



5 TOP TIPS FOR MINING PROCUREMENT MANAGERS

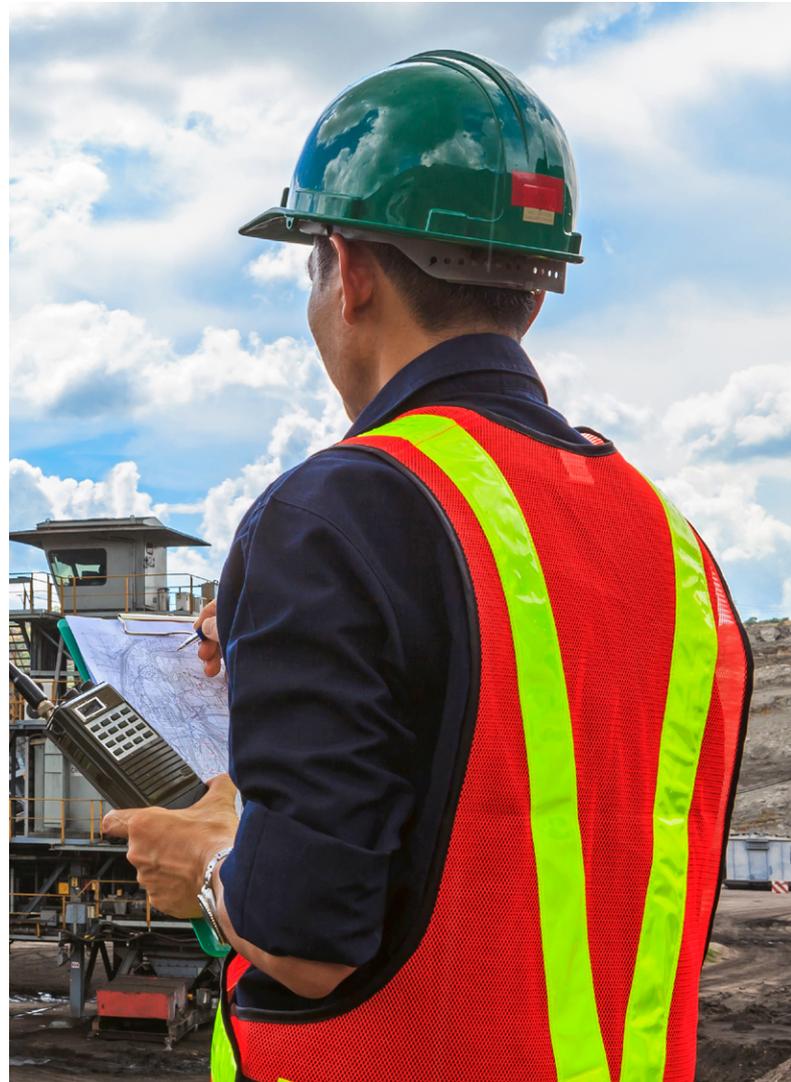
Mining procurement managers can reduce costs in many ways: lubricant inventory streamlining, downtime and repair cost reductions, improved fuel efficiency and equipment up-time, as well as optimising fleet equipment cost of ownership.

Our Caltex Delo 5 Top Tips will help every mining procurement professional find short, medium and long-term sustainable cost savings they can count on.

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1 | Lubricants need to deliver more than just short-term cost savings

Choosing low-cost lubricants and ancillary products with dollars-per-litre discounts is very different from selecting products that offer cost efficiency through durability, reliability and sustainable cost savings you can rely on.

Lubricants contribute to 2% - 3% of costs during the lifetime of your mining vehicles and high quality well-priced lubricants and ancillary products deliver much more than short-term savings.

The Caltex Delo range of lubricants and ancillary products not only reduce inventories and management costs but also optimise fleet performance, protection and cost of ownership. Read on to find out how.

