, technology, and safety make them the perfect partner in developing, manufacturing and supplying AGCO genuine oil products to our exact specifications.

This guide provides all the information needed to place orders and receive deliveries within South Africa.





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# Products & portfolio

# PRODUCT OVERVIEW



## AGCO PARTS LUBRICANTS

### PREMIUM PERFORMANCE FOR ULTIMATE PROTECTION.

AGCO Parts Lubricants have been specially formulated to provide a full-fleet solution, perfect for the most severe demands and extreme operating temperatures.

Agriculture equipment spends most time running at peak RPM, delivering maximum available power 90% of the time when working and pulling heavy loads. AGCO Parts Lubricants are designed to promote maximum performance and minimise the risk of equipment failure.



## AGCO PARTS ENGINE OIL 15W-40 (CI-4)

Oil specifically designed for less regulated engines (Tier 0-Tier 3) and older pre-restriction engines with turbo or naturally aspirating, includes either mechanical or electronic fuel injection systems. AGCO Parts Engine Oil 15W-40 is suitable for most heavy-duty diesel engines. An ideal choice for mixed fleet diesel engine applications. **Recommendations: API CI-4, CH-4, CG-4, CF. ACEA E7, E5, E3.**



## AGCO PARTS PREMIUM ENGINE OIL 15W-40 (CK-4)

This product is engineered for modern-day regulated engines with EGR systems (Tier 2-Tier 4i/Final). AGCO Parts Premium Engine Oil 15W-40 contains special additives to prevent the accumulation of harmful acids and deposits. The "Low SAPS" technology provides maximum protection when using low sulphur diesel fuels. **Recommendations: API CK-4, CI-4+, CI-4, CH-4, CG-4, CF. ACEA E9, E7. JASO DH-2**



## AGCO PARTS PREMIUM EXTRA ENGINE OIL 10W-40 (CJ-4)

Our most advanced engine oil with superior additive technology using a low ash formulation. AGCO Parts Premium Extra Engine Oil 10W-40 is particularly suited for use in modern low-emission engines and meets the requirements of most OEMs for Tier/Euro 4, 5, 6 engines. Additives support low sulphur fuels such as EN590 & B5 and help control the blockage or contamination of EGR and after treatment (AD Blue) systems. **Recommendations: API CJ4, CI-4, CG-4, CF-4. ACEA E9. Caterpillar ECF-3. Cummins CES 20081. Deutz DQC IV-10 LA. MAN 3477, 3271-1. MB228.51.**



## AGCO PARTS TRANSMISSION OIL 10W-30 AND PREMIUM TRANSMISSION OIL 15W-40

The high-tech gear oil for the latest gear technology, specially developed for use in Massey Ferguson gears.

**Recommendations: API GL-4, API CF-4/SF, API GL-4, Massey Ferguson M 1143, 1145, Valtra B2-08**

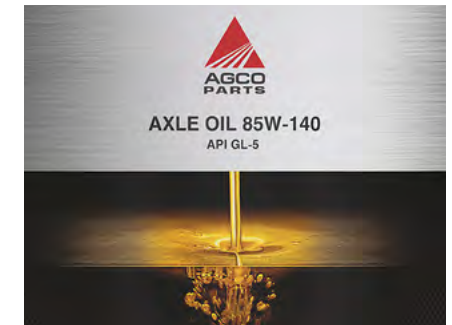
**Recommendations: Massey Ferguson M 1145, M 1145, M 1139**



## AGCO PARTS AXLE OIL LS 85W-90

For highly stressed, hypoid gearboxes. For use in axle drives, front axles with multi-disc limited-slip differentials, and hub drives.

