



Mining DVR summary booklet



HOW CUSTOMERS HAVE MADE MILLIONS OF DOLLARS OF SAVINGS ACROSS THE MINING SECTOR

SHELL
LUBRICANT
SOLUTIONS





Shell Lubricant Solutions is the
number 1 lubricants supplier globally¹

Shell Lubricant Solutions has long-standing relationships
with leading mining equipment manufacturers.

Shell's services portfolio has delivered
US\$174 million in benefits to industrial customers.²

Our technical experts work closely with you to make your
excavating equipment, miners, drills and crushers work efficiently.

The products and services that we are offering are designed to help you
complete your projects on time and within budget.

Equipment breakdowns can severely compromise your project schedules and
prevent your company from earning revenue.

Although expenditure on lubricants may be small compared with other costs,
its impact can be significantly large.

Immediate savings through improved equipment reliability
Lower maintenance and fuel costs
Increased equipment life
Greater revenues

¹Kline & Co. Global Lubricants: Market Analysis and Assessment (2019)

²Based on reported customer savings from 2009 to 2018

Effective lubrication can help mining companies to lower their total cost of ownership (TCO).³

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 affect up to **30%** of the total maintenance budget⁴

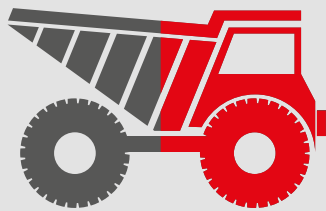


OPPORTUNITIES FOR LUBRICATION TO INCREASE PRODUCTIVITY AND LOWER COSTS ARE BEING MISSED IN THE INDUSTRY TODAY.

Only

53%

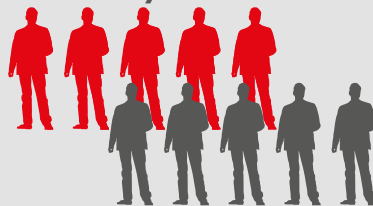
believe that choosing higher quality lubricants will **reduce maintenance costs**



Only

half

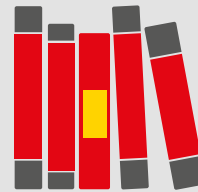
are clear about how lubrication can influence **unplanned downtime or equipment availability**



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 effectively⁵



EFFECTIVE LUBRICANT SELECTION AND MANAGEMENT CAN HELP ENABLE COMPANIES TO ACHIEVE **TCO SAVINGS** THROUGH **LOWER MAINTENANCE COSTS, REDUCED EQUIPMENT DOWNTIME AND PRODUCTIVITY IMPROVEMENTS.**

³This survey, commissioned by Shell Lubricant Solutions and conducted by research firm Edelman Intelligence, polled 181 decision makers in the mining industry in eight countries (Brazil, Canada, China, Germany, India, Russia, the UK and the USA) from November to December 2015.

⁴Total cost of ownership (TCO) is defined by Shell Lubricant Solutions 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.

⁵Potential impact calculated based on Shell Lubricant Solutions site surveys with mining customers.

⁶Shell 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.

⁷Based on savings delivered to Shell Lubricant Solutions customers from 2014 to 2019.

How Shell is delivering value to mining customers globally

THE IMPACT OF LUBRICATION IS UNDERRATED.

60% of companies believe they can reduce costs by >5% through lubricant selection and/or management. Only one in four think savings could exceed 10%.

MISCONCEPTIONS ABOUT LUBRICANTS ARE COMMON.

47% of mining companies do not believe that a higher quality lubricant or grease can help to reduce maintenance costs.

56% of mining companies acknowledge that unplanned equipment shutdowns in the last three years have been due to their incorrect selection or management of lubricants.

SHELL LUBEANALYST DATA SHOW THAT

27% of engines,

36% of gearboxes
and

30% of hydraulic systems harbour
imminent or incipient failures.

Overall, mining customers have made
US\$63.9 million in lubricant-related savings
across the world.

1 LOWER LUBRICANT COSTS



US\$7.6 million

in annual savings are related to longer lubricant life resulting in reduced consumption.

11.9%
OF SAVINGS

2 GREATER EQUIPMENT AVAILABILITY



US\$24.4 million

in annual savings are related to reducing equipment downtime.

38.2%
OF SAVINGS

3 LOWER MAINTENANCE COSTS



US\$31.9 million

in annual savings are related to longer lubricant life resulting in reduced consumption.

