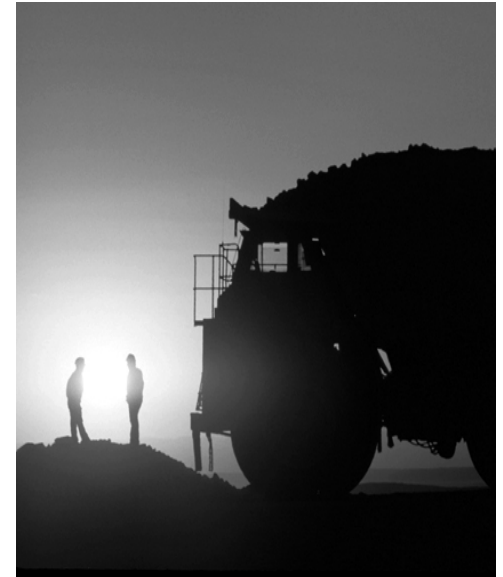


MINING (USA)

Excavator

Castrol Molub-Alloy 777-2 ES

7 YEAR SAVINGS OF: \$182,992 USD



THE SITUATION

A major mining customer was looking to reduce their maintenance costs and increase production on their Hitachi EX 1800 Excavators.

BEFORE CASTROL

- Production losses for five days of unscheduled downtime was \$7,500
- Part replacement costs were \$132,492
- Labor costs for five men at five days were \$7,000
- Crane rental costs for five days were \$36,000

AFTER CASTROL

- No lost production
- No loss of bushing, pins, swing bearing, or boom damage
- Man hours not used for rebuilds

THE SOLUTION

- A Castrol TechService Offer including specialized services and Molub-Alloy 777-2 ES High Performance grease
- ELIMINATION OF MAINTENANCE DUE TO, PIN, BUSHING AND BEARING REPLACEMENT
- FREES UP THE FIVE MAN FOR OTHER DUTIES
- NO LOST PRODUCTION DUE TO MAINTENANCE
- ELIMINATION OF TWO CRANE RENTALS

- Experience and knowledge brought together with right products
- Tailored services to complement the products

CASE STUDY

YOUR ADVANTAGE IN AN INDUSTRIAL WORLD



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RECOMMENDATIONS

After a full equipment survey was completed by Castrol's experienced engineers, a TechService Solution was proposed including specific products and services designed to significantly increase equipment component life while enhancing productivity.

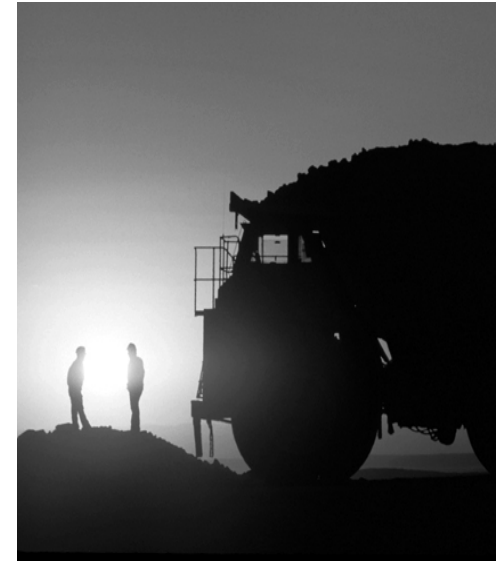
Specific Key Performance Indicators were established to track performance.

Besides targeting an increase in production and decrease in maintenance costs, focus was given to minimizing Health, Safety and Environmental risks.

CONCLUSION

After seven years utilizing Castrol Molub-Alloy 777-2 ES High Performance grease and specialized services which include equipment inspections and product delivery to the machines, there have been no pin or bushing failures to the Arm and Boom as well as the Swing bearing.

Seven year cost savings were calculated to be **\$182,992**



OTHER POTENTIAL APPLICATIONS

Castrol has a full range of products and services for the Mining industry

- Draglines & Shovels
- Various mobile equipment such as Trucks, Loaders & Dozers
- Stationary equipment such as Crushers, Conveyors and Ball mills

CASE STUDY

YOUR ADVANTAGE IN AN INDUSTRIAL WORLD



Castrol Industrial North America Inc.
150 West Warrenville Rd., 603-3E Naperville, IL 60563
Tel 877 641 1600 Fax 877 648 9801
Email rdgbinternetfeedbk@bp.com www.castrol.com/industrial

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