FROM INCREASING EQUIPMENT AVAILABILITY TO BUILDING OUR FUTURE

TOGETHER IT’S POSSIBLE

SHELL LUBRICANTS
TOGETHER ANYTHING IS POSSIBLE
Lubricants can play a surprisingly large part in helping to reduce the cost of maintaining equipment and increasing its productivity.

Working with construction industry customers for decades has helped Shell Lubricants to understand your challenges. Even in regions where demand for construction work continues to grow, projects are becoming increasingly competitive and companies are feeling the pressure of tighter deadlines, longer payment terms and smaller margins.

Many customers are extending equipment lives beyond warranty periods. Those investing in new equipment are looking for technology that offers cost-saving potential, such as telemetry systems that can help to identify problems before they result in breakdowns.

**Total cost of ownership (TCO)** evaluations are used by many construction companies to help extract the best possible value from machinery over its lifetime.

Lubricants can have a surprisingly large effect on the TCO. In a survey, 87% of companies experienced unplanned downtime; 60% of these incidents were related to the incorrect selection or management of lubricants.

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1. This survey, commissioned by Shell Lubricants and conducted by independent research firm Edelman Intelligence, is based on 181 interviews with mining sector staff who purchased, influenced the purchase of or used lubricants or greases as part of their job across eight countries (Brazil, Canada, China, Germany, India, Russia, the UK and the USA) from November to December 2015.

2. The total cost of ownership is defined by Shell as the total expenditure on industrial equipment, including the cost of acquisition and operation, and of lost production during equipment downtime, over its entire working life.
UNLOCKING SAVINGS

Lubrication can unlock significant cost savings, particularly when you consider the cost of equipment downtime.3

Selecting the right oils and greases, and adopting effective lubrication management strategies can help you to take better care of your equipment. This can help to increase your profitability by lowering maintenance costs, reducing unplanned downtime and increasing productivity.

Our experts build strong relationships with customers, founded on trust, and work with them on-site to use our combined industry knowledge to provide more-effective lubrication that delivers real value.

REDUCING DOWNTIME

Consórcio Camargo Corrêa was constructing a large dam in Venezuela. Extracting stone from a river was contaminating grease in the excavators with water and leading to shorter bucket pin and bush life, excavator downtime and mounting maintenance costs. Shell experts recommended a water-resistant grease. With the new grease, the customer reported annual saving of US$3,800,000 primarily through increased productivity/less downtime, and lower maintenance, labour and component costs.4

SIMPLIFYING OPERATIONS

Sureway Construction, Canada, uses equipment in temperatures ranging from –25 to +40°C. The company faced the logistical challenge of using separate final-drive and transmission lubricants, and different product combinations during the summer and winter seasons. Shell experts recommended a multipurpose synthetic product for use throughout the year. Following the switch, the customer reported annual savings of US$140,298 from fewer oil changes, reduced oil consumption, increased productivity/less downtime and lower maintenance costs.4

3Documented customer savings from 2011 to October 2015. More information available on request
4Case study savings/benefits were reported by one customer. Actual savings/benefits will vary. More details available on request
DELIVERING VALUE THROUGH LUBRICATION SERVICES

The best products cannot perform effectively if they do not reach the right surfaces at the right time and in the right volumes without being contaminated or degraded.

Through our technical services, we can advise on every aspect of product selection and lubrication management to help you unlock TCO savings.

The Shell LubeAdvisor service provides specialist Shell Lubricant technical advisors, who conduct site surveys to help you identify areas for improvement, including in product selection, distribution, delivery, storage and application, and used-lubricant disposal. Changes are implemented and measured through value improvement projects.

The Shell LubeExpert service gives you dedicated, highly trained lubricants service experts, working at your sites, to inspect critical machinery, such as excavators and draglines to identify potential lubrication issues. This can alert you to the need for preventive maintenance, which can lead to savings of millions of dollars by helping to avoid major breakdowns.

Shell LubeCoach is a customised training programme led by Shell technical experts with substantial in-field experience that offers practical lubricant-management coaching for your staff.

Shell LubeAnalyst is a global oil and equipment monitoring service that helps you to assess lubricant condition, identify potential problems and benchmark equipment performance. It is available in 95 countries and 28 languages. The service enables you to monitor equipment without interrupting operations and provides guidance on interpreting the results.

Shell LubeAnalyst Lite on-site analysers deliver fast, comprehensive test results for lubricants, including engine and gearbox oils, hydraulic fluids and transmission fluids. Your staff can test lubricants at remote location, and get results within 15 minutes. The service can help to limit downtime and lower maintenance costs by capturing early signs of abnormal wear and help to extend oil-drain intervals.

The Shell LubeAnalyst Sensors service complements our oil condition monitoring service. Its sensors can be fitted to engines, gearboxes, axles and hydraulic systems to provide real-time alerts while the equipment is working, so there is no need for a service stop. This constant stream of diagnostic information can help your staff to prevent minor issues becoming major problems.

To find out more visit www.shell.co.uk/construction

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1. The Shell LubeExpert service is not currently available in all regions.
2. Shell LubeAnalyst Lite complements the off-site, laboratory-based service offered by Shell LubeAnalyst. Shell LubeAnalyst remains the recommended analysis service when extreme precision is more important than fast results. Shell LubeAnalyst Lite is not currently available in all regions.
3. The Shell LubeAnalyst Sensors service provides real-time alerts to prevent imminent catastrophic failures. It does not replace periodic oil condition monitoring analysis. The Shell LubeAnalyst Sensors service is not currently available in all regions.