2 | Mining fleet operational costs need to be controlled

Over the life of a typical mining vehicle, parts and repairs cost around 32%, depreciation contributes 19%, and fuel costs are around 26%. These costs can tip the balance between profitability and operational losses.

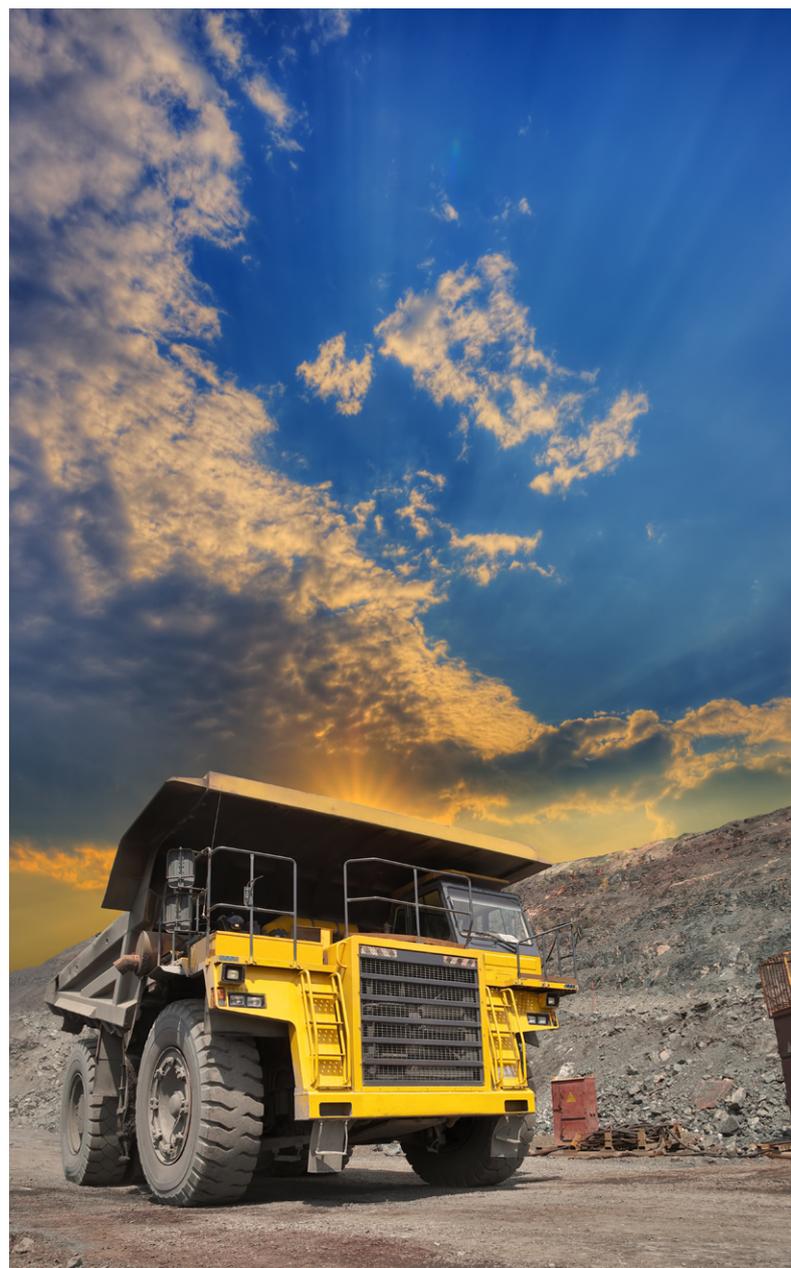
One common denominator for savings across these costs is careful and correct lubricant selection. Choosing Caltex Delo lubricants and ancillary products minimizes vehicle component wear and repair.

This reduces not only downtime but also depreciation, and with the right fuel-efficient Caltex Delo products, we can also help you save on fuel costs, too.