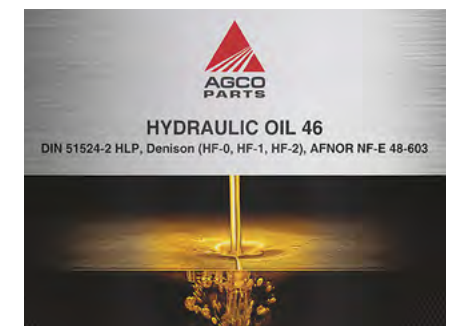
**Recommendations: API GL-5**



## AGCO PARTS HYDRAULIC OIL 46

High-performance, multi-grade hydraulic oil for the toughest conditions. This oil flows excellently at low temperatures and exhibits brilliant hydraulic performance when the temperatures are high. This means efficient hydraulics, even when your oil is heavily used.

**Recommendations: DIN 51524-2 HLP, Denison (HF-0, HF-1, HF-2), AFNOR NF-E 48-603**





# Products & portfolio

# PRODUCT RANGE



The table below provides an overview of the available AGCO Lubricant products and pack sizes:

AGCO PART NUMBER	SHELL PART NUMBER	MATERIAL DESCRIPTION	PACK SIZE
FX991604335	550058805	AGCO Parts Transmission Oil 10W-30	209L
FX991604334	550058804	AGCO Parts Transmission Oil 10W-30	20L
FX991604330	550058806	AGCO Parts Premium Transmission Oil 15W-40	20L
FX991604331	550058807	AGCO Parts Premium Transmission Oil 15W-40	209L
FX991604311	550058801	AGCO Parts Engine Oil 15W-40	20L
FX991604317	550058800	AGCO Parts Premium Engine Oil 15W-40	209L
FX991604316	550058749	AGCO Parts Premium Engine Oil 15W-40	20L
FX991604320	550058748	AGCO Parts Premium Extra Engine Oil 10W-40	20L
FX991604327	550058809	AGCO Parts Hydraulic Oil 46	209L
FX991604326	550058808	AGCO Parts Hydraulic Oil 46	20L
FX991604305	550058803	AGCO Parts Axle Oil 85W-140 (GL-5)	20L
FX991604308	550058811	AGCO Parts Axle Oil LS 85W-90	20L
FX991604324	550058802	AGCO Parts Premium EP Grease	18KG
FX991604310	550063481	AGCO Parts Engine Oil 15W-40 (CI-4)	5Lt
FX991604315	550063480	AGCO Parts Premium Engine Oil 15W-40 (CK-4)	5Lt
FX991604329	550063483	AGCO Parts Premium Transmission Oil 15W-40	5Lt
FX991604333	550063482	AGCO Parts Transmission Oil 10W-30	5Lt

Placing orders

# PLANNING YOUR ORDER



## MINIMUM ORDERS QUANTITY (MOQ)\*

Orders are subject to a minimum quantity of 200 litres in total. The order can be made up of a mix of packed products carton, pail or drum. If an order is below 200 litres in total, a surcharge of R995-00 will apply.

## SMALL ORDER QUANTITY (SOQ)

To help us manage deliveries, a charge of R995-00 applies to every order.

## DELIVERY LEAD TIME

Stocked products: Local Dealerships - Day of order plus 5 working days.

Outer laying Dealerships - Day of order plus 7 working days.

Please contact your AGCO Business Manager to confirm if your location is Local or Outer laying Region. Deliveries subject to Cut off times

## URGENT ORDERS

If you require delivery before the standard delivery time, please contact the Customer Service Centre. A representative will review your requirements and set a delivery date and time. Deliveries are dependent on product availability and delivery capacity. If we are able to fulfill your rush order request, a surcharge of R995-00 per order applies.

\* Minimum order quantity is not applicable for self-pick-up customers





# Receiving deliveries

# DELIVERY



**A delivery note is attached to every delivery stating the product/s material numbers and delivery destination.**

- The customer must sign for every delivery following inspection (see page 14)
- The recipient name must be legibly printed below the signature.
- If you need to change a delivery quantity, note the changed quantity on your copy.

## **DEALER RESPONSIBILITY**

- Ensuring that the appropriate facilities are available for the offloading and loading of products on pallets.

