

Shell Lubricants



DELIVERING VALUE TO MANUFACTURING COMPANIES

with Shell products and services

DESIGNED TO MEET CHALLENGES

OVERVIEW

Manufacturing companies range from small family owned businesses to vast multinationals, and produce anything from trucks to kitchen sinks.

Lubricants have two separate roles in the manufacturing industry:

- They are incorporated in the end product as a first-fill lubricant.
- They are used to lubricate the machines that do the manufacturing, whether metal processing and assembly, or plastic injection moulding.

On a technical level, manufacturing companies increasingly demand complex lubricants that are compatible with ever more complex equipment, and synthetic oils that can tolerate higher pressures and temperatures.

On a financial level, especially in today's economic downturn, the demand is for

- extended-life lubricants with longer drain intervals that can help to reduce downtime and maintenance costs, and lead to a reduction in cost per piece and an increase in productivity
- high-performance lubricants that can enable greater mechanical efficiency.



SHELL LUBRICANT PRODUCTS AND SERVICES

Shell's many years of working alongside leading equipment manufacturers in the manufacturing 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
- Can help to protect manufacturing equipment in harsh working conditions and environments
- Support extended oil-drain intervals and help to reduce operating and maintenance costs

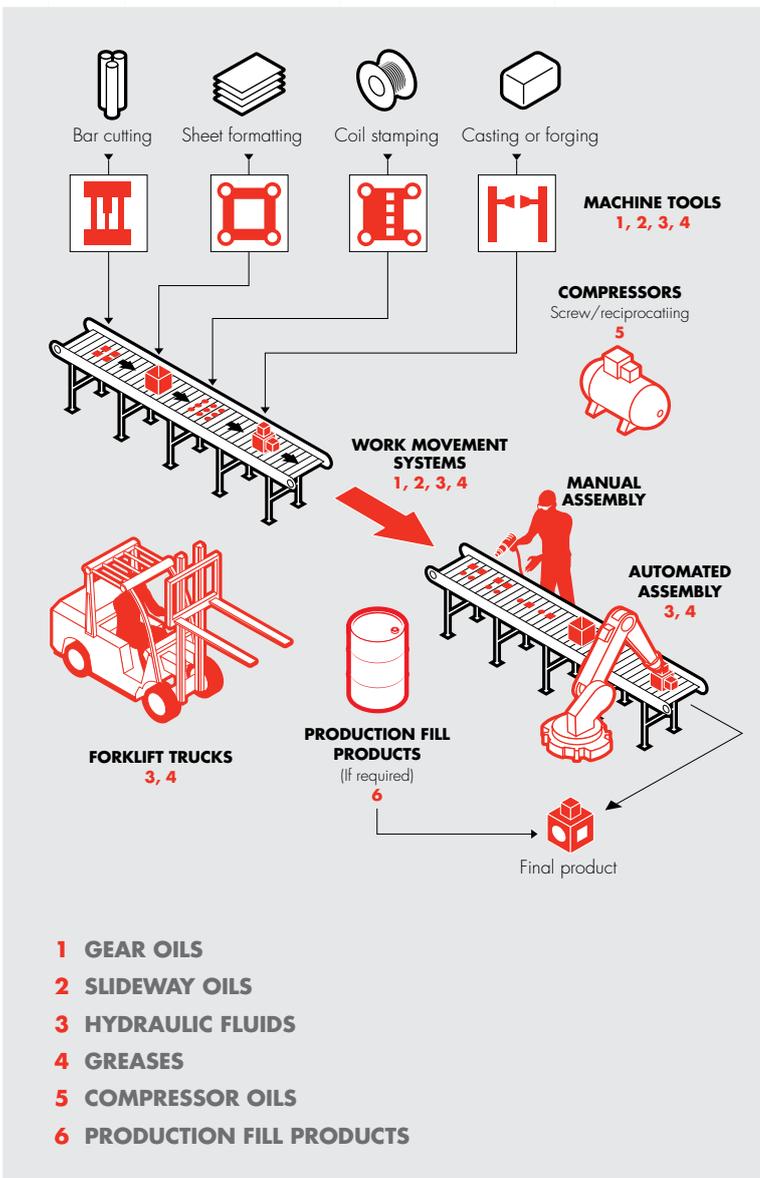
Added-value services

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

KEY PRODUCTS AND APPLICATIONS

INCREASINGLY EFFICIENT PROTECTION >>	HYDRAULIC FLUIDS	GEAR OILS	COMPRESSOR OILS	SPECIAL APPLICATIONS	GREASES (many others available)	
					Extreme-pressure range	Special applications
	ADVANCED	Shell Tellus S4 ME	Shell Omala S4 GX	Shell Corena S4 R	Shell Omala S4 WE	Shell Gadus S5 V220
PREMIUM	Shell Tellus S3 M	Shell Omala S3 GP	Shell Corena S3 R	Shell Tonna S3 M Slideway Oil	Shell Gadus S3 V220 C	Shell Gadus S3 High-Speed Coupling Grease
MAIN LINE	Shell Tellus S2 M	Shell Omala S2 G	Shell Corena S2 R	Shell Tonna S2 M Slideway Oil	Shell Gadus S2 V220	Shell Gadus S2 V220AD



PROVEN CUSTOMER BENEFITS

Again and again, Shell products and services prove their value through

- extended drain intervals and products tailored to specific operating requirements
- reduced energy requirements by enabling optimum mechanical efficiency
- more cost-efficient maintenance through innovative maintenance solutions and training programmes.

Energy efficiency

Leading manufacturing companies and other businesses have significantly cut energy consumption by using synthetic oils. For example, 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.

Enhanced protection

Chinese textile manufacturer Hongyue has 400 looms at its Jiaxing plant. The company reported that it is saving over \$17,000² a year thanks to Shell Omala S2 G gear oil's enhanced protection and longer life. Hongyue is improving its lubricant management practices, and is using the Shell LubeAnalyst oil and equipment monitoring service to increase equipment availability.

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

²The actual energy savings depend on the application, the current oil, the maintenance procedures, the equipment condition, the operating conditions and the intensity of hydraulic power usage.

³Savings reported by one customer. Actual savings may vary, depending on the applications, the current oil used, the maintenance procedures and the condition of the equipment.