



# GS Caltex : Preferred Lubricants Partner for Construction & Mining Industry

India has been in fast track growth under current reformist government which is reflected for its data for GDP growth in 2015 @ 7.4 per cent. It is further boosted in 2016 where by the rate has accelerated to 7.7 per cent. GDP from Construction in India increased to ₹2290.92 billion in the second quarter of 2016 from ₹2285.27 billion in the first quarter of 2016. GDP From Construction in India averaged ₹1990.66 billion from 2011 until 2016, reaching an all time high of ₹2377.80 billion in the second quarter of 2015 and a record low of ₹1736.49 billion in the third quarter of 2012, as reported by the Central Statistical Organization, India.

India is the world's third largest lubricant market, behind the USA and China, and ahead of Japan, Russia and Brazil, with total consumption of approximately 2.15 Mt in 2015; transport oils account for approximately 55 per cent of total inland lubricants demand. Preliminary data indicates that the country's lubricants consumption rose by an estimated 1.9 per cent year-on-year in 2015, reflecting a moderate acceleration compared to 2014, with the pace of growth led by the transport segment. Following annual average growth of 1.5 per cent during 2011-2015, India's lubricants demand is projected to rise by 2.1 per cent per year on average over the 2016-2020 period, to approximately 2.38 Mt in 2020, assuming average annual GDP growth of 7.6 per cent. India's lubricants consumption per capita remains low, at 1.6 kg in 2015, compared to 2.7 kg for Indonesia, 5.2 kg for China and 8.1 kg for Malaysia, suggesting considerable long-term upside potential

Above data clearly reflects the scope and opportunity Indian Lubricant Offers to Global Multinationals and well as National Oil Companies. Lubricants downstream sector has already seen significant investments from both Local and Global Companies since 1993. The market is already overcrowded with Supply exceeding

as high as 50 per cent in 2015. Hence , it is worthwhile to understand the competitive scenario existing in Indian Lubricants Market and create its niche before making any entry into this market. GS Caltex Corporation, The Global Leader in Base Oil Technology have taken the opportunity to enter Indian Lubricants Downstream market and create a name in the Construction and Mining sector.

GS Caltex Corporation, founded in 1967, is a 50-50 joint venture of Chevron Corporation, USA and GS Energy, South Korea. GS Caltex, headquartered in Seoul, South Korea, is a leader in the petroleum, lubricant and petrochemical businesses. The Company is a major exporter of petroleum products including lubricants. Through continuous R&D and investments, GS Caltex strives to become a leading global energy company

GS Caltex India is a 100 per cent owned subsidiary of GS Caltex Corporation, South Korea. It was incorporated on 2nd February 2010 in India and has its registered office at Mumbai. The company is currently doing business in high quality premium lubricants manufactured from its own Group II plus base oils.

The company's operations cover the whole of India with warehouses at key locations to service the needs of customers.

GS Caltex India , a part of major Fortune 500 Integrated Oil Company , has a very impressive range of high quality finished lubricants and supplies to large businesses including major OEMs viz. Hyundai Motors, Volvo Construction Equipment, Volvo Trucks and Buses, Hyundai Construction Equipment India, POSCO, KPCL , JSPL, WIPRO, SDLG, HYVA, Indus Towers, Sono Koyo, GTL, Ajax Fiori, Ashoka Building, IRB, Balaji Infra to name a few.

Over the last few years, GS Caltex India has focused to develop a robust customer value proposition for the construction and mining industry to have a complete portfolio of

High Performance Lubricants to meet the most stringent operating needs.

Nearly every business in this sector is under increasing pressure to lower operating costs and increase efficiency. This often means doing more with fewer people and using equipment for longer duration. This challenge has prompted increased attention to lubrication and its role in equipment reliability and expense.

GS Caltex Construction Lubricants Portfolio focuses on all types of costs including Product Cost, Maintenance Costs and Administration Costs there by reducing the Total Cost of Ownership for a business house.

The high performance lubricants from GS Caltex offer you ultimate reliability at all temperatures, lower oil consumption, significantly lower fuel consumption and specifically extended service intervals. Whenever engines and gearboxes run freer and more reliably, operating costs are lower if only because they consume less. And just 1 per cent lower fuel consumption means, depending on operating conditions, fuel savings of several hundred Rupees per vehicle and year.

GS Caltex products are the reflection of power of technology and innovation packaged into a superior quality lubricants which has already benefitted many OEMs in India and abroad. Over the past few years, we have developed relations with leading construction equipment manufacturers as mentioned above as a proof of our performance. This has contributed to our market position and guarantee the outstanding performance of GS Caltex products. Whether grease for bearings in vehicles and machinery, or hydraulic oils for all sorts of applications or engine and gear oils for all the vehicles operating on construction sites – GS Caltex is the single source for the world class lubricants.

GS Caltex Construction Sector Lubricants Portfolio includes 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)



As GS Caltex focuses on reducing overall lubrication costs of business, it has made Services an integral part of its offering to construction companies. Our team of experts is available to work with you to help optimise overall lubrication management. Our service help you maximise the cost saving benefits of our products in the long term.

Our extensive relation with Original Equipment Manufacturers play an invaluable role in delivering technical services that are consistent with latest trends. These services are indispensable in keeping your equipments at peak performance and include

- Advanced Oil condition monitoring
- Customised Training programs
- Technical trouble shooting and technical assistance

Finally, we could aptly conclude that GS Caltex India has emerged as

the most preferred partner to construction and mining industry to address their business challenges to make a customised lubrication program through Hi-Performance Products and Value Added Services.



*Author of this article is Jayanta Ray, General Manager – Industrial and OEM and he can be reached at [jayantaray@gscaltexindia.com](mailto:jayantaray@gscaltexindia.com)*