

# MARINE LUBRICANTS INTERNATIONAL PRICE LIST NO. 92



MAKING YOUR VOYAGES MORE EFFICIENT, PREDICTABLE AND CLEANER

**EFFECTIVE DATE:** 15 MAY 2021

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

**Shell Marine**





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Product prices listed in this document are the list prices for each grade effective 15 May 2021.

All products and services are supplied in accordance with the "Shell Marine - Sales of Lubricants General Terms and Conditions".

For delivery lead times, please refer to the Port Services Guide at [www.shell.com/marine/psg](http://www.shell.com/marine/psg).

## HEALTH, SAFETY, SECURITY AND ENVIRONMENT (HSSE)

Shell Marine<sup>1</sup> is committed to

- ▣ pursuing the goal of no harm to people
- ▣ protecting the environment
- ▣ using materials and energy efficiently to provide our products and services
- ▣ developing energy resources, products and services consistent with these aims
- ▣ publicly reporting on our performance
- ▣ playing a leading role in promoting best practice in our industries
- ▣ managing health, safety, security and environmental (HSSE) matters as any other critical business activity
- ▣ promoting a culture in which all Shell employees share this commitment.

The lubricants, products and services in this price list have all been manufactured and distributed in accordance with this policy. When they are used and handled in accordance with the product data sheets (PDS) and material safety data sheets (MSDS), they will present no material risk to health, safety or the environment.

Copies of these data sheets are available at [www.epc.shell.com](http://www.epc.shell.com) or from your local Shell Marine representative.

## ORDERING PROCEDURE

Please note the minimum delivery lead time required when placing an order. Timing details are available in the "Port services guide" at [www.shell.com/marine/psg](http://www.shell.com/marine/psg). Orders are to be sent to our International Customer Service Centre, see [here](#). Urgent orders to be placed by telephone only. Please include the following information when placing an order:

1. Full name of customer
2. Account number and full name of company to be invoiced (if different from the above)
3. Full name of vessel (owner/operator)
4. Port of supply
5. Vessel's ETA and ETD
6. Requested date of delivery
7. Local agent name and contact details at delivery point
8. Products, packages and quantities required
9. Method of delivery (e.g., barge, truck, packed).

## PRICES

Prices listed in this document are prices for each grade and pack, and are established in US dollars per 100 litres, except for greases, which are established in US dollars per 100 kilograms.

The total delivered prices of Shell Marine Lubricants, to be paid by Shell Marine contracted customers<sup>2</sup>, consist of different elements, including

- ▣ the product price as specified in this price list
- ▣ the port price differential (charge that applies to deliveries in ports, which will be charged in full and in addition to the product price)
- ▣ any applicable surcharges set out in this document or as advised by your local Shell Marine representative (e.g., barge surcharge, overtime surcharge or small order surcharge).

## DUTIES, TAXES AND CUSTOMS

Where local regulations require duties, taxes or statutory charges to be paid, these will be for the customer's account and may be subject to change without prior notice. Shell Marine cannot guarantee that these represent current duties, taxes or charges at the time of any specific delivery.

## SURCHARGES

The following surcharges may be applicable:

- ▣ **Small order surcharge**  
A small order surcharge of 200 US dollars will be applicable on bulk orders below 4,000 litres, or on packed orders below 800 litres. The small order surcharge applies to the total volume of the order.
- ▣ **Left onboard surcharge**  
A left onboard surcharge of 300 US dollars will be applied per order when an ordered volume exceeds what has been delivered.
- ▣ **Order cancellation surcharge**  
An order cancellation surcharge of 300 US dollars per order will be applied to orders that are cancelled after the product has been loaded for delivery.
- ▣ **Return order surcharge**  
A return order surcharge of 500 US dollars per order will be applied in the event that the product is returned after it has been accepted.
- ▣ **Urgent order surcharge**  
An urgent order surcharge of 200 US dollars per order will be applied when a delivery is required sooner than the standard working day period

<sup>1</sup>Shell Marine collectively refers to the companies of the Shell group engaged in the marine business including, without limitation, Shell Marine (US) Company and Shell Marine Singapore.

<sup>2</sup>Contracted customers means customers contracted to Shell Marine for international supply and delivery of marine lubricants.

# GENERAL INFORMATION

## ▣ Overtime surcharge

An overtime surcharge (varies from country to country) will be applied to recover costs that are incurred owing to deliveries being made outside working hours.