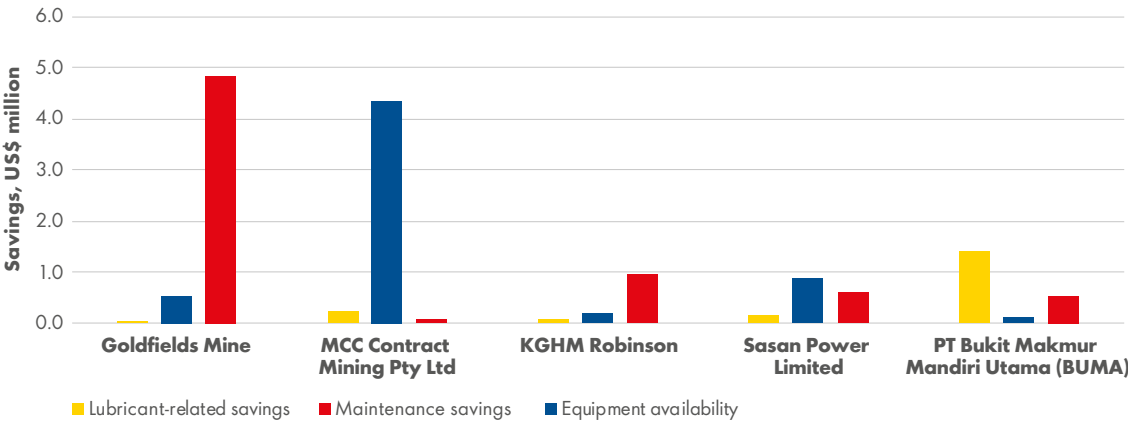
49.9%
OF SAVINGS





OVERALL, MINING CUSTOMERS HAVE MADE **US\$63.9 MILLION IN LUBRICANT-RELATED SAVINGS ACROSS THE WORLD.**

Below are some examples of customers with significant savings.

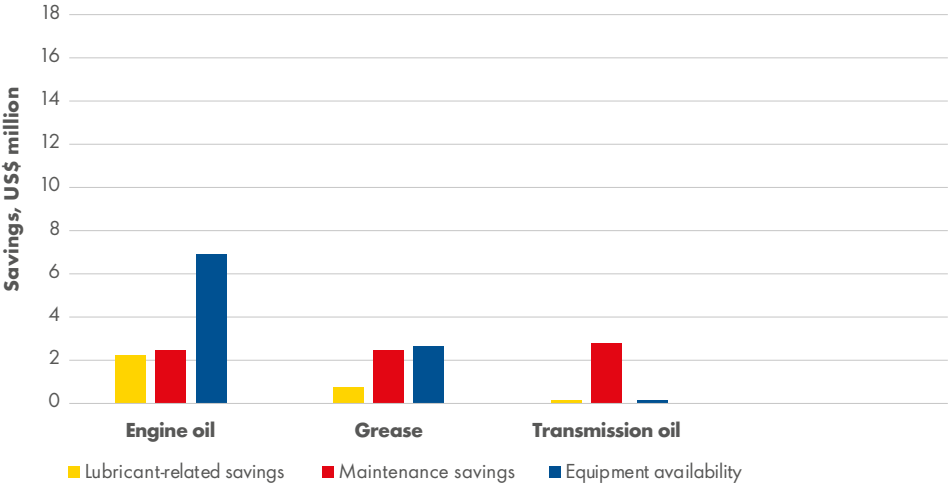


Investment in high-quality lubricant has resulted in **reduced TCO.**



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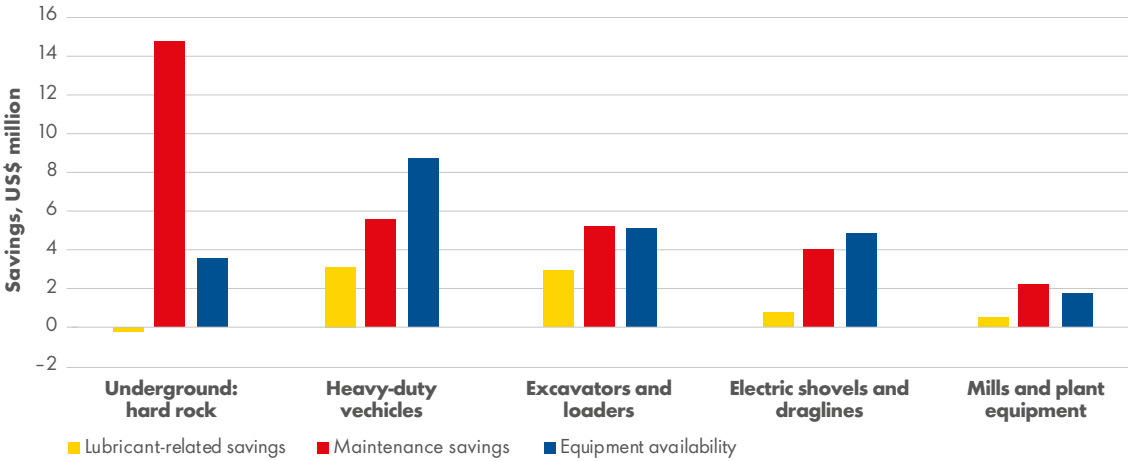
Below are the savings of the top products.





