

Shell Marine



YOUR TRUSTED OFFSHORE PARTNER FOR DRIVING GLOBAL OPERATIONAL EFFICIENCY AND RELIABILITY

OFFERING INTEGRATED SOLUTIONS WITH GLOBAL
REACH AND INDUSTRY EXPERTISE



SHELL MARINE UNDERSTANDS THE COMPLEXITIES OF OFFSHORE DRILLING.

Shell Marine understands the challenges present in the offshore drilling space.

These could include fragmented purchases, misaligned customer service support, complex supply chain operations, constant operational site adjustments, expensive equipment with costly downtime, limited resources and financial pressures from investors.

Shell Marine is an industry-leading expert in the offshore drilling market and can help customers address these challenges.





OUR WINNING FORMULA

In today's economic climate, it is important to have suppliers that consider themselves to be an extension of your company. At Shell Marine, our top priority is helping to deliver continuing growth for your business. To achieve this, our team of offshore experts works with customers in six key areas that drive value, as shown in Figure 1.

IMPROVING BUSINESS PERFORMANCE

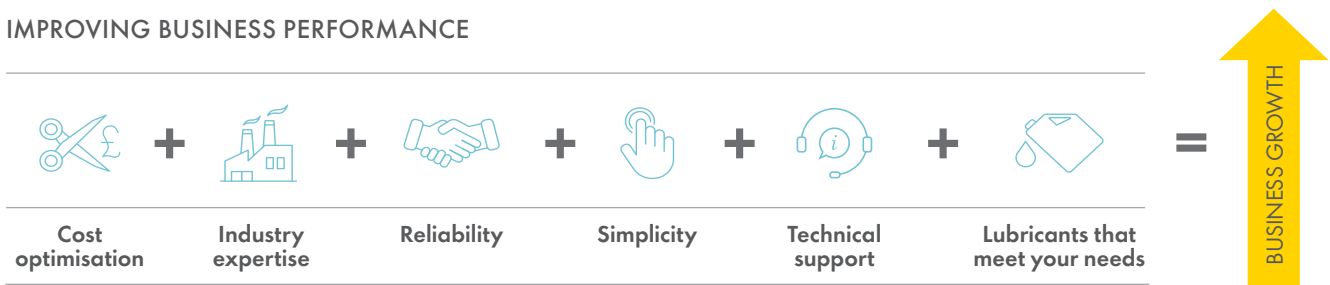


FIGURE 1: The six key value drivers through which Shell Marine seeks to drive business growth for its customers.



COST OPTIMISATION

Cost efficiency is one of the keys to competitiveness. With our comprehensive portfolio and value-adding technical services, we can help to optimise your costs by

- increasing equipment reliability and availability
- reducing unplanned equipment downtime
- lowering maintenance costs.



INDUSTRY EXPERTISE

We provide experienced, dedicated offshore experts in account management, technical services and dedicated customer service representation. With extensive industry and product knowledge built on a century of Shell experience, they have a deep understanding of the challenges you face and will work with you to develop value-adding solutions.

In addition, we offer assistance throughout the changeover process to help ensure an easy, seamless transition. We know what goes into changing over a rig and we have a strategic plan in place to support you.

Our Shell Marine dedicated offshore customer service team only supports our offshore drilling customers.



RELIABILITY

With a global supply chain of more than 30 lubricant blending plants and a network of over 700 ports across 61 countries, Shell Marine can be relied on to provide security of supply.

We work with a strong network of well-established local partners to offer the local flexibility and responsiveness that many offshore customers need. If your vessel or rig moves or repositions, the same high-quality Shell Marine oils and greases are available for you in many major ports across the world's oil and gas provinces to provide product continuity.



SIMPLICITY

Simplicity is key to a profitable business, and we will help you to achieve this through various initiatives, including

- advising on simplifying the procurement processes
- leveraging global supplier partnerships and consolidating vendors
- optimising vendor supply chains and logistics
- standardising the lubricants used in your rigs around the world
- streamlining your order-to-delivery process, for example, by using customer portals
- proposing methods to supply to remote areas and new markets.

At Shell Marine, we can provide support to customer purchasing portals, 24/7 order desks and teams of local experts in strategic locations around the globe to serve our customers more efficiently.





TECHNICAL SUPPORT

To get the most value from our broad portfolio of performance lubricants and as part of a lubrication management programme, we recommend our extensive technical support and services,¹ which are backed by over 100 years of experience. Our lubricant engineers can help your teams optimise lubricant selection and utilisation in all of your application needs with a targeted approach in line with your maintenance objectives.

With a truly global network and regional teams (Figure 2), we can offer technical support wherever your location.