## ▣ Demurrage surcharge

A demurrage surcharge (varies from country to country) will be applied to recover costs that are incurred owing to delays from a customer's vessel.

For more information on surcharges, please contact your Shell Marine representative or international marine customer operations specialist (COS).

## TECHNICAL SERVICE SOLUTIONS

Integrated programmes optimised to meet your needs

### SHELL LUBEANALYST<sup>3</sup>

Shell LubeAnalyst is an oil condition monitoring service that helps to ensure that your equipment and lubricants are in optimum working order by identifying potential oil or equipment failures before they become critical. This service is designed to help save money and time on maintenance.

The Shell LubeAnalyst service comprises

- ▣ a comprehensive sampling plan for each vessel
- ▣ a recommendation for the most appropriate test suite for each piece of equipment
- ▣ advice on sampling frequency and how to take a representative sample of used oil.

There are three Shell LubeAnalyst test ranges:

1. Test – cost-effective, essential condition monitoring for all equipment
2. Check – additional tests for equipment with a medium impact for failure
3. Check Plus – enhanced test sequences and advanced diagnosis for equipment critical to the safe operation of your vessel.

Shell LubeAnalyst refill kits can be ordered through our customer service centre and will be delivered to the address<sup>4</sup> provided on placing the order. Shell LubeAnalyst refill kits can also be delivered as a part of lubricants order in selected ports in China, Hong Kong, Singapore, the UK and Germany.

Please contact your local Shell Marine representative if you would like more information on our Shell LubeAnalyst service.

### SHELL LUBEMONITOR

Shell LubeMonitor is a two-stroke engine monitoring programme designed to help improve the reliability of marine engines. Going beyond traditional condition monitoring programmes, it provides vital technical insights based on running data, laboratory inspections and engine inspections – all shared with you via the LubeMonitor app or online portal.

<sup>3</sup>Formerly known as Shell Rapid Lubricants Analysis

<sup>4</sup>Shell will not cover any cost incurred by duty, tax or agent handling.

## ONBOARD TEST KITS

Shell's range of onboard test kits allow rapid testing of several important parameters of lubricating oil:

- ▣ water in oil
- ▣ insoluble material
- ▣ ferrous and nonferrous metal wear
- ▣ total base number (TBN) or reserve alkalinity of engine oil
- ▣ viscosity
- ▣ salt-water contamination.

Shell's onboard test kits can test and monitor oil at any time.

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 your equipment's protection.

There are three test kits available:

1. Shell Onboard Plus (Part No. 700000078)
2. Shell Onboard Ferrous Wear Meter (Part No. 700001543)
3. Shell Onboard Cold Corrosion Test Kit. (Part No. 700000077)

To enquire about pricing for Shell Onboard Test Solutions, please contact your local Shell Marine representative and clearly mention the part number.

Shell does not undertake the resupply of reagents for onboard test kits.

Please order the consumables or reagents you require from Wilhelmsen Ship Services (WSS) by visiting [wssproducts](http://wssproducts).

Test kit	Replacement Consumable	WSS Part No.
Shell Onboard Ferrous Wear Meter	Ferrous wear meter test tubes, 500 pieces Sampling pipettes, 500 pieces	735758
Shell Onboard Cold Corrosion	Reagent 1, 2 x 250 ml Reagent 2, 1 x 250 ml Reagent 3, 1 x 250 ml Bottle dropper caps, 3 pieces Vials (test tubes), 100 pieces 1-ml syringe, 50 pieces	735744
Shell Onboard Plus	Total base number reagent pack for 50 tests Water in oil replacement pack for 50 tests	632406 773156

## ADVICE, COACHING AND EXPERTISE

Shell LubeAdvisor provides a global team of field-based engineers for on-site support, including lubrication surveys, vessel assessments and in-depth technical and application support. This support is also available by phone and email.

Shell LubeCoach is a customised training programme designed to give your employees the knowledge they need to make informed decisions that result in longer lubricant and component life. Experts with substantial seagoing experience deliver this programme. The workshop-based training provides practical insight into best practices distilled from the Shell global network.

Shell LubeExpert is our specialist consulting, troubleshooting and research and development service. Our customer-facing professionals can work with you on critical applications and challenging lubrication problems to ensure your equipment runs smoothly.

