



# Shell Lubricants

**POWER**

Service was just as vital to operational success as product for Nishat Mills in Pakistan

Total annual customer saving **US\$40,000**



**Company:** Nishat Mills Ltd.  
**Country:** Pakistan  
**Application:** Gas engine  
**Saving:** US\$40,000 annual saving over four engines  
**Key edge:** Shell LubeAnalyst

*Nishat Mills Limited is the largest and most modern textile composite unit in Pakistan. The company's production facilities comprise spinning, weaving, processing, stitching and captive power generation for uninterrupted power supply to meet export targets.*

**Nishat Mills wanted to lower their operational cost and increase reliability and turned to Shell for a solution.**

A comprehensive approach to the situation was taken by offering a high performing long drain interval product, technical advice, and a suite of analytical and assessment services to achieve the desired objective.

SH10023



DESIGNED TO MEET CHALLENGES



## 1 The Challenge:

The customer was experiencing high operating costs and knew that a significant improvement in performance could be made. Due to poor customer service from a previous supplier, Nishat Mills turned to Shell for assistance.

## 2 The Solution:

Shell conducted a full inspection of the gas engine and using Shell Lube**Analyst**, the Shell oil conditioning monitoring service, was able to recommend the most suitable high performance lubricating oil. This was supported by regular oil condition monitoring and 24 hour troubleshooting support.

## 3 The Outcome:

Through implementing this comprehensive solution, overall engine performance increased and the customer experienced:

- An increase in the time between oil drain intervals
- A decrease in maintenance issues
- A reduction in overall operational costs

## 4 The Value:

Nishat Mills increased their oil drain intervals from 2,000 hours to 5,000 hours along with the additional benefit of an increase in the life of spark plugs and oil filters.

The calculated annual saving in operational costs for this exercise is US\$40,000 over four engines.

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

### Shell Lube**Analyst**

#### Monitor, benchmark, improve and save

Shell Lube**Analyst** is a health check for your lubricants and machinery. It is an oil condition monitoring service which helps you to keep your business running smoothly by identifying potential oil or equipment failures before they become critical.

Shell Lube**Analyst** will help your business to save money and time on maintenance and potential lost production caused by equipment failures. It is an early warning system which aims to give you peace of mind knowing that both your equipment and lubricants are in optimum working order.

#### The Benefits

- Reduces your downtime and lost production
- Enables you to spot potential problems at an early stage
- Allows you to plan and schedule maintenance in advance
- Helps you save money
- Lowers repair and labour costs
- Allows you to optimise maintenance intervals
- Allows you to potentially extend oil drain intervals
- Aims to offer you peace of mind
- Reassurances of the condition of the oil
- Shows the condition of the equipment



#### We offer

- A consistent, reliable service delivered globally
- Highly qualified diagnosticians
- Excellent laboratory equipment
- Comprehensive reports, diagnosis and recommendations
- Quick turnaround
- Confidentiality

#### Complementary Products Table

Equipment	Lubricants
Gas Engine	Shell Mysella XL, Shell Mysella LA, Shell Mysella MA, Shell Mysella
Turbocharger	Shell Corena AS, Shell Turbo T
Generator	Shell Alvania RL, Shell Albida



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