

**DESIGNED FOR EFFICIENT
AND RELIABLE PRODUCTION.
JUST LIKE OUR LUBRICANT
SOLUTIONS FOR METALS.**

DESIGNED TO MEET CHALLENGES



LUBRICANTS DESIGNED TO INCREASE PRODUCTIVITY THROUGH ENHANCED EFFICIENCY, PROTECTION AND OIL AND EQUIPMENT LIFE

DESIGNED TO IMPROVE PROFITABILITY

One break in your process can halt production. At Shell Lubricants, we appreciate your ongoing search for greater efficiency and competitive advantage. We understand the challenges of operating equipment under very high temperature conditions, in the presence of water and with high pressures and shock loading. Choosing the right lubricants and services for your needs can help to make a real difference to your margins.

Our technology-leading industrial lubricants, which are developed, researched and supported by an international team, can help to reduce your process and equipment-ownership costs by providing

- enhanced protection
- extended oil and equipment life
- improved efficiency.

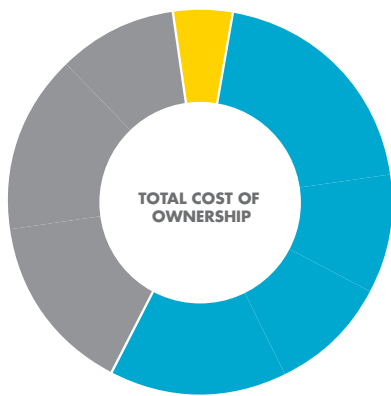
UNDERSTANDING YOUR NEEDS

As one of the world's leading suppliers of hydrocarbon products and services for the metals industry, we understand the crucial role that lubricants play in your facility. Whether you want to improve efficiency for greater output or to cut maintenance costs by enhancing equipment protection, we have a wide range of lubricants to choose from. Our portfolio also includes specialist products such as high-temperature greases.

Our international support network, including over 200 metal-industry experts, can work with you to design a package of products and services that will meet your specific needs and help to increase your profitability. Not only do we supply an extensive range of lubricants, we also aim to help you to

- choose the right products
- store and apply your lubricants correctly
- achieve continuous improvement through equipment and process performance monitoring.





PRODUCT COSTS
Lubricants



MAINTENANCE COSTS
Leaks
Handling and dispensing
Oil analysis
Disposal



BUSINESS COSTS
Inventory
Administration and management
Training

LUBRICANTS – SMALL COST, BIG IMPACT

Buying low-quality lubricants can be a false economy. Lubricant costs can be as little as 3% of the total ownership costs. We focus on providing performance products that can help to reduce maintenance requirements and energy use, and services that are designed to improve maintenance and business practices, and thus lower your overall costs.



DELIVERING VALUE

By designing the right lubricants and services for your requirements, we can help you to significantly reduce your total operating and equipment-ownership costs. For example, using high-quality, appropriate lubricants and services correctly can help lower your operational and maintenance costs, and extend the life of your equipment.

LOCALLY SUPPORTED INTERNATIONAL PRODUCTS AND SERVICES

We have an international organisation supplying lubricants to about 60% of the world's major metals companies and with experts in the lubrication of critical equipment based across the world. This means that we can deliver consistent-quality products wherever you operate, including production oils and greases for gears, hydraulic systems, turbines, compressors and bearings.

Our experts can work with you to analyse your needs and solve your problems. They can provide and help to implement a lubrication plan designed to unlock your metal production potential.

We offer a wide range of lubricant-related services to help you maximise the positive impact of lubricants on your operation. These services can include lubricant surveys and recommendations, inventory management, health and safety advice, and staff training.

For example, the Shell LubeAnalyst oil condition monitoring service can be a vital tool in extending your equipment life and avoiding unplanned shutdowns. This health check for lubricants and machinery is designed to reduce costs and add value by

- identifying potential oil or equipment failures before they become critical
- extending lubricant life, thus reducing change-out downtimes and procurement costs
- reducing risks and contributing to safe and reliable operations.

HARNESSING TECHNOLOGY TO DELIVER VALUE THROUGH THE CREATION OF SOLUTIONS, SUCH AS ENERGY-EFFICIENT AND LONG-LIFE LUBRICANTS, IN RESPONSE TO CUSTOMERS' NEEDS

TECHNOLOGY WORKING FOR YOU

The development and application of innovative technology sit at the heart of everything we do at Shell. We invest in cutting-edge laboratories in Asia, Europe and the USA and recruit top-class scientists.

They are the people who develop products that make a difference to your business, even under the most challenging conditions. From the Panama Canal and the Airbus A380 to Ferrari, what we learn in our collaborations, we use to create lubricant solutions to fulfil your business needs.

And we do not just have some of the best lubricants, we also have some of the world's leading field experts working with customers every day to apply these solutions. The result? Technology that delivers value to your operation.

ENERGY EFFICIENCY: Companies are reducing energy consumption and emissions by using high-quality oils and services. In a trial, one steel producer cut the electricity consumption of the machinery in which Shell Tellus S4 ME hydraulic oil was used by 16%¹. The company used the Shell LubeAdvisor service to make sure the product was suitable for its applications. By using Shell Tellus S4 ME oil, the company is reportedly

- reducing its energy consumption
- saving over \$1,000¹ in energy costs per application
- reducing maintenance and waste-oil disposal costs, thanks to the oil's longer life.



INCREASED PRODUCTION: Metals companies are increasing production by implementing tailored lubrication plans. One large integrated steel plant is reportedly saving over \$600,000¹ a year through improved lubrication practices. The plant's operators used the Shell LubeAnalyst service to help understand how the oil and equipment operates in the high-humidity, dusty environment. The subsequent improvements in oil-drain and equipment-maintenance schedules are helping to cut maintenance costs and increasing production.





shell.com/metals

"Shell Lubricants" refers to the various Shell companies engaged in the lubricants business.

¹Saving reported by one customer. Actual savings may vary, depending on the application, the current oil used, the maintenance procedures and the condition of the equipment.

WORKING WITH INDUSTRY

Because lubricants are critical machine components, we work with equipment manufacturers to make sure that our products help to enhance machine efficiency and offer increased protection and extended oil and equipment life.

We have long-standing relationships with many of the the leading equipment manufacturers. Many of these companies supply their equipment containing a Shell lubricant as an essential component of the machine.

We have over 3,000 product listings or approvals across our product range from equipment manufacturers, including approvals and recommendations from

- Danieli
- Hitachi
- Mitsubishi Heavy Industries
- Morgan Construction Company
- Siemens VAI Metals Technology
- SMS Siemag.

We support the development of new industry performance specifications by working with international organisations such as

- AGMA
- ASTM
- DIN
- ISO.

EFFICIENCY FOR YOUR FACILITY

Over many years of working with the world's leading metals companies, our lubricant experts have developed a deep understanding of your industry challenges. We can use our knowledge and experience to create a lubrication plan for your business and tailor our technology-leading products and services for your needs.

Challenge us to demonstrate how we can add value in your facility by **contacting your local Shell Lubricants customer service centre.**