

Shell Lubricants



DELIVERING VALUE TO CONSTRUCTION COMPANIES

with Shell products and services

DESIGNED TO MEET CHALLENGES



OVERVIEW

In the construction industry, success depends on

- tendering successfully for projects
- completing them on time and within budget.

A competitive tender depends on being able to accurately forecast just how long a job will take. Confidence in one's equipment and supply chain is essential to this.

Completing a project within deadline and budget depends on

- equipment being protected against operational wear and tear, heat, dust, rain and ice
- a maintenance schedule that keeps downtime to a minimum
- tight control of all costs
- prompt delivery of essential supplies, whether the construction site is in the middle of a city or on a remote island.

SHELL LUBRICANT PRODUCTS AND SERVICES

Shell's many years of working alongside leading manufacturers in the construction equipment industry and millions of hours of real-world performance assessment have resulted in a leading portfolio of lubricants and services.

High-performing lubricants

- Meet the specifications and warranty conditions required by many equipment manufacturers
- Help to protect construction equipment in harsh working conditions and remote environments
- Can be provided in packaging to meet customer's needs to increase ease of use and reduce wastage
- Can be supplied to wherever they are needed
- Support extended drain intervals and help to reduce operating and maintenance costs
- In many cases, products are suitable for multiple applications, which streamlines inventories and reduces complexity and errors.

Added-value services

Shell LubeMatch

- A user-friendly Web-based tool at www.shell.com/lubematch
- Helps customers choose the correct Shell product for a specific application
- Can help to maximise component efficiency and reduce wear

Shell LubeAnalyst

- Tests oil condition to monitor and track equipment performance
- Provides an early warning system for potential equipment failure
- Helps to prevent premature component failure, which reduces operating costs



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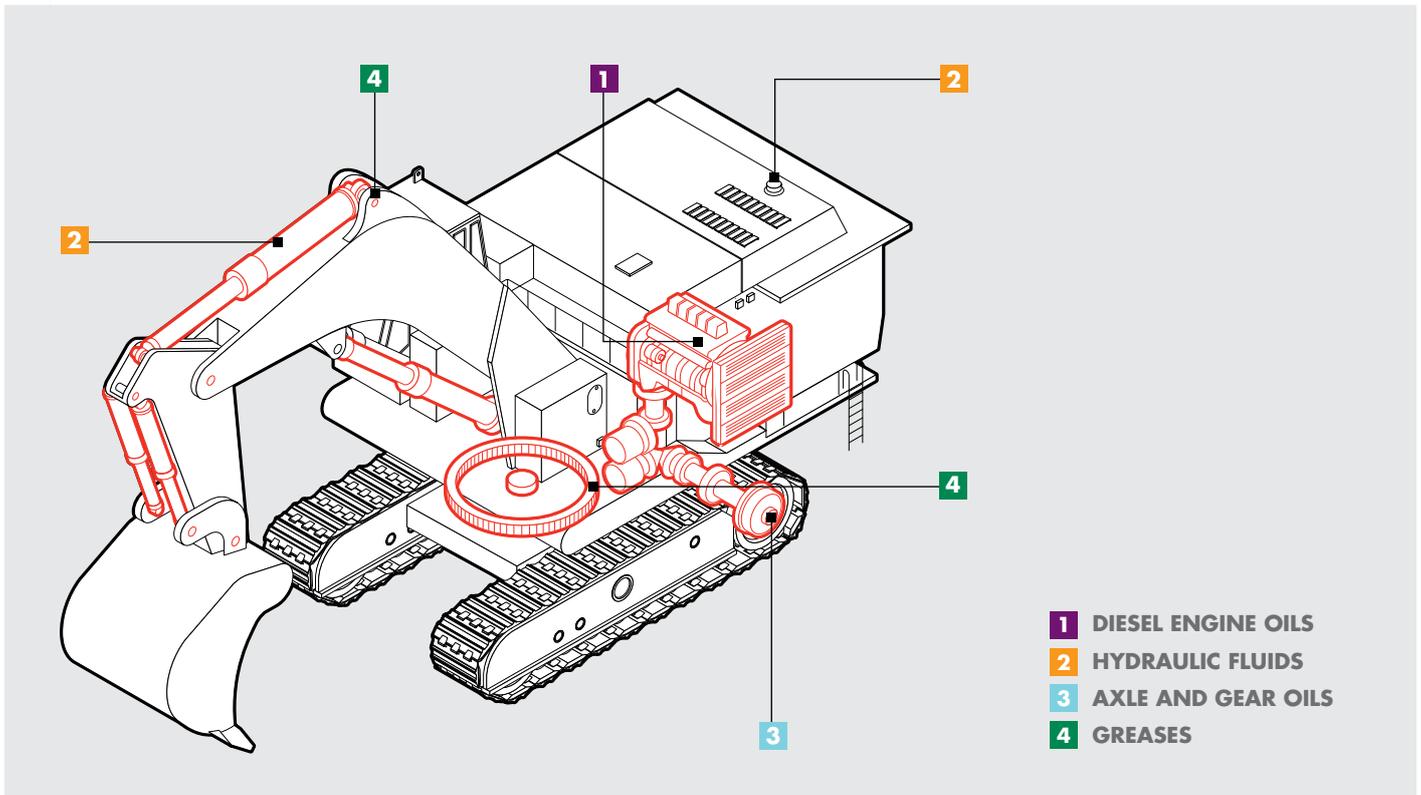
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KEY PRODUCTS AND APPLICATIONS

INCREASINGLY EFFICIENT PROTECTION >>

	DIESEL ENGINE OILS	HYDRAULIC AND HYDROSTATIC DRIVE FLUIDS	POWER SHIFT AND TRANSMISSION FLUIDS	TRANSFER AND DIFFERENTIAL GEAR, AND FINAL DRIVE OILS	GREASES (many others available)	
					Multipurpose extreme-pressure and chassis grease	Special applications
ADVANCED	Shell Rimula R5 LE	Shell Spirax S6 CXME	Shell Spirax S6 CXME	Shell Spirax S6 AXME	Shell Gadus S5 V220	Shell Gadus S4 OG
				Shell Spirax S5 CFD		Shell Gadus S4 V45AC
PREMIUM	Shell Rimula R4 L	Shell Spirax S4 CX	Shell Spirax S4 CX	Shell Spirax S4 CX	Shell Gadus S3 V460	Shell Gadus S3 V460D
			Shell Spirax S3 AX			
MAINLINE	Shell Rimula R3 X	Shell Tellus S2 V		Shell Spirax S2 A	Shell Gadus S2 V220AC	Shell Gadus S2 Thread Compound
					Shell Gadus S2 V220	Shell Gadus S2 V220AD



PROVEN CUSTOMER BENEFITS

Again and again, Shell products and services prove their value, by helping to deliver

- more cost-efficient maintenance through innovative maintenance solutions and training programmes
- extended drain intervals from applying the optimum product for each situation.

Extended equipment and oil life

A construction company reported wear in its cranes' main-boom-hoist gearboxes. It decided to switch to using Shell Omala S4 WE gear oil, which offers greater wear protection and extended oil life. The company reports annual savings of over \$289,000¹ associated with reduced parts replacement, labour costs and crane downtime.

Enhanced protection

During a dam construction project, one company had to frequently replace excavator bucket pins and bushes. Maintenance costs and unplanned downtime were escalating. The company changed to Shell Gadus S2 V220AD 2 grease, which performs well in water-contaminated environments. With the new grease, the company reports a 28% reduction in operating costs.¹

¹"Shell Lubricants" refers to the various Shell companies engaged in the lubricants business.

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