

Date: 15/07/2024

To whom so ever it may concern

To,

Biren Enterprise (Authorized Industrial Distributor of Shell Lubricants)

Surat, Gujarat.

Kind Attn: MR. Tejas Bhatiya (Shell -DFLTS), Jignesh Modi (DSR)

Subject: Shell Gadus **S2 V 220 00** superior performance in pump in Jet machine application.

We have been recommended by Shell to use "**Gadus S2 V 220 00**" in our Jet pump application (Textile processing) in our Textile process house. We have monitored the performance of this product against previous 460 viscosity oil from other competition for last 4 months.

We have observed following advantages of Shell **Gadus S2 V 220 00** over the other products.

Benefit:

- **Reduce lubricant consumption.**
- **Increase bearing and seal life.**
- **Reduce maintenance cost.**
- **Increases pump life of 2 xs.**

Now we are converting all pumps with Shell 00 grease, we are looking for long term relationship with Shell and Biren Enterprise Team and we appreciate the service provided by you.

Thanking you,

Mr. Niraj Singh (Manager)

Shreeji prints Pvt Ltd, Pandesara GIDC, Surat. Gujarat.

FOR SHREEJI PRINTS PVT.LTD.


MANAGER

VALUE CALCULATION FOR INDUSTRIAL MOBILE HYDRAULICS

Select Language	English	▼
Select Units	Metric	▼
Select Currency	India, Rupees (INR)	▼

OPERATIONAL DETAILS		
Description of machine / Equipment		
U-Jet/ Soft flow Pump Application		
Number of machines used		12
Sump capacity	Litres	1
Operating cycle	Hours/Year	7,500
Power rating	KW	
Cost of power	Rs/KW	
Cost of labour	Rs/hour	60.00
Hourly value of production	Rs/hour	

LUBRICANT		Current		Proposed		Saving	% benefit	
Product		Savsol EP 460 Gear oil		Shell Gadus S2V220 00				
LUBRICATION - COST OF OIL								
Oil drain period	Hours	690	3,000	2,310				Changing from a mineral grade to a synthetic grade of lubricant will increase the oil drain period
Number of oil changes per year	Per Year	10.87	2.50	8		77%		
Top-up volume per oil drain	Litres	1	1					
Cost of Oil	Rs/Litre	170	450					
Top-up cost per oil drain	Rs	85.00	450.00					
Annual cost of lubricant	Rs	2,217	1,913	305		14%		

LUBRICATION - COST OF OIL CHANGE								
Cost of consumables per oil change	Rs		200					
Time for oil change	Hours		0.5					
Annual cost of oil changes	Rs	2,500	575	1,925		77%		

LOST PRODUCTION								
Lost production for oil changes	Hours/Year	5.4	1.3	4.2		77%		
Cost of downtime due to oil change	Rs	0	0	0		#DIV/0!		

REPAIR & MAINTENANCE - COSTS								
Cost of replacing failed components	Rs		600					Using a high quality lubricant has been demonstrated to reduce the number of unplanned failures (due to component failure, filter blockage etc)
Time to replace failed components	Hours		0.5					
Breakdown frequency	Per Year	7.00	2.00	5.0		71%		
Annual maintenance costs	Rs	4,410	1,260	3,150		71%		

LOST PRODUCTION								
Lost production due to repair & maint.	Hours/Year	3.5	1.0	2.5		71%		
Cost of downtime due to repair & maint.	Rs	0	0	0		#DIV/0!		

ENERGY EFFICIENCY								
Annual energy cost	Rs	0	0	0		0%		Using a synthetic grade instead of a mineral grade has been shown to reduce energy usage (data available where possible)

TOTAL COST PER MACHINE	Rs	9,127	3,748	5,380		59%		
TOTAL COSTS	Rs	1,09,529	44,970	64,559		59%		
PAYBACK PERIOD			-0.7 Months					

Note that the savings indicated above are typical values obtained through laboratory testing and through field validation. They do not constitute any representation or guarantee that such savings will be achieved in any particular situation, as there are multiple variables that may affect performance. Using services such as Lube Analyst may allow the operator to safely extend the oil drain interval and reduce maintenance due to failures beyond that shown here. This calculator and its results should therefore not be relied on in choosing whether to purchase any Shell lubricants.

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FOR SHREEJI PRINTS PVT.LTD.

 MANAGER



Shell Lubricants

**VALUE CALCULATION FOR INDUSTRIAL MOBILE HYDRAULICS
SUMMARY**

Customer	Shreeji Prints Pandesara, Surat. 27-Jul-24
Location	
Date	
Other Information	
Description of machine / equipment	U-Jet/ Soft flow Pump Application
Number of machines used	

LUBRICANT		Current	Proposed
Product		Savsol EP 460 Gear oil	Shell Gadus S2V220 00
TOTAL COST PER MACHINE	Rs	9,127	3,748
TOTAL COSTS	Rs	1,09,529	44,970
TOTAL SAVING	Rs	64,559	59%
PAYBACK PERIOD	Rs	-0.7 Months	

Note that the savings indicated above are typical values obtained through laboratory testing and through field validation.

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FOR SHREEJI PRINTS PVT.LTD.

[Signature]
MANAGER

DATE: 27/07/2024

Shreeji prints Pvt Ltd, Pandesara Gidc.Surat,
Gujarat.

Dear Niraj Singh,

Customer Consent

Shell is committed to continual improvement in the delivery of its products and services and, as part of this commitment; we are currently in the process of compiling case studies on successful businesses.

As a valued Shell customer, your organization has been identified as one in which Shell products have made a noticeable difference in the way you do business and, as such, we would like to publish a case study on your organization.

We are writing to seek your consent to such publication, and would be grateful if you could complete the section below and return a copy of this letter to us.

Yours sincerely

Sasi Balachandar

ILTC-Indirect lubrication technical coach

Shell India Market Pvt ltd.

Biren enterprise)

I, **Mr Niraj singh** of Shreeji prints Industries Pvt Ltd consentto Shell using, and making public, my company/business information in case studies in the following media:

- Print articles/reports
- Shell customer newsletters and brochures
- Internet sites
- Email communications
- Print advertising/editorials
- Press releases

Signature:

FOR SHREEJI PRINTS PVT.LTD.


MANAGER

Position: **Mr Niraj Singh**

Date 27/07/2024



Shell Lubricants

DATE: 27/07/2024

Shreeji prints Pvt Ltd, Pandesara GIDC, Surat, Gujarat.

Mr. Niraj Singh,

Confirmation of Delivered Value

As you are probably aware, we have been carefully monitoring the benefits of improved lubrication practices within your business. Our calculations lead us to believe that implementation of these practices has contributed to savings to your business of approximately **Rs.64, 559/-**.

We would ask that you confirm the value of the savings stated as shown on the spread sheet of **Shell Gadus S2 V 220 00 Grease value calculator Sheet** supplied.

This information will be used for Shell internal training purposes and your company will not be named externally without your explicit permission.

Many thanks for your co-operation.


Yours sincerely

Bhatiya Tejas
FLTS-Front line Technical Support
Biren Enterprises
Shell Industrial Lubricant Distributor

I, **Mr Niraj Singh** of **Shreeji prints pvt ltd** agree with the figures shown to calculate the approximate contribution that improved lubrication practices have made to my organization.

I understand that confirming this saving has no contractual implications and that my company will not be named in any external marketing.

Signature:

FOR SHREEJI PRINTS PVT.LTD.

MANAGER

Position: **Mr Niraj Singh**

Date: 27/07/2024