

Creating Value for Our Mining Customers Through Technical Know-How Training Sessions



Total Value generated: \$293,315

Situation

Ampol has been a trusted provider of quality lubricants for over 100 years. A cornerstone of our service is the technical support delivered by our Technical and Product Solutions (TaPS) team, comprised of highly trained and experienced specialists with extensive expertise in mining, energy, and heavy industries.

In our commitment to delivering high-quality lubricants, we also empower our customers with technical knowledge, enabling them to manage their operations more efficiently.

Recently, our TaPS team conducted multiple off-site training sessions for selected Coal Handling and Preparation Plant (CHPP) reliability personnel. These sessions covered the Fundamentals of Lubrication, Contamination Control, Oil Analysis, and Sampling.

Our mining customers greatly appreciated these sessions, and they plan to tailor and roll them out across their site for all technical personnel.

Estimated Potential Value Delivered from training

(in the form of savings from potential equipment failure and not including loss of use and production)

- **CHPP Savings:** 25% of the cost of one conveyor gearbox failure - \$35,500 *(Assumption: Ongoing training for CHPP personnel will enhance their ability to identify early warning signs, helping to prevent gearbox failures)*
- **Mobile Fleet Savings:** 25% of the cost of one haul truck engine failure - \$239,300 *(Assumption: Training for mobile fleet operators and maintenance teams will improve fault detection, reducing the likelihood of engine failures)*
- **Total Risk Avoidance Savings:** \$274,800 based on the avoidance of potential gearbox and engine failures through effective personnel training and issue identification.

Ampol Australia Petroleum Pty Ltd

<https://www.ampol.com.au/business/products-and-services/lubricants-solutions>

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This proof of performance is based on the experience of a single customer as outlined above and actual results achieved from switching lubricants will vary from one application to another depending upon many factors including the type of equipment used, its maintenance, operating conditions, environment and any prior lubricant used.

This material was prepared by Ampol Australia which takes full responsibility for the content, statements of fact, opinions expressed, and reliability of the information provided herein. POP 2024-03