



PARCEL DELIVERY COMPANY AVOIDS COSTLY ENGINE REBUILDS THROUGH SHELL LubeAnalyst

TOTAL REPORTED CUSTOMER SAVING

US\$46,000

COUNTRY: USA

APPLICATION: Engines

SAVING: US\$46,000 total reported customer saving

KEY EDGE: Shell LubeAnalyst

A prominent parcel delivery company in the USA was looking to prevent costly breakdowns in its extensive vehicle fleet. Its aim was to assess the condition of its vehicles so that the vehicle manufacturer could rectify problems within the warranty period. The company approached Shell Lubricants, which was already supplying its lubricants, for help.

Shell recommended the Shell LubeAnalyst oil condition monitoring service. The service provides lubricant sample analysis that helps to identify oil or equipment failures before they become critical. By using the Shell LubeAnalyst service, the parcel delivery company was able to identify issues in three engines and to return these to the manufacturer while they were still under warranty.

The company reportedly saved approximately US\$46,000 in engine rebuilds, money that would have been spent had the problem been identified after the warranties had expired. The company also benefited from a reduction in downtime through avoiding the problems identified by Shell LubeAnalyst.



1

CHALLENGE

A prominent parcel delivery company in the USA was looking to prevent costly breakdowns in its extensive vehicle fleet. Its aim was to assess the condition of its vehicles so that the vehicle manufacturer could rectify problems within the warranty period.

2

SOLUTION

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3

OUTCOME

By using the Shell LubeAnalyst service, the parcel delivery company was able to identify issues in three engines and to return these to the manufacturer while they were still under warranty.

4

VALUE

The company reportedly saved approximately US\$46,000¹ in engine rebuilds, money that would have been spent had the problem been identified after the warranties had expired. The company also benefited from a reduction in downtime through avoiding the problems identified by Shell LubeAnalyst.

¹The savings indicated are specific to the calculation date and mentioned site. These calculations may vary from site to site and from time to time, depending on, for example, the application, the operating conditions, the current products being used, the condition of the equipment and the maintenance practices.



Shell LubeAnalyst

OIL AND EQUIPMENT CONDITION MONITORING SERVICE

Shell LubeAnalyst is a "health check" for your lubricants and machinery. It is an oil condition monitoring service that helps you to keep your business running smoothly by identifying certain oil or equipment conditions before they become critical.

Shell LubeAnalyst can help your business to save money and time on maintenance and to avoid lost production caused by equipment operational problems. It is an early warning system that helps you to keep your equipment and lubricants in optimum working order.

Applications

Shell LubeAnalyst has specialised tests for key applications, including

- aviation engines
- axles
- circulating systems
- compressors
- coolant systems
- engines
- gas engines
- heat transfer systems
- hydraulics
- industrial gearboxes
- marine applications
- metalworking equipment
- refrigeration compressors
- transformers
- transmissions
- transport gearboxes
- turbines.

Benefits

- Helps to reduce downtime and lost production
- Identifies potential problems at an early stage
- Enables you to plan and schedule maintenance in advance
- Helps to reduce repair and labour costs
- Enables you to optimise maintenance intervals and potentially extend oil-drain intervals

How it works

There are five simple steps to the Shell LubeAnalyst equipment condition monitoring service:

1. Register your customer details and equipment components with Shell LubeAnalyst.
2. Take oil samples from your equipment and label them.
3. Send the samples to one of Shell Lubricants' accredited laboratories.
4. Wait for samples to be tested and analysed, and for the results to be entered into a global database.
5. Receive your report via email or the Internet.

Complementary services

Description	Service
Web-based lubrication recommendation tool	Shell LubeMatch
Technical help-desk services, lubrication surveys and audits, storage and handling advice	Shell LubeAdvisor
Shell Specialist on-site application support and inspections by our application, sector and product specialists	Shell LubeExpert