



LEADING CONCRETE BLOCK MANUFACTURING COMPANY IN QATAR HAS SAVED \$11,720

TOTAL ESTIMATED ANNUAL CUSTOMER SAVING **US\$11,720**

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SHELL LUBRICANTS
TOGETHER ANYTHING IS POSSIBLE

LOCATION: Doha Qatar

APPLICATION: Hydraulic System

KEY EDGE: Shell Tellus S2 M 68 and Shell LubeAnalyst

33.5%
SAVINGS IN PUMPS &
25%
SAVINGS IN VALVES

Shell Tellus
Shell LubeAnalyst

CHALLENGE

Largest manufacturer & supplier of concrete products with ISO 9001: 2008 standard in the state of Qatar which is equipped to produce concrete products such as Interlocking paving blocks, Kerb Stones and masonry blocks. Their plant has been designed to produce premium quality paving stones, Kerb Stones, Tiles and Masonry blocks in different colors and sizes. Customer was facing problem with oil temperature rise during the operation due to that reason they were facing frequent breakdowns of valves and pumps.

SOLUTION

Shell Lubricants Macro distributor Jaidah Group Technical team audited the plant and recommended them suitable Shell product **Shell Tellus S2M 68** and also offered them used oil quality check **Shell LubeAnalyst** oil condition monitoring service and advised them necessary changes. As a result of these recommendations customer decided to change its lubricants to **Shell Tellus S2M 68**

OUTCOME

Using **Shell Tellus S2M 68** customer has achieved desired safe oil temperature, and benefitted saving in pump and valve failures and equipment down time and increased production capacity. The company has reported annual savings of **11,720\$ USD**



VALUE

By extending the life of key components and reducing its maintenance time and consumables costs, the company benefited from **estimated annual savings of US\$11,720.**

The 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.