# LIST PRICES

Product prices in US dollars per:

GRADE NAME (IPL92)	BULK		IBC		DRUM		PAILS AND SMALL PACKAGES	
	100 L	100 kg	100 L	100 kg	100 L	100 kg	100 L	100 kg
<b>MAIN ENGINE OILS</b>								
<b>Low-speed engines</b>								
SHELL ALEXIA 40	525.00		542.00		560.00			
SHELL ALEXIA 70 (SHELL ALEXIA 50)	515.00		532.00		550.00			
SHELL ALEXIA 100 (SHELL ALEXIA S6)	585.00		602.00		620.00			
SHELL ALEXIA 140	655.00		672.00		690.00			
SHELL MELINA S 30	489.00		506.00		524.00			
<b>Medium-speed engines</b>								
SHELL ARGINA S2 30	578.00		595.00		613.00			
SHELL ARGINA S2 40	578.00		595.00		613.00			
SHELL ARGINA S3 30	529.00		546.00		564.00			
SHELL ARGINA S3 40	529.00		546.00		564.00			
SHELL ARGINA S4 40	557.00		574.00		592.00			
SHELL ARGINA S5 40	578.00		595.00		613.00			
SHELL GADINIA S3 30	506.00		523.00		541.00			
SHELL GADINIA S3 40	506.00		523.00		541.00			
SHELL GADINIA AL 30	540.00		557.00		575.00		615.00	
SHELL GADINIA AL 40	540.00		557.00		575.00		615.00	
<b>OTHER MAIN GRADES</b>								
<b>Hydraulic systems</b>								
SHELL TELLUS S2 MX 22					869.00		909.00	
SHELL TELLUS S2 MX 32					869.00		909.00	
SHELL TELLUS S2 MX 46					754.00		794.00	
SHELL TELLUS S2 MX 68					754.00		794.00	
SHELL TELLUS S2 MX 100					869.00		909.00	
SHELL TELLUS S2 VX 15 (SHELL TELLUS S2 V 15)					915.00		955.00	
SHELL TELLUS S2 VX 22 (SHELL TELLUS S2 V 22)					915.00		955.00	
SHELL TELLUS S2 VX 32 (SHELL TELLUS S2 V 32)	880.00		897.00		915.00		955.00	
SHELL TELLUS S2 VX 46 (SHELL TELLUS S2 V 46)	880.00		897.00		915.00		955.00	
SHELL TELLUS S2 VX 68 (SHELL TELLUS S2 V 68)	880.00		897.00		915.00		955.00	
SHELL TELLUS S2 VX 100 (SHELL TELLUS S2 V 100)	903.00				938.00		978.00	
SHELL TELLUS S3 M 46					1,185.00		1,225.00	
<b>Turbine oils</b>								
SHELL TURBO T 32					846.00		886.00	
SHELL TURBO T 46					846.00		886.00	
SHELL TURBO T 68	811.00				846.00		886.00	
SHELL TURBO T 100	811.00				846.00		886.00	

\*Shell Tellus S2 VX/MX are replacing Shell Tellus S2 V/M.

Product prices in US dollars per:

