



Shell Lubricants

CEMENT

40% increased oil drain intervals
by combining extra high
performance diesel engine oil
and Shell Lube**Analyst**

Total annual
customer saving

US\$46,300

Company: UNICON – Unión de
Concreteras

Country: Peru

Application: Engine

Saving: US\$46,300 total annual
customer saving

Key edges: Shell Rimula X 15W-40,
Shell Lube**Analyst**

Unión de Concreteras was established after the merger of Peru's two largest cement companies. Its production capacity ranges from 20 to 90m³ of cement per hour.

Dissatisfied with the lack of ongoing support from the existing supplier, UNICON set Shell the challenge to improve their operation and increase oil drain intervals.

The use of Shell Rimula X 15W-40 was recommended because of its exclusive additive formulations in conjunction with highly refined base oils which together deliver longer oil life. As a result of the change to this product, oil consumption was reduced by 29% and drain intervals increased by 40% – a total annual saving of US\$46,300.

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DESIGNED TO MEET CHALLENGES





1 The Challenge:

The customer was experiencing operational issues due to the poor performance of the existing lubricant and was dissatisfied with the lack of technical support offered to solve this issue. An ineffective and slow oil analysis process was not providing the customer with the time needed to take preventative and proactive action, leading to an increase in oil consumption and unscheduled maintenance costs.

3 The Outcome:

Through the combination of technical support, Shell LubeAnalyst and Shell Rimula X 15W-40, the customer succeeded in increasing oil drain intervals, which led to valuable labour, component and lubricant cost savings.

Compressors:

- Oil drain intervals were rescheduled from 250 to 300 hours, reducing the number of maintenance services by three per year. Equipment availability increased by 11 hours per year

Mixers, cement pumps, loaders, generator sets and auxiliary equipment:

- Oil drain intervals were rescheduled from 250 to 350 hours, reducing maintenance by 222 hours per year. Equipment availability increased by 1303 hours per year

2 The Solution:

The Shell Technical Team utilised Shell LubeAnalyst to analyse the condition of the lubricant. A detailed diagnostic report was received within two days and as a result Shell Rimula X 15W-40 was recommended as a product alternative to assist with extending the customer's oil drain intervals.

4 The Value:

Conducting a thorough assessment of the customer's oil drain issue lead to a comprehensive and successful solution. The combination of technical expertise, a fast and efficient oil analysis service, and a high performance oil specifically suited to the customer's operation, increased UNICON's production levels and overall operational efficiency.

As a result of oil drain intervals increasing, product consumption decreased significantly by 29%. The annual cost savings related to product consumption, labour hours, and the extension of component life can be calculated at US\$46,319 per annum.

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 Rimula X 15W-40

Extra high performance diesel engine oil

Shell Rimula X Oils are high performance, dedicated heavy-duty engine lubricants designed for use in modern high speed turbocharged diesel engines. They use exclusive additive formulations in conjunction with highly refined base oils to deliver longer life and enhanced protection relative to their predecessors. Shell Rimula X 15W-40 has been reformulated for severe duty service in engines specifically designed to meet 1998/Euro 2 on-highway exhaust emission standards as well as being suitable for a wide range of heavy-duty off-highway applications.



Performance features and benefits

- Unique new formulation
- Greater protection and higher temperatures
- Longer oil life
- Approved by leading engine makers

Main applications

- On-Highway heavy-duty trucks

Complementary products

Equipment	Lubricants
Heavy Duty Vehicles	Shell Rimula, Shell Spirax, Shell Retinax
Crusher	Shell Omala, Shell Albida
Grinding Mill (1)	Shell Omala HD, Shell Omala F, Shell Tivela S, Shell Albida HD, Shell Vitrea
Rotary Kiln	Shell Malleus ET, Shell Malleus OGH, Shell Malleus GL, Shell Malleus RN,
Grinding Mill (2)	Shell Malleus GL, Shell Omala F, Shell Alvania SDX, Shell Albida HD, Shell Tellus
Cement Mill Addition	Shell Malleus OGH,
Gear System	Shell Malleus GL, Shell Malleus RN, Shell Omala



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