FIGURE 2: Shell Marine's global footprint for technical support.

Shell LubeAnalyst

An offshore-focused used-oil laboratory condition monitoring service² designed to help improve reliability and optimise operations through tests, limits and comments which are focused on your operational risk and maintenance objectives. 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. Back-up support is provided by telephone, fax or email.

¹Please contact your Shell account manager about availability in your region.

²Shell LubeAnalyst was formerly known as Shell Rapid Lubricant Analysis.



LUBRICANTS THAT MEET YOUR NEEDS

As the global leading lubricant manufacturer, Shell provides balance of scale and innovation to the Shell Marine lubricants portfolio to bring the right value products for any operating condition. Shell continually reformulates its products to ensure that they incorporate the latest developments in base oil and additive technologies.

Diesel engines – medium speed	
Shell Gadinia S3 30/40, Shell Gadinia AL 40	For use with distillate fuels
Shell Caprinus XR40/XS9 40	Engine oil (for electromotive diesel engines)
Diesel engines – high speed	
Shell Rimula R4 X 15W-40	Multigrade (outside USA)
Shell Rotella T4 Triple Protection 15W-40	Multigrade (within USA)
Refrigeration compressors	
Shell Refrigeration S4 FR-V	For use with HCFC gases
Shell Refrigeration S4 FR-F	For use with HFC gases
Air compressors	
Shell Corena S4 P	For reciprocating compressors
Shell Corena S4 R	For rotary and screw compressors
Shell Corena S5	For rotary and screw compressors
Gas compressors	
Shell Gas Compressor Oil S4 PV	Polyalkylene glycol (PAG) based for hydrocarbons and other gases
Hydraulic systems	
Shell Tellus S2 MX	Hydraulic oil
Shell Tellus S2 VX	Wide-temperature-range hydraulic oil
Shell Tellus S3 M	Severe-duty, zinc-free hydraulic oil
Gas engines	
Shell Mysella S3 N	Gas engine oils
Gear systems	
Shell Omala S2 GX	Industrial, extreme-pressure gear oil
Shell Omala S4 GXV	Synthetic, extreme-pressure gear oil
Shell Morlina S4 B	Synthetic gear oil/circulation and bearing oil
Shell Morlina S2 B	Gear oil/circulation and bearing oil
Shell Spirax S4 ATF HDX/TXM	Universal transmission fluid
Shell Spirax S3 AX	Hypoid gear oil
Shell Spirax S3	Hypoid gear oil
Greases	
Shell Gadus S5 V100	High-performance, high-temperature grease
Shell Gadus S3 V220C 2	Multipurpose, high-temperature grease
Shell Gadus S2 V220	Multipurpose grease
Shell Gadus S3 High Speed Coupling	Special grease for gear couplings
Shell Gadus S2 A320	Open gear and wire rope grease
Shell Gadus Rail S2 TMB	Traction motor bearing grease
Shell Gadus S2 V100 3	Electric motor grease
Environmental	
Shell Naturelle HF-E	Synthetic ester hydraulic fluid
Shell Naturelle S4 Gear Fluid	Synthetic ester gear fluid
Shell Naturelle S2 Wire Rope Lubricant A	High-performance, fully biodegradable, water-resistant grease
Shell Naturelle Grease S5 V120 P 2	Biodegradable, extreme-pressure grease

Additional grades are available through the Shell Marine portfolio. Please contact your local Shell Marine account manager or technical focal point for further product recommendations.

WHAT DIFFERENTIATES US



CORPORATE HERITAGE

Shell Marine is part of Shell, a major offshore operator, which gives it special insights into the challenges that you face.



HEALTH, SAFETY, SECURITY AND THE ENVIRONMENT

Shell has a clear commitment to health, safety, security and the environment, and works continuously to embed a safety culture throughout its organisation.



TECHNOLOGY LEADERSHIP

We are committed to developing leading lubricant technologies and invest significantly in research and development for new products.



A LEADER IN THE FIELD

We work with some of the world's top drillers.



SUPPLY CHAIN

We have a global supply chain of more than 30 lubricant blending plants and a network of over 700 ports across 61 countries.



GLOBAL REACH

We offer a powerful combination of highly responsive local service and expertise from an international network of research and development centres, manufacturing and blending plants, and distribution facilities.

AT SHELL MARINE, WE DRAW ON OUR **100 YEARS'**
EXPERIENCE OF THE MARINE INDUSTRY TO HELP
OUR CUSTOMERS NAVIGATE THESE CHALLENGES.

FIND OUT MORE

Further details on Shell marine lubricants and their applications are available from your Shell Marine representative or by visiting www.shell.com/marine



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