OVERALL, MINING CUSTOMERS HAVE MADE **US\$63.9 MILLION IN LUBRICANT-RELATED SAVINGS ACROSS THE WORLD.**

Below are the savings by equipment type.

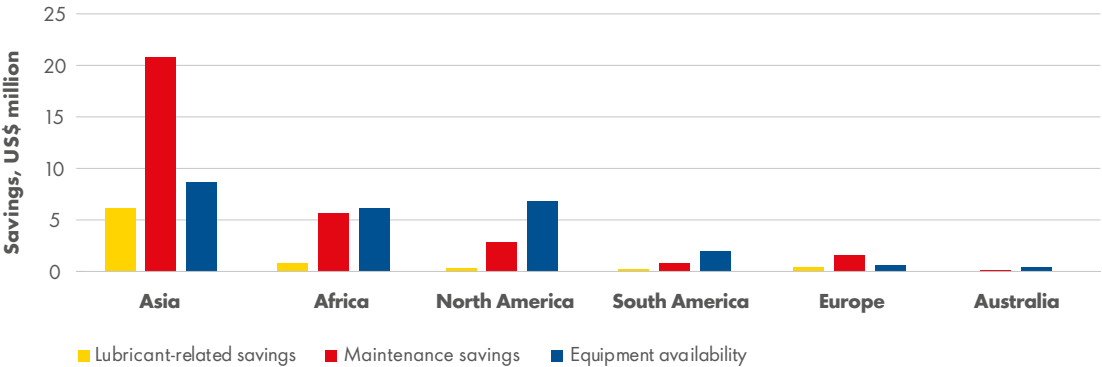


In key applications in the mining sector, 50% of savings are related to equipment maintenance costs and 38% are related to equipment availability.



