

## Shell Marine

With our customers' needs in mind, we offer innovative products and technical expertise supported by over 100 years of experience in the marine industry and an advanced research and development centre. We currently serve more than 10,000 vessels from over 700 ports across 61 countries. Our customer service teams are available to you 24/7.



### A LEADER IN MARINE LUBRICATION TECHNOLOGY

Shell has been the largest investor in research and development among the international oil and gas companies on a cumulative basis since 2007. As part of the Shell Group, Shell Marine has been at the forefront of marine innovation for over a century and has developed industry-changing products and services that have pushed the marine-lubrication technology envelope. Through collaboration with equipment manufacturers and customers, Shell continues to work hard to maintain and enhance its position as a technology leader.

Shell's Marine and Power Innovation Centre (MPIC) in Hamburg, Germany, is home to a dedicated team of marine engineers and scientists. Having our own engines and a laboratory at the centre enables our experts to optimise formulations and develop marine engine oils that meet engine manufacturers' requirements.



### OUR OFFER

Shell Marine helps customers to optimise their operations by offering integrated business solutions, including various lubricants products and technical services, to meet the requirements of a wide range of vessels: from tankers to small fishing boats.

### INNOVATIVE PRODUCTS

We have an extensive product portfolio with lubricants designed to address specific application-based challenges and to achieve optimum performance. Our products are developed and produced to the highest standards to meet the requirements of original equipment manufacturers and help ensure the integrity of your assets.

These products are currently used on more than 10,000 vessels and are available from over 700 ports across 61 countries. Shell Marine supplies its customers with lubricants and greases produced by Shell's global network of more than 40 lubricant plants and 15 grease plants. Working with distributor partners helps us to offer the local flexibility and responsiveness that many customers need.

### VALUE-ADDING SERVICES

We have a suite of technical services programmes to overcome operational complexities and reduce your operating costs. Our experts provide recommendations to ship operators on how they can optimise their operations across different equipment types when using our products.

### SHELL SERVICES

#### Shell LubeMonitor

A condition monitoring programme for two-stroke engines that includes access to Shell tools and advice to help you strike an acceptable balance between cylinder oil costs and wear-related cylinder maintenance expenses.

#### Shell LubeAnalyst

A flexible used-oil laboratory analysis service designed to save you time and money on maintenance resulting from equipment failure. This early-warning system aims to give you peace of mind that your equipment and lubricants are in optimum working order.

#### Shell LubeAdvisor

This on-site support from a global team of field-based engineers includes lubrication surveys, vessel assessments and in-depth technical and applications support when required.

# A CENTURY OF INNOVATION

We have been delivering value through innovation for over 100 years.

- **1902** – World's first liquid marine fuel
- **1928** – Our first marine technology research centre opens and includes a 320-mm-bore four-stroke test engine
- **1938** – First tests on residue fuels in diesel engines
- **1946** – First vessel to use residue fuel; as a result, the fuel centrifuge that enables the fuel to be used becomes standard equipment
- **1951** – First gas turbine to be fitted to a commercial ship
- **1955** – First successful alkaline cylinder oil launched – Shell Alexia A
- **1965** – First alkaline crankcase oil for medium-speed trunk-piston engines launched – Shell Argina
- **1984** – First 500-cSt high-density residue fuel oil
- **2005** – Shell Alexia LS cylinder oil for low-speed engines developed to enable the use of low-sulphur fuel oil
- **2007** – First commercial use of Shell's marine gas-to-liquids synthetic diesel fuel produced from natural gas
- **2012** – Launch of Shell Alexia S4: first wide-range cylinder oil based on oil stress research result
- **2013** – Launch of Shell Alexia S5 and Shell Alexia S6 for high-performance engines
- **2014** – Shell Alexia S3 launched for engines operating with very low sulphur fuels. Shell Naturelle range (environmentally acceptable lubricants) launched: VGP-compliant products
- **2016** – Further development of Shell Alexia 140: the latest cylinder lubricant with an ultra-high base number of 140
- **2017** – Launched next generation trunk piston engine oils, Shell Argina & Shell Gadinia.  
Also, officially launched Shell Alexia 140 in November 2017
- **2018** – New product launch, Shell Marine 40. The product is used for high-speed diesel engines in the fishing and tug boat segments.

## YOU ARE AT THE HEART OF OUR BUSINESS

Customers are at the heart of everything we do. Marine customer service teams in Manila, the Philippines, are available 24/7 to assist you with your orders, delivery follow-up and invoicing. Our customer service teams work closely with your Shell account manager and all other functions involved from ordering through to payment. We value our strong customer relationships and are determined to maintain our customer service excellence.

The Shell Marine app helps customers to track orders, get product and services updates and receive Shell Rapid Lubricants Analysis reports. Using the app's interactive vessel guide, you can navigate through the different vessel types and see how Shell Marine's products can support you. The app can be downloaded free of charge from Apple and Google's app stores to mobile devices such as smartphones and tablets for a richer browsing experience.

## HEALTH, SAFETY, SECURITY AND ENVIRONMENT

Shell Marine has a clear commitment to health, safety, security and the environment, and works continuously to embed a safety culture throughout its organisation. We apply rigorous operating procedures and quality standards, and the latest technologies to enable safe and reliable deliveries to our customers. The standards we set for ourselves are also those we insist on from the contractors and partners working on our behalf.

**MORE THAN 10,000 VESSELS USE PRODUCTS FROM OUR COMPREHENSIVE MARINE LUBRICANTS PORTFOLIO, WHICH IS AVAILABLE FROM OVER 700 PORTS ACROSS 61 COUNTRIES.**



For more information, please visit

[www.shell.com/marine](http://www.shell.com/marine).

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