



Southwestern Petroleum Corporation

GREASED BEARING 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 SWEPACO 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 pound/kg for grease?
_____</p> <p>2. How many average hours/miles per week is this bearing in service?
_____</p> <p>3. How much grease is used when regreasing this bearing(pounds/kgs)?
_____</p> <p>4. What is this bearing's current greasing cycle in hours/miles?
_____</p> <p>5. How long does a routine greasing take?
_____</p> <p>6. What is your hourly cost for maintenance labor (including benefits, taxes, shop overhead)?
_____</p> | <p>7. What is your average hourly cost for downtime (lost revenue, productivity, wages, penalties, etc)?
_____</p> <p>8. What is your average energy/fuel usage rate for this unit (kw/hr or gal/liter per mile or hour)?
_____</p> <p>9. What is your average cost for energy/fuel (per kwhr/gal/liter)?
_____</p> <p>10. How many hours/miles do bearings and seals last?
_____</p> <p>11. How long do bearing/seal replacements or rebuilds take the unit out of service?
_____</p> <p>12. What was your last cost for bearing/seal replacement or rebuild parts?
_____</p> |
|--|--|

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

SWEPACO Field Service Representative: _____ Phone Number: (____) _____
J-11617-0999

SEE SAMPLE ANALYSIS ON BACK

GREASED BEARING LUBRICATION COST IMPROVEMENT ANALYSIS

Company: Sweeney Manufacturing

Bearing Description: Timken Tapered Roller Bearings on Pelletizer

SECTION 1 -- CURRENT MAINTENANCE INFORMATION

How many average hours/miles per week is this bearing in service?	80	Hours/Miles per Week
How much grease is used when regreasing this bearing?	0.01875	Pounds/Kg
What is this bearing's current greasing cycle in hours/miles?	8	Hours/Miles
How long does a routine greasing take?	0.15	Hours
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)?	\$150.00	Per Hour

SECTION 2 -- CURRENT ENERGY/FUEL COST INFORMATION

What is your average energy/fuel usage rate for this unit?	400.00	KW/Hr or Gal/Liter per Mile or Hr
What is your average cost for energy/fuel?	\$0.0480	Per Gal/Liter/KWHr



SECTION 3 -- CURRENT REPAIR COST INFORMATION

How many hours/miles do bearings and seals last?	200	Hours/Miles
How long does bearing/seal replacement or rebuilds take the unit out of service?	2.00	Hours
What was your last cost for bearing/seal replacement or rebuild parts?	\$240.00	Per Set

SECTION 4 -- LUBRICATION COST ANALYSIS

	Current Supplier	SWEPCO	
Projected Greasing Interval	100.00%	200.00%	Of Current
Projected Usage At Each Regreasing	100.00%	20.00%	Of Current
Projected Bearing Life	100.00%	300.00%	Of Current
Projected Energy/Fuel Savings	0.00%	0.25%	Of Current
Cost of Grease Per Pound/Kg	\$1.10	\$4.30	
In Service Hours/Miles Per Year	4,160	4,160	
Regreasings Per Year	520.00	260.00	
Bearing/Seal Replacements Per Year	20.80	6.93	
Annualized New Grease Costs	\$10.73	\$4.19	
Annualized Labor Costs	\$6,367.50	\$2,814.62	
Annualized Parts Costs	\$4,992.00	\$1,664.00	
Annualized Cost of Downtime	\$6,240.00	\$2,080.00	
Annualized Energy/Fuel Usage	\$79,872.00	\$79,672.32	

THE BOTTOM LINE -- TOTAL ANNUALIZED GREASED BEARING OPERATING COST **\$97,482.23** **\$86,235.13**

Projected Yearly SWEPCO Savings In Dollars	\$11,247.10	
Projected Yearly SWEPCO Savings As A Percent	11.54%	

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

Number of Similar/Identical Bearings	50	
Total Potential Annual Savings	\$562,354.76	