GRADE NAME (IPL92)	BULK		IBC		DRUM		PAILS AND SMALL PACKAGES	
	100 L	100 kg	100 L	100 kg	100 L	100 kg	100 L	100 kg
<b>SUPPLEMENTARY GRADES</b>								
<b>High-speed engines</b>								
SHELL CAPRINUS XR 40	541.00		558.00		576.00			
SHELL RIMULA R3+ 30					788.00		828.00	
SHELL RIMULA R4 X 15W-40	811.00		828.00		846.00		886.00	
SHELL RIMULA R4 L 15W-40	1,317.00		1,334.00		1,352.00		1,392.00	
SHELL RIMULA R6 M 10W-40					2,870.00		2,910.00	
SHELL RIMULA R6 S 10W-40					2,860.00		2,900.00	
SHELL RIMULA RT4 L 15W-40	1,351.00		1,368.00		1,386.00		1,426.00	
SHELL RIMULA RT4X 15W-40					846.00			
SHELL ROTELLA DD+ 40					1,478.00		1,518.00	
SHELL ROTELLA T TRIPLE PROTECTION 15W-40 (CJ-4)							886.00	
SHELL ROTELLA T4 TRIPLE PROTECTION 15W-40 (CJ-4)					846.00			
SHELL ROTELLA T5 10W-30 (CJ-4)							1,484.00	
SHELL SIRIUS X 40	546.00		563.00		581.00			
<b>Gear systems</b>								
SHELL OMALA S2 G 100	891.00		908.00		926.00		966.00	
SHELL OMALA S2 G 150	891.00		908.00		926.00		966.00	
SHELL OMALA S2 G 220	891.00		908.00		926.00		966.00	
SHELL OMALA S2 G 320					926.00		966.00	
SHELL OMALA S2 G 460	891.00		908.00		926.00		966.00	
SHELL OMALA S2 G 68	891.00		908.00		926.00		966.00	
SHELL OMALA S2 G 680					984.00		1,024.00	
SHELL OMALA S2 GX 100	903.00		920.00		938.00		978.00	
SHELL OMALA S2 GX 150	903.00		920.00		938.00		978.00	
SHELL OMALA S2 GX 220	903.00		920.00		938.00		978.00	
SHELL OMALA S2 GX 320					938.00		978.00	
SHELL OMALA S2 GX 460	903.00		920.00		938.00		978.00	
SHELL OMALA S2 GX 68	903.00		920.00		938.00		978.00	
SHELL OMALA S2 GX 680					1,007.00		1,047.00	
<b>Air compressors</b>								
SHELL CORENA S2 P 100					1,191.00		1,231.00	
SHELL CORENA S2 P 150					1,191.00		1,231.00	
<b>Bearing and circulation systems</b>								
SHELL MORLINA S2 BL 5					1,018.00		1,058.00	
SHELL MORLINA S2 B 150					811.00		851.00	
<b>Heat transfer</b>								
SHELL HEAT TRANSFER FLUID S2	742.00		759.00		777.00		817.00	

# LIST PRICES

Product prices in US dollars per:

GRADE NAME (IPL92)	BULK		IBC		DRUM		PAILS AND SMALL PACKAGES	
	100 L	100 kg	100 L	100 kg	100 L	100 kg	100 L	100 kg
<b>GREASES</b>								
SHELL GADUS S2 A320 2						1,616.00		1,656.00
SHELL GADUS S2 V100 3						1,616.00		1,656.00
SHELL GADUS S2 V220 0						1,478.00		1,518.00
SHELL GADUS S2 V220 1						1,478.00		1,518.00
SHELL GADUS S2 V220 2						1,478.00		1,518.00
SHELL GADUS S2 V220AC 2						1,616.00		1,656.00
SHELL GADUS S2 V220AD 2						2,191.00		2,231.00
SHELL GADUS S3 V220C 2						2,363.00		2,404.00
<b>SPECIALITIES</b>								
<b>Medium-speed engines</b>								
SHELL MYSELLA S3 N 40						2,036.00		
SHELL MYSELLA S5 N 40						2,168.00		
<b>Hydraulic systems</b>								
SHELL AEROSHELL FLUID 41						1,812.00		1,852.00
SHELL TELLUS S4 VX 32						1,616.00		1,656.00
SHELL ASTO 500						3,744.00		3,784.00
<b>Bearing and circulation systems</b>								
SHELL MORLINA S4 B 220						3,502.00		3,542.00
SHELL MORLINA S4 B 320						3,502.00		3,542.00
<b>Gear systems</b>								
SHELL MORLINA S4 B 460						3,514.00		3,554.00
SHELL OMALA S4 GXV 68 (SHELL OMALA S4 GX 68)						3,548.00		
SHELL OMALA S4 GXV 150 (SHELL OMALA S4 GX 150)						3,548.00		3,588.00
SHELL OMALA S4 GXV 220 (SHELL OMALA S4 GX 220)						3,548.00		3,588.00
SHELL OMALA S4 GXV 320 (SHELL OMALA S4 GX 320)						3,548.00		3,588.00
SHELL OMALA S4 GXV 460 (SHELL OMALA S4 GX 460)						3,548.00		3,588.00
SHELL OMALA S4 GXV 680 (SHELL OMALA S4 GX 680)						3,548.00		
SHELL OMALA S4 WE 150						4,279.00		4,319.00
SHELL OMALA S4 WE 220						3,893.00		3,933.00
SHELL SPIRAX S3 AX 80W-90			1,541.00			1,559.00		1,599.00
<b>Transmissions</b>								
SHELL SPIRAX S4 ATF HDX						2,594.00		2,634.00
SHELL SPIRAX S4 TXM						2,594.00		2,634.00
SHELL TEGULA V 32						2,594.00		2,634.00

