COMPANIES RECOGNISE, BUT UNDERESTIMATE, THE COST-SAVING POTENTIAL OF EFFECTIVE EQUIPMENT LUBRICATION

60%

of mining companies believe they can reduce costs by >5% through lubricant selection and/or management

But only 1 in 4 think savings could exceed 10%

In reality lubricants can impact up to 30% of total maintenance budget

OPPORTUNITIES FOR LUBRICATION TO INCREASE PRODUCTIVITY AND LOWER COSTS ARE BEING MISSED IN THE INDUSTRY TODAY

Only 53% believe choosing higher quality lubricants will reduce maintenance costs

Only half are clear how lubrication can influence unplanned down time or equipment availability

Only 4 in 10 businesses think they conduct staff training on lubricants as regularly as they should

Only 4 in 10 have all the correct procedures in place to manage lubricants effectively

EFFECTIVE LUBRICANT SELECTION AND MANAGEMENT CAN HELP ENABLE COMPANIES TO ACHIEVE TOTAL COST OF OWNERSHIP (TCO) SAVINGS THROUGH LOWER MAINTENANCE COSTS, REDUCED EQUIPMENT DOWNTIME, AND PRODUCTIVITY IMPROVEMENTS

SHELL LUBRICANTS WORKS WITH CUSTOMERS TO HELP DELIVER TCO SAVINGS

SHELF LUBRICANTS TOGETHER ANYTHING IS POSSIBLE

At least $43 million savings delivered to mining companies (2011-2015)

260 Shell Lubricants technical specialists help customers maximise equipment productivity and reduce TCO through lubrication

OEM and customer collaborations enable Shell Lubricants to develop products that help improve performance, productivity and profitability

Shell Lubricants Services to help upgrade lubrication management:

Shell LubeAdvisor Helping identify and seize savings

Shell LubeExpert Expert advice on-site

Shell LubeAnalyst Lubricant monitoring

Shell LubeCoach Staff training

This survey, commissioned by Shell Lubricants and conducted by research firm Edelman Intelligence, polled 181 decision makers in the mining industry in 8 countries (Brazil, Canada, China, Germany, India, Russia, UK, US) from November to December 2015.

1. Total Cost of Ownership (TCO) is defined by Shell Lubricants as the total amount spent on industrial equipment, including cost of acquisition and operation over its entire working life, including costs of lost production during equipment downtime.

2. Potential impact calculated based on Shell Lubricants site surveys with mining customers.

3. Shell recommended lubrication management procedures include delivery and storage, oil change, oil dispensing systems, efficiency of grease lubrication systems, oil and training employees in lubricant selection or management.

4. Based on savings delivered to Shell Lubricants customers from 2011-2015