3 | Select lubricants and ancillary products that increase uptime

If you are looking for savings, then using high quality lubricants and ancillary products can lead to major efficiencies. For example, Caltex Delo 400 MGX reduces downtime, repairs and service expenses by delivering the long-term engine protection your mining fleet needs to stay profitable.

This product, like many in the Caltex range, is designed to meet a wide range of fleet applications, reducing inventories, inventory management time and streamlining overall inventory and procurement administration.



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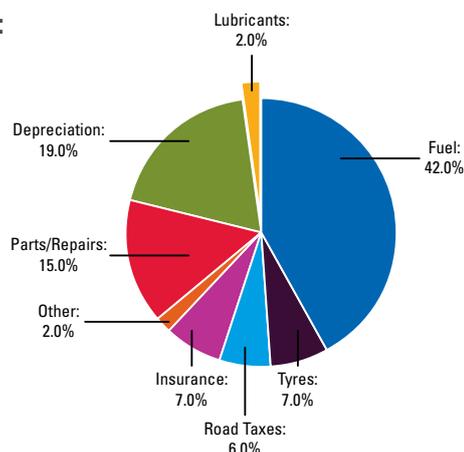
4 | Quality lubricants and services improve reliability

Mining operations often work at the extremes of fleet capabilities, under arduous high-temperatures or in extreme cold, and mining equipment is driven very hard to deliver on production volumes under tight schedules.

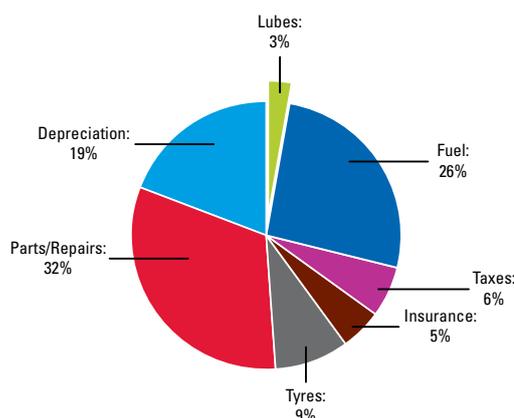
If you specify Caltex high quality lubricants, ancillary products and Caltex services, you are buying products designed to deliver the reliability you need to optimise mine profitability, and that are proven to reduce your repair and maintenance costs by 10%.*

Vehicle expenses during life:

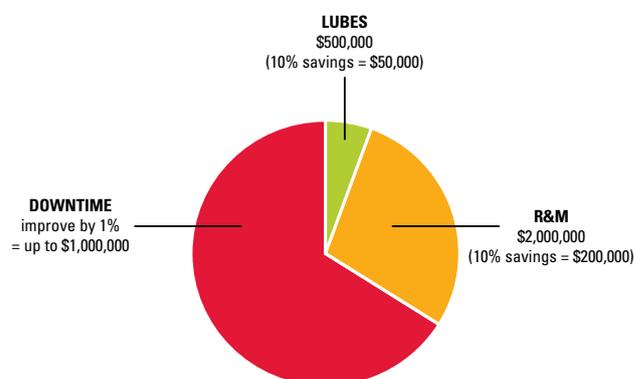
Global:



ME:



Value selling:



5 | Caltex Best-in-Class lubricants management program delivers savings

Through a good lubricant management like Caltex's Best-in-Class assessment program, we can help you achieve savings of over 10%*, which will far exceed savings through short-term dollars-per-litre discounts many other lubricants providers offer.

With the Caltex Best-In-Class assessment program, our mining industry experts work with you to identify the most cost efficient lubricants and ancillary products for your operation, streamlining inventories while delivering optimum protection, performance and improved cost of fleet ownership:

- BIC saves money and reduces downtime through improved maintenance practices
- BIC projected savings for a copper mine of around USD1MM over a 4 year period
- BIC reduced hydraulic oil top-up rate by 40%* with Caltex Rando HDZ 100
- BIC saves you money with product storage advice

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*Estimated savings/improvements based on BIC assessment at multiple mining sites.

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