Product prices in US dollars per:

GRADE NAME (IPL92)	BULK		IBC		DRUM		PAILS AND SMALL PACKAGES	
	100 L	100 kg	100 L	100 kg	100 L	100 kg	100 L	100 kg
<b>Air compressors</b>								
SHELL CORENA S4 P 100						2,732.00		2,772.00
SHELL CORENA S4 R 46						2,766.00		2,806.00
SHELL CORENA S4 R 68						2,766.00		2,806.00
<b>Gas compressors</b>								
SHELL GAS COMPRESSOR OIL S4 PN 220						2,709.00		
SHELL GAS COMPRESSOR OIL S4 PV 190						2,709.00		
<b>Refrigeration compressors</b>								
SHELL REFRIGERATION OIL S4 FR-F 32								3,784.00
SHELL REFRIGERATION OIL S4 FR-F 68						3,744.00		3,784.00
SHELL REFRIGERATION OIL S4 FR-F 100						3,744.00		3,784.00
SHELL REFRIGERATION OIL S4 FR-F 220						3,744.00		3,784.00
SHELL REFRIGERATION OIL S4 FR-V 32						1,248.00		1,288.00
SHELL REFRIGERATION OIL S4 FR-V 68						1,248.00		1,288.00
SHELL REFRIGERATION OIL S4 FR-V 100						1,248.00		1,288.00
<b>Greases</b>								
SHELL GADUS S2 OG 40							3,433.00	3,473.00
SHELL GADUS S2 OG 50							3,433.00	3,473.00
SHELL GADUS S3 HIGH SPEED COUPLING GREASE							3,353.00	3,393.00
SHELL GADUS S3 T220 2							5,814.00	5,854.00
SHELL GADUS S3 WIREROPE A							5,814.00	5,854.00
SHELL GADUS S5 V100 2								5,854.00
<b>Other oils and fluids</b>								
SHELL DIALA S4 ZX-1						1,156.00		1,196.00
SHELL NAUTILUS PREMIUM OUTBOARD						1,490.00		1,530.00
SHELL AIR TOOL OIL S2 A 100						1,490.00		
<b>SHELL ENVIRONMENTALLY ACCEPTABLE LUBRICANTS (EAL)*</b>								
SHELL NATURELLE S4 STERN TUBE FLUID 100						2,122.00		
SHELL NATURELLE S4 GEAR FLUID 68						2,237.00		
SHELL NATURELLE S4 GEAR FLUID 100						2,237.00		
SHELL NATURELLE S4 GEAR FLUID 150						2,237.00		
SHELL NATURELLE S2 HYDRAULIC FLUID 32						1,260.00		1,300.00
SHELL NATURELLE S2 HYDRAULIC FLUID 46				1,242.00		1,260.00		1,300.00
SHELL NATURELLE S2 HYDRAULIC FLUID 68						1,260.00		1,300.00
SHELL NATURELLE S2 GREASE A600P 1.5								5,026.00
SHELL NATURELLE S5 GREASE V120P 2							2,858.00	2,898.00

\*Environmentally acceptable lubricant (EAL) products are limited to a selected group of countries. Please contact your local Shell Marine representative for further information.

# PORT PRICE DIFFERENTIALS

	Port price differential in US dollars per:	
	100 L	100 kg
<b>ANGOLA</b>		
LUANDA	STE	STE
<b>ARGENTINA</b>		
BAHIA BLANCA	70	70
BUENOS AIRES	55	55
NECOCHEA	70	70
PUERTO MADRYN	50	50
PUERTO USHUAIA	50	50
ROSARIO	60	60
SAN ANTONIO OESTE	50	50
SAN LORENZO	55	55
SAN NICOLAS	70	70
VILLA CONSTITUCION	60	60
ZARATE	70	70
<b>ARUBA</b>		
ORANJESTAD	48	48
SAN NICOLAS AW	42	42
<b>AUSTRALIA</b>		
ADELAIDE	50	50
ALBANY	59	59
BOTANY BAY	50	50
BRISBANE	44	44
DAMPIER	59	59
DARWIN	71	71
FREMANTLE	44	44
GEELONG	44	44
GLADSTONE	59	59
KWINANA	44	44
MACKAY	59	59
MELBOURNE	44	44
NEWCASTLE	50	50
PORT KEMBLA	50	50
PORTLAND	59	59
SYDNEY	44	44

