



USING Shell LubeAnalyst OIL AND COOLANT MONITORING PROACTIVELY CAN HELP TO AVERT OPERATIONAL PROBLEMS

TOTAL REPORTED CUSTOMER SAVING

US\$228,800

COMPANY: Steel company

COUNTRY: USA

APPLICATION: Mobile equipment, metals

SAVING: US\$228,800 total reported customer saving

KEY EDGE: Shell LubeAnalyst



PPS00009
PPS00010
PPS00011

One of the world's largest steel companies has more than 1,700 pieces of fixed and mobile equipment to maintain at a US cold-rolling site. The company wanted to reduce costly production disruptions that resulted from equipment operational problems.

The Shell Lubricants technical team worked with the company to understand its challenges, and recommended using the Shell LubeAnalyst oil and equipment condition monitoring service as part of a preventive maintenance programme.

In a specific case, the Shell LubeAnalyst service identified issues in two locomotives and a coil-carrier engine, including wear associated with antifreeze- and fuel-contaminated oil. The company used the diagnosis from the Shell LubeAnalyst testing to perform preventive maintenance, thereby helping to avert potential equipment operational problems and consequent production disruptions. This preventive maintenance delivered reported savings of US\$228,800 in associated costs for parts and labour for rebuilding the locomotive and coil-carrier engines.



1

CHALLENGE

One of the world's largest steel companies has more than 1,700 pieces of fixed and mobile equipment to maintain at a US cold-rolling site. It wanted to reduce its equipment ownership costs by preventing equipment operational problems.

2

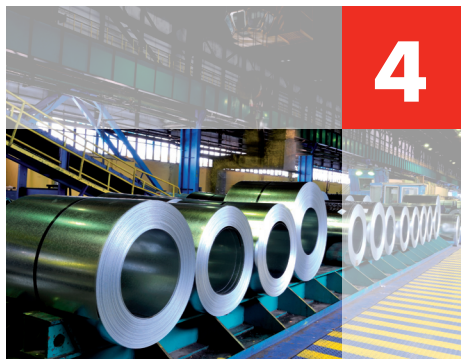
SOLUTION

Shell Lubricants technical specialists worked with the company to understand its challenges, and recommended using the Shell LubeAnalyst oil and equipment condition monitoring service as part of a preventive maintenance programme.

3

OUTCOME

The Shell LubeAnalyst service identified issues in three of the customer's engines that had previously gone undetected. The company used the data and diagnosis from the Shell LubeAnalyst testing to perform preventive maintenance, which helped to avoid costly engine repairs.



4

VALUE

By using the Shell LubeAnalyst oil and coolant monitoring service proactively and as part of a focused preventive maintenance plan, the company saved a reported US\$228,800* in associated engine repair costs.

*The savings indicated are specific to the calculation date and mentioned site. These calculations may vary from site to site depending on the application, the operating conditions, the current products being used, the condition of the equipment and the maintenance practices.

Shell LubeAnalyst

OIL AND EQUIPMENT CONDITION MONITORING SERVICE

Shell LubeAnalyst is a "health check" for your lubricants and machinery. It is an oil condition monitoring service that helps you to keep your business running smoothly by identifying certain potential oil or equipment conditions before they become critical.

Shell LubeAnalyst can help your business to save money and time on maintenance and to avoid potential lost production caused by equipment operational problems. It is an early warning system that helps you to keep your equipment and lubricants in optimum working order.

Applications

Shell LubeAnalyst has specialised tests for key applications, including

- aviation
- axles
- circulating systems
- compressors
- coolant systems
- engines
- gas engines
- heat transfer systems
- hydraulics
- industrial gearboxes
- marine applications
- metalworking equipment
- refrigeration compressors
- transformers
- transmissions
- transport gearboxes
- turbines.

Benefits

- Helps to reduce downtime and lost production
- Identifies potential problems at an early stage
- Enables you to plan and schedule maintenance in advance
- Helps to reduce repair and labour costs
- Enables you to optimise maintenance intervals and potentially extend oil-drain intervals

How it works

There are five simple steps to the Shell LubeAnalyst equipment condition monitoring service:

1. Register your customer details and equipment components with Shell LubeAnalyst.
2. Take oil samples from your equipment and label them.
3. Send the samples to one of Shell Lubricants' accredited laboratories.
4. Wait for samples to be tested and analysed, and for the results to be entered into a global database.
5. Receive your report via email or the internet.

