

# Potential \$1M cost savings through Best in Class Assessment

See an Asia-Pacific mining customer's goal of achieving **\$1M savings over a 4 year period\*** through implementing our best practice processes, and how these potential cost savings are calculated:

## Engine Oils



potential cost savings:

**\$320,000**



**BIC Assessment Results**  
based on 2014 operating conditions

Theoretical oil usage: 180,000ltrs  
Actual oil usage: 168,000ltrs\*\*



**Opportunity**

Extending Dump truck engine oil drain interval from 500hrs to 750hrs = **savings opportunity of \$320,000 over 4 year period**

New product recommended

## Transmission Oils



potential cost savings:

**\$300,000**



**BIC Assessment Results**  
based on 2014 equipment data

Theoretical oil usage: 115,000ltrs  
Actual oil usage: 120,000ltrs\*\*



**Opportunity**

Propose transmission oil with ODI of 1500hrs = **savings opportunity of \$300,000 over 4 year period**

New product recommended

## Coolant



potential cost savings:

**\$175,000**



**BIC Assessment Results**  
based on 2014 equipment data

Theoretical coolants usage: 46,000ltrs  
Actual coolants usage: 48,000ltrs\*\*



**Opportunity**

Chevron coolants have drain intervals of 12,000hrs = reduction in maintenance requirements and **savings opportunities of \$175,000 over 4 year period**

New product recommended

## Compressor Oil



potential cost savings:

**\$140,000**



**BIC Assessment Results**  
based on 2014 operating conditions

Theoretical oil usage: 873ltrs  
Actual oil usage: 7,200ltrs



**Opportunity**

Drill Compressors are on 1000hr oil drain intervals. The recommended product has ODI capability of 8000hrs = **savings opportunity of \$140,000 over 4 year period**

New product recommended

## Gear Oil



potential cost savings:

**\$80,000**



**BIC Assessment Results and Opportunities**

Of the 34,000ltrs of Gear Oil consumed per year, the ISO 320 amounts to 27,000ltrs or 80% of this total volume. 80% of its usage or approx. 20,000ltrs is used as top-up which is a high ratio and hence opportunity to reduce this consumption by 10,000 ltrs per year = **savings opportunity of \$80,000 over 4 year period**

New product recommended

## Open Gears



potential cost savings:

**\$140,000**



**BIC Assessment Results and Opportunities**

Grease consumption: Ball Mills Open Gears A 20% reduction with no compromise in component life = **potential savings of \$140,000 over 4 year period.**  
Pinions: Talcor product allowed component re-use through Dynamic Alignment Process saving over \$100,000.

New product recommended

Engine Oils savings:

**\$320,000**

Transmission Oils savings:

**\$300,000**

Coolant savings:

**\$175,000**

Compressor Oil savings:

**\$140,000**

Gear Oil savings:

**\$80,000**

Open Gear savings:

**\$140,000**

**potential savings of \$1,000,000**

## OUR BEST IN CLASS OFFER



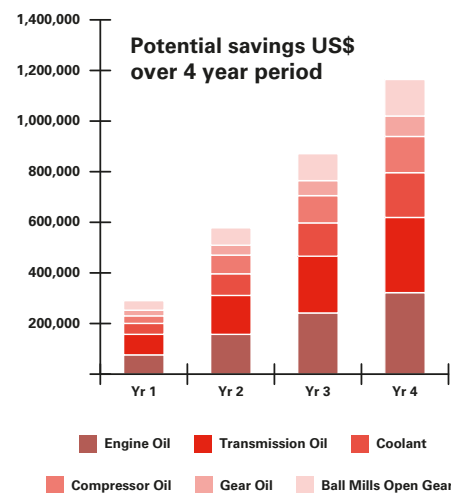
1. Oil Condition Monitoring with our Lubewatch program



2. Best in class Assessment at the site



3. Use of technical equipment monitoring tools



**REQUEST YOUR FREE BEST IN CLASS ASSESSMENT**

\* Estimates based on customers total volume and projected over 4 year period  
\*\* Our calculation includes a 20% top-up rate