\*STE: Subject to enquiry

	Port price differential in US dollars per:	
	100 L	100 kg
<b>BELGIUM</b>		
ANTWERP	12	12
GENT	12	12
OOSTEND	15	15
ZEEBRUGGE	15	15
<b>BRAZIL</b>		
ANGRA DOS REIS	45	45
ANTONINA	50	50
ARATU	55	55
BELEM	55	55
FORTALEZA	60	60
ITAGUAI	21	21
ITAQUI	60	60
MACAE	42	42
NITEROI	50	50
PARANAGUA	50	50
PORTOCEL	60	60
PRAIA MOLE	55	55
RECIFE	60	60
RIO DE JANEIRO	40	40
RIO GRANDE	55	55
SALVADOR	60	60
SANTOS	45	45
SAO LUIZ	60	60
SAO SEBASTIAO	60	60
SUAPE	55	55
VILA DO CONDE	55	55
VITORIA	60	60
<b>CAMEROON</b>		
DOUALA	STE	STE
<b>CANADA</b>		
BAIE-COMEAU	45	45
BECANCOUR	40	40
CONTRECOEUR	40	40
DUKE POINT	31	31
HALIFAX	45	45
MONTREAL	28	28

	Port price differential in US dollars per:	
	100 L	100 kg
PORT ALFRED	38	38
PORT-CARTIER	32	32
PORT OF HAMILTON	27	27
QUEBEC	38	38
ROBERTS BANK	20	20
SAINT JOHN (NB)	40	40
SOREL	38	38
ST. JOHN'S	40	40
SYDNEY	45	45
TRACY	20	20
TROIS RIVIERES	45	45
VANCOUVER	28	28
VICTORIA	32	32
<b>CAPE VERDE</b>		
MINDELO	STE	STE
PRAIA	STE	STE
<b>CHILE</b>		
ANTOFAGASTA	50	50
CORONEL	31	31
IQUIQUE	45	45
LIRQUEN	22	22
PUNTA ARENAS	45	45
QUINTERO	50	50
SAN ANTONIO	45	45
SAN VICENTE	22	22
TALCAHUANO	45	45
VALPARAISO	45	45
VENTANAS	33	33
<b>CHINA</b>		
BAYUQUAN	40	40
BAOSHAN	30	30
BEILUN	50	50
CAOFEIDIAN	45	45
CHANGSHU	40	40
CHANGZHOU	45	45
CHIWAN	46	46
DAFENG	50	50
DALIAN	35	35

\*STE: Subject to enquiry

	Port price differential in US dollars per:	
	100 L	100 kg
DANDONG	61	61
DONGGUAN	45	45
DONGJIAKOU	45	45
FANGCHENG	50	50
FUZHOU	55	55
GHENGXI	39	39
GUANGZHOU	35	35
HUANGDAO	33	33
HUANGHUA	45	45
HUANGPU	35	35
JIANGYIN	40	40
JINGJIANG	40	40
JINGTANG	50	50
LAIZHOU	50	50
LANQIAO	45	45
LANSHAN	45	45
LIANYUNGANG	45	45
LIUHENG	50	50
LONGKOU	50	50
LUOJING	40	40
MACHONG	45	45
MAWAN	46	46
NANJING	45	45
NANTONG	35	35
NINGBO	50	50
NINGDE	55	55
QINGDAO	35	35
QINHUANGDAO	50	50
QINZHOU	50	50
QUANZHOU	50	50
RIZHAO	40	40
RUGAO	35	35
SHANGHAI	32	32
SHEKOU	45	45
SHENZHEN CHIWAN	50	50
TAICANG	40	40
TAIXING	40	40
TAIZHOU	44	44
TIANJIN	35	35
WEIHAI	47	47
WENZHOU	54	54