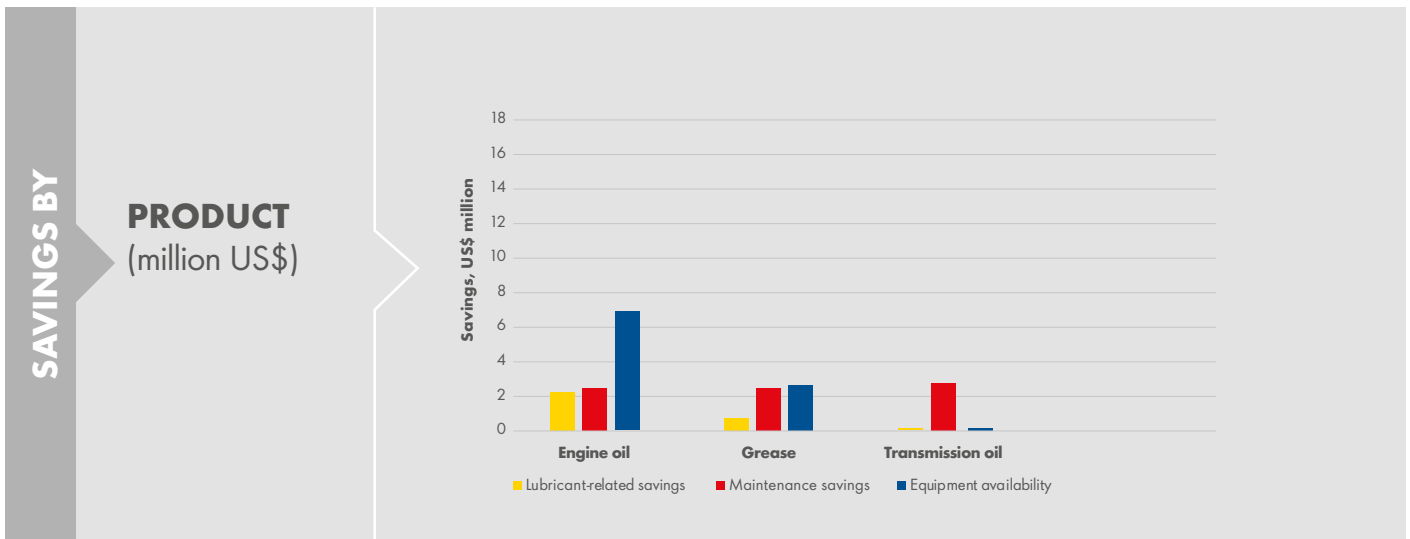
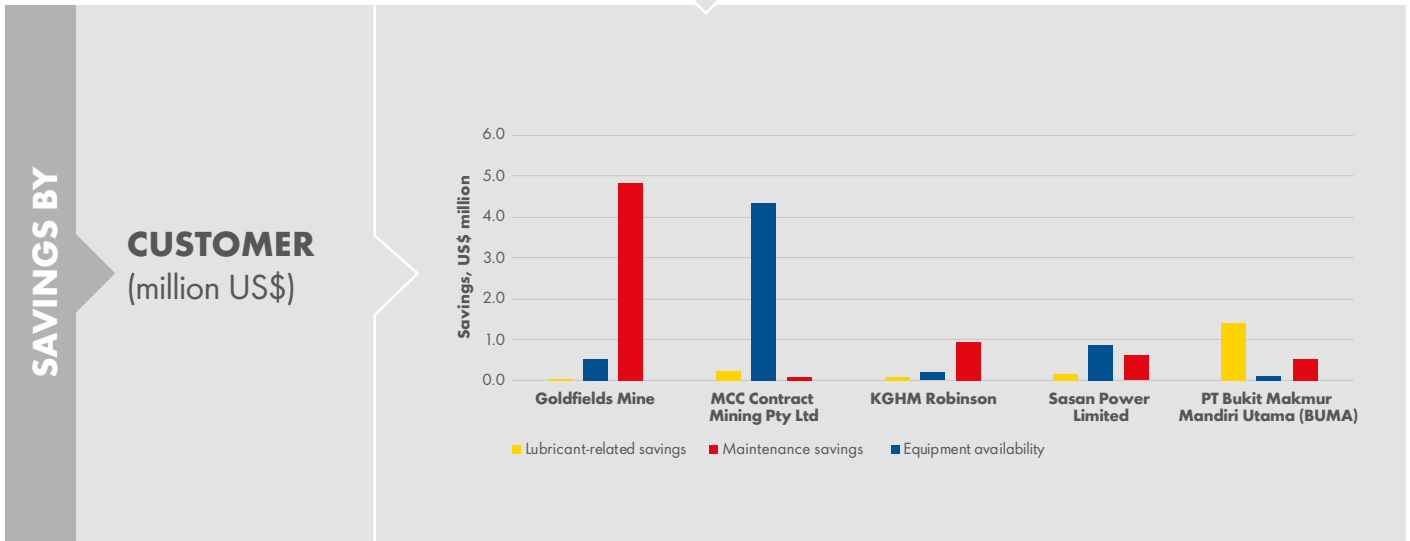
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These savings break down by region, as follows.

