



# Southwestern Petroleum Corporation

## HYDRAULIC SYSTEM LUBRICATION COST IMPROVEMENT ANALYSIS

*With a very small amount of information, we can show you in dollars and cents what a switch to Southwestern Petroleum Corporation's superior SWEPco Brand Lubricants can mean to your operation. The actual cost of the lubricant is a very small portion of the story. Frequency of lubrication, waste lubricant disposal costs, lube labor, repair parts and labor, equipment service life, replacement cost, fuel or energy usage and cost of downtime must all be considered to reveal the **total cost of lubrication**. Knowing all of these factors permits today's maintenance professional to make good business decisions. Thank you.*

### Company Information

Company Name: \_\_\_\_\_ Date \_\_\_\_/\_\_\_\_/\_\_\_\_  
 Contact Name: \_\_\_\_\_ Department: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State/Prov: \_\_\_\_\_ County: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_  
 Phone: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_

### Information About The Individual Unit Being Analyzed

Type of Equipment: \_\_\_\_\_ Manufacturer: \_\_\_\_\_ Model No: \_\_\_\_\_  
 Component Being Lubricated: \_\_\_\_\_ Manufacturer: \_\_\_\_\_ Model No: \_\_\_\_\_  
 Manufacturer's Lubricant Spec: \_\_\_\_\_ Current Lubricant Brand/Weight: \_\_\_\_\_  
 Type of Service?  Mobile  Stationary  High Heat  High Speed  High Load  High Shock  Water/Steam Contamination  
 Other Special Service Notes: \_\_\_\_\_  
 Number of Identical Units: \_\_\_\_\_ Number of Similar Units: \_\_\_\_\_

### Questions About Your Current Lubrication Related Costs *(Green Items Required)*

- |  |   |
|--|---|
| <p>1. What is your current cost per gal/liter for oil?<br/>_____</p> <p>2. How many average hours per week is this hydraulic system operated?<br/>_____</p> <p>3. What is the unit's oil capacity in gallons/liters?<br/>_____</p> <p>4. How many gallons/liters of make up oil is used between drains?<br/>_____</p> <p>5. What is the hydraulic system's current drain cycle in hours?<br/>_____</p> <p>6. How long does a routine oil change take?<br/>_____</p> <p>7. What is your cost per gallon/liter for waste oil disposal?<br/>_____</p> <p>8. What is your current yearly cost for oil analysis services for this hydraulic system?<br/>_____</p> <p>9. What is your hourly cost for maintenance labor (including benefits, taxes, shop overhead, etc)?<br/>_____</p> <p>10. What is your average hourly cost for downtime (lost revenue, productivity, wages, penalties, etc)?<br/>_____</p> | <p>11. What is your average energy/fuel usage rate for this unit (kw per hr or gal/liter per hour)?<br/>_____</p> <p>12. What is your average cost for energy/fuel (per kwhr/gal/liter)?<br/>_____</p> <p>13. What is the projected life of this system in years?<br/>_____</p> <p>14. What is replacement cost for this hydraulic system?<br/>_____</p> <p>15. How many hours do hoses &amp; seals last?<br/>_____</p> <p>16. How long does hose/seal replacement take the hydraulic system out of service?<br/>_____</p> <p>17. What was your last cost for hose/seal replacement parts?<br/>_____</p> <p>18. How many hours do pumps last?<br/>_____</p> <p>19. How long do pump replacements take the system out of service?<br/>_____</p> <p>20. What was your last cost for a hydraulic pump?<br/>_____</p> |
|--|---|

**Please Complete In Black Ink And Fax Back To 1-817-348-7237 For A Complete Analysis**

SWEPco Field Service Representative: \_\_\_\_\_ Phone Number: (\_\_\_\_) \_\_\_\_\_

J-11621-0999

**SEE SAMPLE ANALYSIS ON BACK**

# HYDRAULIC SYSTEM LUBRICATION COST IMPROVEMENT ANALYSIS

Company: Sweeney Manufacturing

Hydraulic System Description: Kbar Model 25H Skid Loader

## SECTION 1 -- CURRENT MAINTENANCE INFORMATION

How many average hours per week is this hydraulic system operated?	60	Hours per Week
What is this hydraulic system's oil capacity in gallons/liters?	30	Gallons/Liters
How many gallons/liters of make up oil is used between drains?	4	Gallons/Liters
What is this hydraulic system's current drain cycle in hours?	600	Hours
How long does a routine oil change take?	2.00	Hours
What is your cost per gallon/liter for waste oil disposal?	\$0.46	Per Gallon/Liter
What is your current yearly cost for oil analysis services for this hydraulic system?	\$300.00	Per Year
What is your hourly cost for maintenance labor (including benefits, taxes, shop overhead, etc)?	\$53.24	Per Hour
What is your average hourly cost for downtime (lost revenue, productivity, wages, penalties, etc)?	\$800.00	Per Hour

## SECTION 2 -- CURRENT ENERGY/FUEL COST INFORMATION

What is your average energy/fuel usage rate for this unit?	8.33	KW/Hr or Gal/Liter per Hr
What is your average cost for energy/fuel?	\$0.9800	Per KWHr/Gal/Liter

## SECTION 3 -- EQUIPMENT COST INFORMATION

What is the projected life of this hydraulic system in years?	3.00	Years
What is the replacement cost for this hydraulic system?	\$15,000.00	Each

## SECTION 4 -- CURRENT REPAIR COST INFORMATION

How many hours do hoses/seals last?	500	Hours
How long does hose/seal replacement take the hydraulic system out of service?	10.00	Hours
What was your last cost for hose/seal replacement parts?	\$385.00	Per Set
How many hours do pumps last?	3,000	Hours
How long do pump replacements take the hydraulic system out of service?	16.00	Hours
What was your last cost for a hydraulic pump?	\$2,450.00	Per Set

## SECTION 5 -- LUBRICATION COST ANALYSIS

	Current Supplier	SWEPCO
Projected Drain Interval	100.00%	300.00% Of Current
Projected Equipment Life	100.00%	120.00% Of Current
Projected Energy/Fuel Savings	0.00%	2.00% Of Current
Cost of Hydraulic Oil Per Gallon/Liter	\$5.12	\$11.64
In Service Hours Per Year	3,120	3,120
Oil Changes Per Year	5.20	1.73
Hose/Seal Replacements Per Year	6.24	5.20
Pump Replacements Per Year	1.04	0.87
Annualized New Oil Costs	\$905.22	\$685.98
Annualized Oil Analysis & Used Oil Disposal Costs	\$381.33	\$27.11
Annualized Labor Costs	\$4,761.79	\$3,691.31
Annualized Parts Costs	\$4,950.40	\$4,125.33
Annualized Cost of Downtime	\$71,552.00	\$55,466.67
Annualized Fuel/Energy Usage	\$25,469.81	\$24,960.41
Equipment Cost Per Year Of Service	\$5,000.00	\$4,166.67

**THE BOTTOM LINE -- TOTAL ANNUALIZED HYDRAULIC SYSTEM OPERATING COST \$113,020.54 \$93,123.48**

Projected Yearly SWEPCO Savings In Dollars	\$19,897.06
Projected Yearly SWEPCO Savings As A Percent	17.60%

## CONSIDER THE IMPACT OF THIS TYPE OF SAVINGS ACROSS YOUR ENTIRE EQUIPMENT INVENTORY

Number of Similar Units	4
Total Potential Annual Savings	\$79,588.24