



Shell Lubricants

GENERAL MANUFACTURING

Premium hydraulic oil combined with Shell technical support extended this operation's oil drain intervals by 50%

Total annual
customer saving

US\$21,500



Company: Seranit Granite
Country: Turkey
Application: Tile Press
Saving: US\$21,500 total annual customer saving
Key edges: Shell Tellus T 46, Shell LubeAnalyst

Established in 1992, Seranit was Turkey's first granite ceramic factory and currently produces 25% of the total granite supply in the country.

With limited technical support from the existing lubricant supplier, Seranit was struggling to achieve optimum performance from its tile press and turned to Shell for a solution.

After extensive oil analysis using Shell Lube**Analyst**, a premium product alternative was recommended – Shell Tellus T 46. The results showed a significant decrease in oil consumption along with an increase in oil life from 4,000 to 6,000 hours, increasing oil change intervals from eight to 12 months. This led to an annual cost saving of US\$21,500.

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DESIGNED TO MEET CHALLENGES



1 The Challenge:

While working with an alternative supplier, the plant was experiencing frequent oil drains – approximately every 4,000 hours. With the existing supplier offering limited technical support and advice to address the issue. The customer turned to Shell for a solution.

2 The Solution:

To assess the situation the Shell Technical Team used Shell Lube**Analyst**, a world-class oil and equipment condition monitoring service. As a result of this detailed process, Shell Tellus T 46 was recommended for use in the hydraulic presses. The solution included:

- Initial and ongoing oil condition monitoring and reporting using Shell Lube**Analyst**
- On-site technical visits
- On-site technical training of maintenance staff

3 The Outcome:

As a result of the Shell Technical Team assessment, the use of Shell Lube**Analyst**, and the change to Shell Tellus T 46, the customer experienced a variety of operational benefits.

- An increase in oil drain intervals from 4,000 to 6,000 hours
- A drop in labour costs due to the reduction of oil maintenance required
- Preventing serious mechanical failures through using Shell Lube**Analyst** to monitor oil condition

4 The Value:

Unexpected savings were secured through this exercise by way of a decrease in labour required for maintenance and an increase in production – both due to oil drain intervals being extended.

With the Shell combined product and service offering, oil drain intervals extended from 4,000 to 6,000 hours resulting in oil consumption reducing by 6,400 kilograms. The annual calculated value from the savings in product consumption alone is approximately US\$21,000.

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 Tellus Oils T

Premium hydraulic oil for wide temperature ranges

Premium performance, anti-wear hydraulic oils which incorporate a special viscosity index improver additive to enhance their viscosity/temperature characteristics.

Performance features and benefits

- Very low viscosity variation with temperature
- High shear stability
- Outstanding anti-wear performance
- Excellent filterability
- Oxidation resistant
- Corrosion protection
- Rapid air release and anti-foam properties



Main applications

- Hydraulic and fluid power transmission

Specifications, approvals and recommendations

- Tellus T meets the performance requirements of ISO 11158 HV Type.

Compatibility and miscibility

- Seal and point compatibility

Complementary products

Equipment	Lubricants
Gears	Shell Omala
Hydraulics	Shell Tellus
Compressors	Shell Corena
Greases	Shell Albida, Shell Alvania, Shell Malleus



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