



Create a name in mining as preferred sector



Offering top-of-the-line lubes and greases for the construction and mining sector, GS Caltex India Pvt Ltd has emerged a major player in the Indian market.

JAYANTA RAY, GM (INDUSTRIAL & OEM), GS CALTEX INDIA PVT LTD, discusses their focus on reducing costs for industrial products developed specifically for the mining industry, with **CONSTRUCTION OPPORTUNITIES**

Tell us about your range of products for the mining sector.

GS Caltex Construction Lubricants Portfolio focuses on all types of costs

including Product Cost, Maintenance Costs, and Administration Costs, thereby reducing Total Cost of Ownership. Our mining lubes include engine oils, gear oils,

greases and hydraulic oils.

Engine Oils	API	Specification
Kixx HDX PAO Euro (Fully Synthetic Diesel Engine Oil)	CJ-4	ACEA E9-08, VDS-4, MB 228.31, Cummins 20081, Cat ECF 3 / ECF-2 / ECF-1a, DDC 93K218, MTU 2.1
Kixx HDX Euro	CJ-4	ACEA E9-08, VDS-4, MB 228.31, Cummins 20081, Cat ECF 3 / ECF-2 / ECF-1a, DDC 93K218, MTU 2.1
Kixx D1 Platinum Plus 15W-40	CI-4 Plus	ACEA E7-08, VDS-3, MB 228.3, Cummins 20078, MAN 3275, JASO DH-1, CAT ECF-1A/ECF-2
Kixx D1 Platinum 15W-40	CI-4	ACEA E7-08, VDS-3, MB 228.3, Cummins 20077, MAN 3275
Kixx Dynamic Gold 15W-40	CH-4	ACEA E5-02, VDS-3, MB 228.3, Cummins 20076, MAN 3275
Kixx Dynamic Fleet 15W-40	CF-4	MB 228.1, VDS, MAN 271

Gear & Transmission Oils	Specification
Geartec GL-4	GL-4, MIL-L-2105
Geartec GL-5	GL-5, MIL-L-2105D
Geartec GL-5 LS	GL-5, MIL-L-2105D, ZF TE-ML -05 Limite Slip Differential
Geartec TO-4	Cat TO-4, Allison C-4, Komatsu KES 07.868.1, Eaton I-280-S, Vicker M-2950-S
Unitrans (UTTO)	JD J120A, MF M1135, Ford New Holland M2C86B

Greases	Specification
GS Grease NLGI 3	NLGI 3 Long Life Grease
GS Grease EP 2	VG 220 / EP Grease
GS EP 2	VG 150 / EP Grease
New Golden Pearl Ultima	NLGI 3 Long Life Grease
GS Grease Liplax 2	VG 220 / Li Complex EP Grease
GS Grease Moly EP	VG 220 / EP Grease with MoS2

Hydraulic oil	Specification
GS Hydro HD	DIN 51524 Part 2
GS Hydro HDZ	DIN 51524 Part 3 (ODI – 2000hrs)
GS Hydro HVL	DIN 51524 Part 3 (Long Life- ODI 5000hrs)
New Golden Pearl Ultima	NLGI 3 Long Life Grease
GS Grease Liplax 2	VG 220 / Li Complex EP Grease
GS Grease Moly EP	VG 220 / EP Grease with MoS2



Cutting edge technological featured in your products.

GS Caltex Technology Institute based in South Korea is concentrating on future technology in various sectors. The Institute is developing product competitiveness through quality improvement of high performance lubricants and polymers. Our innovation team has developed future ready products in PCMO, HDDEO, and industrial oils to meet major OEM needs.

Tell us about tie-ups with fleet operators and mining OEMs for your products.

Our products reflect power of technology and innovation packaged into superior quality lubricants which has benefitted OEMs in India and abroad. We have relations with leading construction and mining equipment manufacturers as a proof of our performance. We have an impressive range of high quality finished lubricants supplied to major OEMs viz. Hyundai Motors, Volvo Construction Equipment, Volvo Trucks & Buses, Hyundai Construction Equipment India, POSCO, KPCL, JSPL, KOHLER, SDLG, HYVA, Indus Towers, Sono Koyo, GTL, Ajax Fiori, Ashoka Buildcon, IRB, Balaji Infra, etc to name a few.

