



**DESIGNED TO
BOOST PRODUCTIVITY.
JUST LIKE OUR LUBRICANT
SOLUTIONS FOR GENERAL
MANUFACTURING.**

DESIGNED TO MEET CHALLENGES

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

DESIGNED TO IMPROVE PROFITABILITY

One break in a production line can shut down your whole operation. At Shell Lubricants, we appreciate that being competitive in the global manufacturing market means meeting deadlines and constantly striving to increase production, reduce downtime and maintain product quality. Choosing the right lubricants and the services related to your needs can help to make a real difference to your entire operation.

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

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

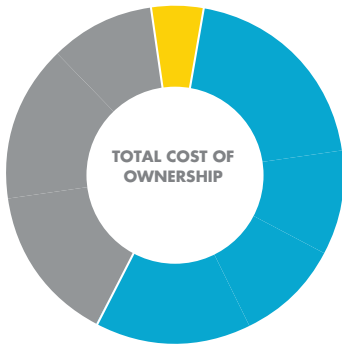
UNDERSTANDING YOUR NEEDS

Because we support thousands of different manufacturing businesses, we understand the crucial roles that lubricants play in your facility. Whether you want to extend the life of your equipment or increase the productivity of your assembly line, we have a wide range of oils and greases 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
- 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 5% 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 lower your operational and maintenance costs, and extend the life of your equipment.

LOCALLY SUPPORTED INTERNATIONAL PRODUCTS AND SERVICES

We have an international organization with experts in the lubrication of critical equipment based across the world. This means that we can deliver consistent-quality products wherever you operate, for example:

- oils and greases for manufacturing production processes
- initial-fill lubricants for pumps, gearboxes, compressors, bearings, hydraulic systems and other industrial equipment

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

We offer a wide range of lubricant-related services to help you maximize 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. 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: Energy costs are high, and many manufacturers are looking to increase profitability by reducing electricity use. That is why we have developed a range of synthetic lubricants designed to help your equipment operate more efficiently. For example, Shell Tellus S4 ME can help to improve the energy efficiency of hydraulic systems. In a carefully controlled test cycle, one injection moulding equipment maker measured energy savings of up to 6.4%¹ in the hydraulic systems in which Shell Tellus S4 ME was used.



EXTENDED OIL LIFE: Minimizing maintenance downtime is a common goal in manufacturing. Many of our customers benefit from keeping their equipment running efficiently for longer by using our high-quality synthetic lubricants and services. For example, one manufacturer reported that it has doubled its air-compressor oil-drain interval and halved its oil consumption by using Shell Corena S4 R oil with the Shell LubeAnalyst service, which is saving more than \$12,000² annually per compressor.



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 relationships with 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 recommendations or approvals across our product range from equipment manufacturers, including approvals from

- ABB
- Bonfiglioli
- Bosch/Bosch Rexroth
- DMG
- Eaton (Vickers)
- Mazak
- Mitsubishi Heavy Industries
- Parker Hannifin
- SEW-Eurodrive
- Schaeffler
- SKF
- Textron
- Timken
- Voith

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

- AGMA
- ASTM
- DIN
- ISO

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

¹Actual energy savings may vary, depending on the application, the current oil used, the maintenance procedures, the condition of the equipment, the operating conditions and the intensity of hydraulic power usage.

²Saving 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.

GREATER PRODUCTIVITY FOR YOUR FACILITY

Over many years of working with the world's leading manufacturers, our lubricants experts have developed a deep understanding of your business challenges. We can use our knowledge and experience to create a lubricant 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 center.**

SHELL
LUBRICANT SOLUTIONS