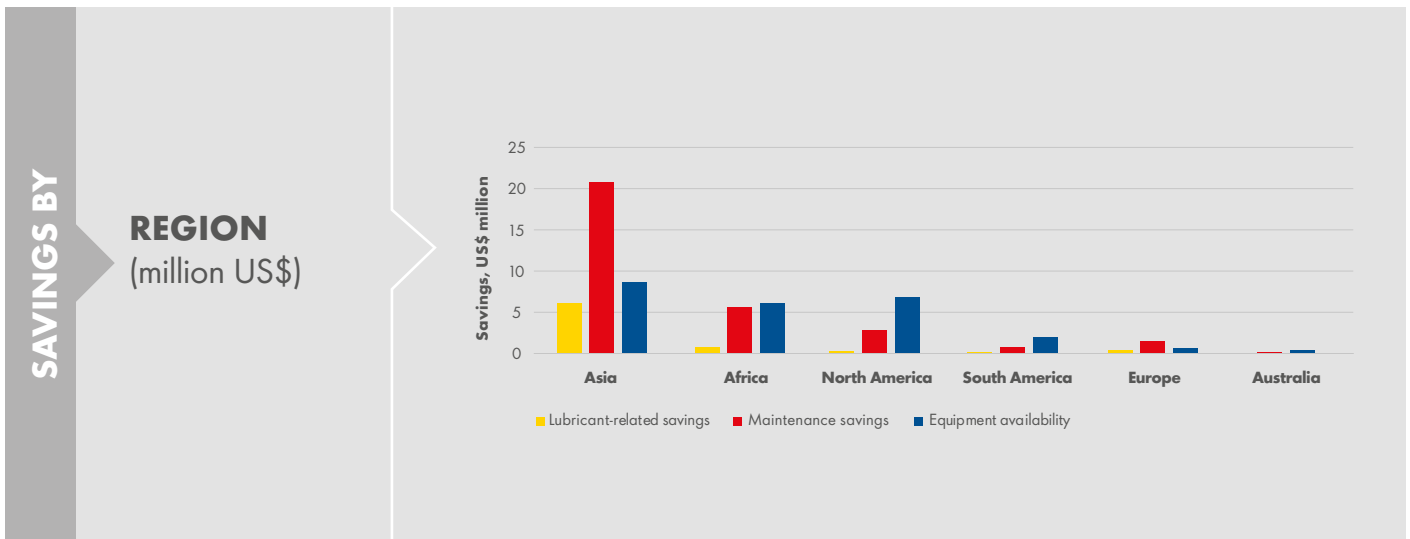
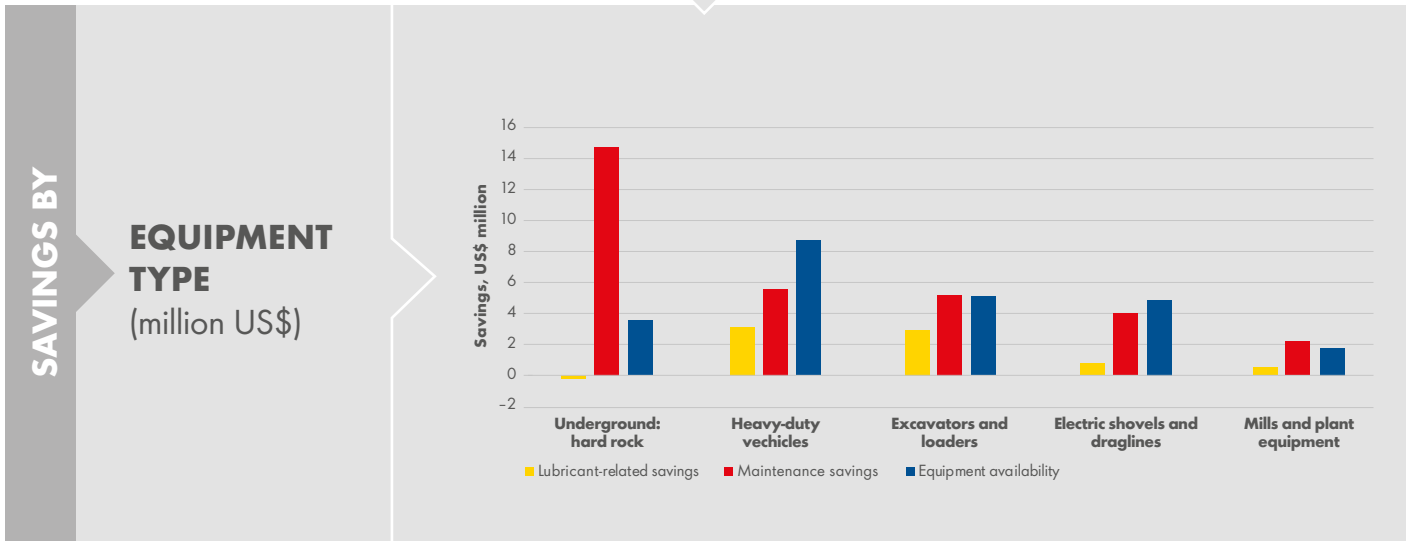


Shell has worked closely with key customers worldwide and **saved them \$63.9 million: 50% of these savings** are related to equipment maintenance costs, and 38% are related to equipment availability.

Overall, mining customers have made **US\$63.9 million in lubricant-related savings** across the world.



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Contact us

For more information, please visit www.transdiesel.com/shell-mining



**Shell Lubricants
Distributor**