- Storing and handling the pallets safely, without using them for any purpose other than the storage of products supplied by Shell.
- Notifying the AGCO Business Manager when the pallets are ready for collection and ensuring they are empty and safe to handle. The AGCO Business Manager will contact dealers the day before order delivery to arrange pallet returns on the delivery vehicle.

**Please note:** Shell reserves the right to invoice AGCO for the costs to supplier of replacing lost or damaged containers or pallets.

## Receiving deliveries

# PRODUCT INSPECTION ON DELIVERY



**For packed products, the dealer should inspect the products on delivery to verify quantity and check for packaging damage.**

The dealer will be required to sign a delivery note indicating that the products have been inspected and that they accept the products as described on the delivery note. In cases where the products could not reasonably be inspected at delivery, the dealer will have 2 working days from the date of delivery to inspect the products and notify the AGCO Business Dealer of any fault and submit a return request.

In the event that the dealer fails to notify the AGCO Business Dealer of any discrepancies on the delivery note, the delivery note will be deemed correct and the products in compliance with this agreement - unless the dealer can prove that either the discrepancies in question could not

have been discovered during the initial inspection, or that the supplier has acted wilfully, recklessly or with gross negligence in connection with the delivery of the products.

Due to the risk of contamination, Shell usually don't accept returns.



# Receiving deliveries

# ORDER RETURNS

(APPLICABLE FOR PACKED PRODUCTS ONLY)



**Only packed products that are unopened and in good condition may be returned within 2 days of the original delivery date, subject to review and approval by Shell staff.**

Please contact the Customer Service Centre to arrange for pick up. A surcharge of R995-00/ order will be added to your invoice.

## UNLOADED PRODUCTS

Unloaded products cause considerable knock-on delays for other customers.

For packed products, any amount not delivered is defined as Left on Board.

A surcharge of R995-95 will apply to any order with Left on Board. This policy is designed to ensure compliance with the Shell Health, Safety, Security and Environment (HSSE) requirements and to meet our lead time promises to all customers.







# Receiving deliveries

# DELIVERY SURCHARGES



## SMALL ORDERS\*/\*\*

Packed: less than 200 litres: R995-00/order

## URGENT ORDERS\*\*/\*\*

When delivery is required earlier than our standard delivery lead time: R995-99/order

## RETURNED ORDER (FULL/PARTIAL)

Applicable for packed products only: R995-00/order

## LEFT ON BOARD

If less than the full order quantity is accepted (not due to product quality issue): R995-95/order

\* Minimum order quantity is not applicable for self-pick-up customers

\*\* Small order surcharge not applicable for rush orders

\*\*\* Subject to product and logistics availability



# General information

# SUSTAINABILITY



**AGCO believes it is a human right to have access to food.**

Our purpose is more than just supplying the best, most innovative parts lubricants to agricultural markets worldwide. We have a larger role to fulfill. Our industry is vital to every life on earth and every future generation. In this rapidly changing world of climate extremes and burgeoning population, AGCO serves the farmers of today

and shapes the agriculture of tomorrow - fostering sustainable agriculture that helps feed the growing population.

We use the UN's 2030 Sustainable Development Goals (SDGs) for guidance, focusing on the SDGs that are most relevant to our business, within our ability to influence, and those we can help achieve.

These include the following:





# Health, safety and environment advice

# DELIVERY SITE



**To protect your staff and the environment, please ensure that your delivery site is compliant with the latest oil storage regulations and that there is adequate, safe and unobstructed access to all delivery points.**

## **LUBRICANT HANDLING AND STORAGE**

Ideally, lubricants should be stored covered at a reasonably constant temperature. If there is insufficient space for drums to be stored on horizontal stillage, they may be vertically stacked on pallets or stored on horizontal or sloping racks. The 'first-in, first-out' principle should be followed to avoid old stock accumulating. Incorrect manual drum handling can result in accidents, especially the dropping of drums when unloading or moving. The impact can

burst the drum seams, causing leakage or content contamination.

## **SAFETY DATA SHEET (SDS)**

Safety data sheets for AGCO Parts Lubricants are available via OneAGCO Parts Documents.

