



**DESIGNED TO DELIVER  
UNDER PRESSURE.**

**JUST LIKE OUR  
LUBRICANT SOLUTIONS  
FOR CONSTRUCTION.**

**DESIGNED TO MEET CHALLENGES**



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

## DESIGNED TO IMPROVE PROFITABILITY

Equipment breakdown at a construction site can severely compromise your project schedule and prevent your company from earning revenue. At Shell Lubricants, we appreciate that being competitive in the global construction industry means meeting deadlines, reducing operational costs and maximising equipment availability. Choosing the right lubricants and services related to your needs can help to make a real difference to your bottom line.

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

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

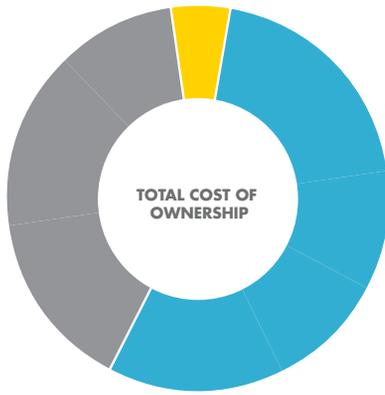
## UNDERSTANDING YOUR NEEDS

Because we work with some of the world's leading construction companies, we understand the crucial roles that lubricants play in your operations. Whether you need reliable supply for remote projects or to increase equipment availability, we have a wide range of lubricants to choose from.

Our international network of 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
- optimise the number of lubricants utilised and stocked
- 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 2% 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 to lower your operational and maintenance costs, and extend the life of your equipment.

**LOCALLY SUPPORTED INTERNATIONAL PRODUCTS AND SERVICES**

We have an international organisation with experts in the lubrication of critical equipment based in more than 90 countries. This means that we can deliver consistent-quality heavy-duty products wherever you operate, for example:

- engine oils
- mobile hydraulic oils
- greases
- transmission and axle oils.

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 construction 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 increasing equipment availability and life. This health check for lubricants and equipment is designed to reduce costs and add value by

- identifying potential oil or equipment failures before they result in damage or failures
- adjusting maintenance practices and lubricant-choice to specific operating conditions
- 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.

**EXTENDED OIL AND EQUIPMENT LIFE:** Customers are seeking to reduce equipment downtime by extending oil and equipment life. During scheduled maintenance, a construction company reported wear in its cranes' main-boom-hoist gearboxes. We inspected the gears and recommended using Shell Omala S4 WE gear oil, which offers greater wear protection and extended oil life. The company reports annual savings of over \$289,000<sup>1</sup> associated with reduced parts replacement, labour costs and crane downtime.



**REDUCING OPERATING COSTS:** Maximising equipment availability is important for many construction companies. During a dam construction project, one company had to frequently replace excavator bucket pins and bushes. Maintenance costs and unplanned downtime were escalating. Our experts assessed the situation and recommended using Shell Gadus S3 V460D 2 grease, which performs well in water-contaminated environments. With the new grease, the company reports saving \$3,800,000<sup>1</sup> through a 28% reduction in operating costs.



## WORKING WITH INDUSTRY

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

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

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

- Caterpillar
- JCB
- Sany
- Volvo,

and component manufacturers, including

- Bosch Rexroth
- Carraro
- ZF Friedrichshafen.

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

- ACEA
- API
- JASO.

[shell.com/construction](https://www.shell.com/construction)

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

<sup>1</sup>Savings reported by individual customers. Actual savings may vary, depending on the application, the current oil used, the maintenance procedures and the condition of the equipment.

## EFFICIENCY FOR YOUR OPERATIONS

Over many years of working with the world's construction companies, our lubricants 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 to your operations by **contacting your Shell Lubricants customer service centre.**