Outline benefits accruing to clients using your products.

Nearly every business in mining sector is under increasing pressure to lower operating costs and increase efficiency. Meaning doing more with fewer people and using equipment for longer duration. This challenge has focused attention to lubrication and its role in equipment reliability and expense. We focus on all types of costs including; product cost, maintenance costs and administration costs, thereby reducing Total Cost of

Ownership for a client. Whenever engines and gearboxes run freer, operating costs are lower because they consume less fuel. And just 1 per cent lower fuel consumption means substantial fuel savings.

Green virtues of your products.

Focused on environmentally sustainable lubricants, market is moving towards fully synthetic products (Group III and PAO based Base Oils). Increasing popularity of synthetic lubricants due to excellent thermal stability, wear and tear protection, good load carrying capacity, low friction will propel growth in construction and mining segment. For example we developed PAO (Polyalphaolefin) based Kixx PAO DX Euro 15W40 synthetic engine oil based on Tri-Synthetic formula including PAO (polyalphaolefin). Meeting American Petroleum Institute (API) performance standards and European standards, Kixx lineup boasts superior oxidation stability.

Your strategies to play in a price sensitive market.

India is the world's third largest lubricant market, where automotive lubricants account for 55 per cent of total demand. Preliminary data indicates that India's lubricants consumption rose an estimated 1.9 per cent in 2015-16. Following annual average growth of 1.5 per cent during 2011-2015, India's lubricants demand is projected to rise 2.1 per cent annually between 2016-2020, to approximately 2.38 mt in 2020, assuming average annual GDP growth of 7.6 per cent. India's consumption per capita remains low at 1.6 kg in 2015, suggesting considerable long-term upside potential. This reflects the opportunity Indian market offers to multinationals and Indian companies. The downstream sector has significant investments since 1993. The market is already overcrowded with supply exceeding as high as 50 per cent in 2016. GS Caltex Corporation have taken this opportunity to enter the Indian market and create a name in mining as their preferred sector.

How do you expect the market to shape up for mining industry 2017 onwards.

GS Caltex India was declared Winner of 2nd Best Lubricant Company Award at **Construction Opportunities Excellence Awards 2016** at BAUMA CONEXPO INDIA held in Gurgaon in Dec'2016.

GS Caltex India Pvt Ltd is a 50:50 JV between Chevron and GS Holdings (South Korea)

OEMs in off-highway segments constantly focus on new technologies aimed at improving fuel economy, minimizing emissions, and optimizing the work environment. Lubricant manufacturers complement these need of OEMs. The combination of performance and avoiding downtime has a major effect on increasing yield and return for customers. Lubricants help in improving fuel economy and reducing cost of ownership by providing better protection for equipment. To meet stricter emission norms in future OEMs would require the use of EGR and SCR technologies, and possibly a DPF, depending on the approach. On the fuel economy side OEMs may need to review all engine systems to reduce consumption, including higher pressure fuel injectors, addition of boosting systems, high-efficiency SCR and combustion technology, and downsizing the engine itself. A good quality Lubricants can meet these testing conditions stipulated by OEMs . We have already invested in developing our PAO based Kixx range (Kixx DX EURO 15W40- API S4) to meet future demands in mining.

Future outlook for the industry and from a company perspective.

With a strong but volatile outlook for mining sector, industry is focused on future growth through expanded production, without losing sight of operational efficiency and cost optimisation. Equipment reliability, TCO, and use of environmental sustainable solutions will be key drivers of the mining industry . India has fifth largest coal reserves in the world. Improvements in innovation and technology will drive the output from reserves. Lubricants will play a major role in supporting mining sector to find solutions for increased productivity through low downtime and improved reliability. High performance Lubricants support environmental friendly solutions which also will be the way forward.

We in GS Caltex focus on reducing overall lubrication costs of business and have made Services an integral part of our offering to mining companies to achieve sustainable goals. ◆