



# EFFECTIVE LUBRICATION CAN HELP MINING COMPANIES LOWER TOTAL COST OF OWNERSHIP<sup>1</sup>

## 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<sup>2</sup>

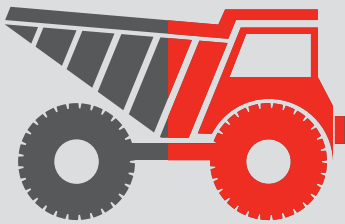


## OPPORTUNITIES FOR LUBRICATION TO INCREASE PRODUCTIVITY AND LOWER COSTS ARE BEING MISSED IN THE INDUSTRY TODAY

Only

**53%**

believe choosing higher quality lubricants will **reduce maintenance costs**



Only

**half**

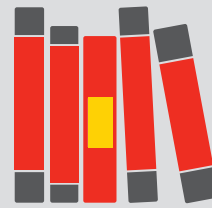
are clear how lubrication can influence **unplanned down time or equipment availability**



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<sup>3</sup>



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

At least **\$43 million** savings delivered to mining companies (2011-2015)<sup>4</sup>

**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 LubeAnalyst**  
Lubricant monitoring

**Shell LubeExpert**  
Expert advice on-site

**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

- 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.
- Potential impact calculated based on Shell Lubricants site surveys with mining customers.
- 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.
- Based on savings delivered to Shell Lubricants customers from 2011-2015

**SHELL LUBRICANTS**  
TOGETHER ANYTHING IS POSSIBLE