



CUT YOUR COSTS AND COMPLEXITY BY **MILES**

Shell Marine's new **marine integrated lubrication and expert solutions (MILES)** programme is a special approach to lubricants management. It combines high-quality lubricants, technical support, advanced procurement and inventory management into a strategy that addresses your most pressing operational concerns.

Shell Marine



A wave of new regulations, changing engine technology, new fuels, cost-efficiency pressures and digitalisation is making complexity the new normal. To thrive without increasing their operating costs, ship owners are adapting their operating profiles. Naturally, they are looking to suppliers to help them optimise costs and complexity, thus leaving them to focus on their core business.

MILES: FROM TRUSTED PRODUCTS TO SMARTER SOLUTIONS

At Shell Marine, we work with ship owners and equipment manufacturers to learn how we can help our customers to reduce complexity and operating costs. Our solutions extend beyond delivering lubricants to providing integrated answers to industry challenges by enhancing reliability, efficiency and profitability.

ENHANCING RELIABILITY THROUGH LUBRICATION SOLUTIONS

We offer an extensive range of lubricants for engines and equipment onboard your vessel. Main engine oils for all types of two- and four-stroke engines are available to meet varying engine and fuel specifications, even under the most extreme operating conditions. We have developed our portfolio to help optimise performance in new fuel-efficient engines, existing engines with years of life ahead, engines operating at full and part loads, and engines working inside and outside Emission Control Areas. We also offer auxiliary oils and greases ranging from hydraulic fluids to environmentally acceptable lubricants for onboard equipment.

Our range of technical services can help you get the most from our product portfolio, thereby helping you to achieve greater equipment reliability, reduced downtime and early diagnosis of potential faults.

ETERNAL INNOVATION

Continuous product development is a critical part of the MILES programme, as it helps us to meet your ever-changing technical challenges. For example, new Shell Alexia 140 cylinder oil addresses the corrosive wear issues experienced by some of the latest highly tuned two-stroke engines. It is also suitable for blending-on-board mixing using the MAN Diesel & Turbo automated cylinder oil mixing (ACOM) and other systems. The use of Shell Alexia 140 can be combined with the Shell LubeMonitor service, which can help to determine the optimal feed rate for a specific engine and the prevailing conditions. Some customers report feed-rate-reductions and associated savings from using the Shell LubeMonitor service.

Four-stroke engines are also continuously evolving. The newest models require less oil to perform better at higher temperature and pressures. Shell Argina and Shell Gadinia oils have been developed to give superior engine cleanliness and lacquer control in new and older engines.

- The **Shell LubeMonitor** cylinder condition monitoring programme for two-stroke marine engines includes Shell tools and expert advice to strike and maintain an acceptable balance between feed-rate-related cylinder oil costs and wear-related cylinder maintenance expenses.
- The **Shell LubeAnalyst** oil condition monitoring service helps to keep vessels running smoothly by identifying potential oil or equipment failures before they become critical. We have six ISO-accredited lubricant analysis laboratories worldwide.
- **Shell onboard test solutions** provide ship's engineers with a convenient, immediate and on-the-spot method of testing the condition of the lubricants on a vessel. Although the results are not as accurate as those obtained from a laboratory, they help to confirm if the oils in use are in good condition, which helps to maintain equipment protection.

There are three test kits:

- **Shell Onboard Plus:** a simple and easy-to-use kit containing enough materials for 50 tests
- **Shell Onboard Ferrous Wear Meter:** an easy-to-use device for instant, accurate measurements of ferrous wear content on the unit's screen
- **Shell Onboard Cold Corrosion Test Kit:** an advanced test kit to provide an early warning of cold corrosion.
- **Shell LubeAdvisor** provides on-the-ground support from engineers who carry out lubrication survey and vessel assessments, and offer in-depth technical and application support when required.
- **Shell LubeCoach** is a training programme designed to ensure that you get maximum return from investment through a well-educated maintenance team.





Vessel tracking



Lubricant consumption



Supply chain



ENHANCING EFFICIENCY BY USING ADVANCED TECHNOLOGY TO OPTIMISE PROCUREMENT

Ordering lubricants can be a complex and time-consuming process, and poor decision making can create cost overruns. Typically, 30% of lubricants are purchased as multiple small orders, which creates an additional administrative burden.

The MILES programme is powered by advanced technology that uses integrated vessel tracking, route prediction and intelligent consumption modelling to support and improve your procurement operations. This web-based service gives you the potential to free yourself from manual operational tasks while identifying opportunities to drive value and reduce your operating costs.

The information generated enables us to recommend lubricant quantities and the best uplift ports for you based on real-time consumption and sailing patterns. The service manages end-to-end vessel lubrication and offers you

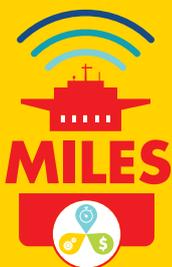
- effortless replenishment
- alerts telling you when you need auxiliary oils
- optimised economics through reducing the number of lifts and targeting these for efficient port visits
- availability confirmation in advance of orders.

ENHANCING PROFITABILITY WITH SMART PAYMENT SCHEMES

Through the MILES programme, we offer different payment solutions such as “Flexi-pay” or “instalment” that can help you to optimise your working capital and budgeting. Shell Marine believes that helping ship owners to flatten their operating expenses as well as their budgets will benefit you over time.

We work with ship owners to assess and offer payment schemes to help optimise their working capital outlay:

- monthly payments (cost of lubrication per month)
- mileage payments (cost of lubrication per mile).



ASK US HOW WE CAN HELP YOU TO BECOME **MILES** BETTER!

For further information about the **Shell Marine MILES** programme, please contact your account manager or email us at shellmarine-info@shell.com.

Visit www.shell.com/marine/miles

