



THE GLOBAL PARTNERSHIP BETWEEN KRAUSSMAFFEI AND SHELL LUBRICANTS

# PEAK TECHNOLOGY FOR EFFICIENT OPERATION

Lubricants and hydraulic fluids are extremely hard at work even if they do not show it out in the open. When two global market and technological leaders get together to continuously further develop products from this group, it is not always because requirements are continuing to grow. Together, Shell and KraussMaffei are always looking for new technical solutions.

TEXT: JOACHIM WEBER PHOTOS: SHELL, KRAUSSMAFFEI

Virtually no unplanned standstills, long maintenance intervals and a high service life for the systems. That goes without saying for KraussMaffei customers. They can always rely on the robust design engineering that the injection molding mechanical engineering company offers. But design engineering features alone are not enough. The carefree package for system safety also includes a complete package for supplying the system with high-performance hydraulic fluids and with services that make the entire system even more reliable.

It is crucial to minimize any kind of friction in the system during daily operation under

extreme conditions, with high temperatures and pressures as well as with mechanical movements at high speeds. This is the only way to ensure that forces are transmitted to where they are needed unabatedly and the only way to prevent wear and tear. For centuries, oils and grease have been used to varying degrees of success. Today, highly specialized lubricants and hydraulic fluids are what keep machines running as smoothly as possible.

Shell is the international market leader and technological pioneer in this business. The company's incredibly broad product range serves customers in over 100 countries. Moreover, Shell has a network of highly skilled employees with many years of expertise in the

industry and extensive knowledge of its applications. "Shell's presence on the market and the expertise it has gained over the course of 70 years makes it the ideal partner for KraussMaffei for regarding all lubrication and hydraulics questions," says Harald Tiran from the KraussMaffei Group's Indirect Procurement sector.

This is all the more true, because the partnership is not a one-way street. "Part of Shell's tradition is collaborating with renowned machine and component manufacturers, who provide input in the form of their own experience as well as expertise of the latest developments and trends in their field," explains Shell Lubricants Expert, Jörg Spanke, Cluster



#### A SUCCESSFUL PARTNERSHIP

From left to right: Alfred Rott, Account Manager Shell, Harald Tiran, Strategic Purchase Indirect, KraussMaffei, Nadine Herzog, Account Manager B2B Industry, Shell.

#### CUTTING-EDGE TECHNOLOGY

Shell is continuously investing in the development of even better lubricant solutions.

Technical Manager North West Europe. This enables Shell to implement current, practical experiences such as information regarding future requirements into its own product development. The fact that KraussMaffei can access Shell's development laboratory for lubricants and hydraulic fluids in Hamburg is an additional advantage that makes this cooperation so appealing.

#### Global presence, product availability and technical support

KraussMaffei customers benefit primarily from this close cooperation. In conjunction with the services and consultations that KraussMaffei offers, Shell's lubricants are a key factor for ensuring that all machine and system parts remain in optimum working conditions, that performance and efficiency increase and that operation and maintenance costs are lowered as a result. This high level of quality is also the case worldwide.

Hydraulic fluids by the Shell Tellus are only one example. They are available to all KraussMaffei customers worldwide as part of the global partnership between the two market leaders. The Tellus fluids offer a wide variety of special properties. All of them share the ability to keep the hydraulic system clean and to minimize the risk of valve blockage. Additionally, they are extremely resistant to thermal and chemical decomposition. Shell Tellus S2 MA 46 also features a particularly high level of filterability, even among extremely fine filters, a long fluid service life and consequently

long fluid change intervals as well as excellent wear-resistance.

"This hydraulic fluid has been tried and tested and proven itself for years in machines and systems from KraussMaffei. For this reason, it is now the only commissioning fluid for new injection molding machinery systems," explains Gernot Huster, Head of Development for Hydraulic Systems and Measuring Technology at KraussMaffei. "We consider lubricant to be an important component of our overall product." Consequently, KraussMaffei recommends hydraulic fluids from Shell to its customers.

#### Analysis, optimization and savings

Furthermore, KraussMaffei is offering its global customers yet another special service. LubeAnalyst is a "health check" to inspect the condition of the lubricants and thus the condition of machines and systems. It is particularly important as an early warning system, due to the fact that analyzing lubricants and their contaminations enables conclusions to be drawn about potential faults. The procedure is simple. KraussMaffei removes a fluid sample from the customer's machine, which is then analyzed in an independent, certified and specialized lab. The customer receives a "diagnosis" specifically for its machine as well as recommendations on how to proceed. The basis for both come from experiences saved in the central database, which go back several years. The high number of samples enables comparable patterns to be detected.

#### TECHNOLOGY

The Shell Lubricants Research & Development centers focus on four technological core areas:

- Efficiency
- Reducing maintenance expenses
- Increasing the service life of components
- Cleanliness of machines and systems

"Overall, Shell and KraussMaffei share the same goals," emphasizes Huster. "We are both interested in achieving a high level of efficiency for the machines and systems, reducing maintenance expenses, increasing the service life and ensuring clean operation to the highest degree possible. These form a good basis for a successful partnership."

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