# PORT PRICE DIFFERENTIALS

	Port price differential in US dollars per:	
	100 L	100 kg
WUHAN	50	50
XIAMEN	40	40
XINGANG	35	35
XINSHA	34	34
XIXIAKOU	47	47
YANGSHAN	50	50
YANGZHOU	40	40
YANTAI	45	45
YINGKOU	50	50
ZHANGJIAGANG	40	40
ZHANGZHOU	45	45
ZHANJIANG	50	50
ZHENHAI	47	47
ZHENJIANG	45	45
ZHOUSHAN	50	50
<b>CONGO</b>		
POINTE NOIRE	STE	STE
<b>CURACAO</b>		
BULLEN BAY	46	46
CARACAS BAY	39	39
EMMASTAD	46	46
WILLEMSTAD	46	46
<b>DENMARK</b>		
AALBORG	32	32
AARHUS	30	30
COPENHAGEN	22	22
ESBJERG	29	29
FREDERICIA	30	30
FREDERIKSHAVN	30	30
GEDSER	20	20
GREAT BELT	32	32
GRENAA	25	25
HELSINGOR	18	18
HIRTSHALS	25	25
KALUNDBORG	30	30
MUNKEBO	29	29
RØDBY	20	20
SKAGEN	30	30

\*STE: Subject to enquiry

	Port price differential in US dollars per:	
	100 L	100 kg
<b>EGYPT</b>		
AL ADABIYAH	30	30
ALEXANDRIA	17	17
DAMIETTA	19	19
EL DEKHEILA	30	30
PORT SAID (EAST & WEST)	19	19
SUEZ	19	19
<b>EQUATORIAL GUINEA</b>		
CONAKRY	STE	STE
<b>FINLAND</b>		
HANKO	22	22
HELSINKI	22	22
NAANTALI	25	25
PORVOO	25	25
TURKU	22	22
<b>FRANCE</b>		
ARLES	10	10
BASSENS	23	23
BAYONNE	23	23
BORDEAUX	23	23
BOULOGNE	16	16
BREST	18	18
CALAIS	13	13
CARONTE	10	10
CHERBOURG	20	20
DIEPPE	10	10
DONGES	18	18
DUNKIRK	13	13
FOS-SUR-MER	10	10
GRAND COURONNE	12	12
LA PALLICE	27	27
LA ROCHELLE	23	23
LA SEYNE-SUR-MER	22	22
LAVERA	13	13
LE HAVRE	10	10
LES SABLES D'OLONNE	27	27
LORIENT	23	23
MARSEILLE	10	10

	Port price differential in US dollars per:	
	100 L	100 kg
MONTOIR	18	18
NANTES	23	23
NICE	23	23
PORT-DE-BOUC	13	13
PORT JEROME	10	10
PORT-ST-LOUIS-DU-RHONE	10	10
ROUEN	13	13
SAINT-MALO	23	23
SAINT-NAZAIRE	18	18
SETE	23	23
TOULON	23	23
<b>GERMANY</b>		
BRAKE	18	18
BREMEN	15	15
BREMERHAVEN	10	10
BRUNSBÜTTEL	15	15
CUXHAVEN	18	18
EMDEN	18	18
FLENSBURG	25	25
HAMBURG	8	8
HOLTENAU	20	20
KIEL	13	13
LEER	25	25
LUEBECK	15	15
MUKRAN	18	18
NORDENHAM	18	18
PAPENBURG	25	25
PUTTGARDEN	14	14
RENSBURG	9	9
ROSTOCK	18	18
SASSNITZ	18	18
STADE	18	18
STRALSUND	15	15
TRAVEMUNDE	15	15
WILHELMSHAVEN	18	18
WISMAR	25	25

\*STE: Subject to enquiry

	Port price differential in US dollars per:	
	100 L	100 kg
<b>GHANA</b>		
TAKORADI	STE	STE
TEMA	STE	STE
<b>GIBRALTAR</b>		
GIBRALTAR	22	22
<b>GREECE</b>		
ELEUSIS	15	15
LAVRION	9	9
MILAKI	15	15
PATRAS	15	15
PIRAEUS	8	8
SALONICA	25	25
<b>HONG KONG</b>		
HONG KONG	22	22
SOUTH LAMMA	22	22
<b>INDIA</b>		
CHENNAI	39	39
COCHIN	39	39
ENNORE	39	39
GANGAVARAM	39	39
GOA	39	39
HALDIA	39	39
HAZIRA	33	33
KAKINADA	39	39
KANDLA	33	33
KARAIKAL	39	39
KOLKATA	39	39
KRISHNAPATNAM	39	39
MANGALORE	39	39
MUMBAI	33	33
MUNDRA INTERNATIONAL	33	33
NHAVA SHEVA	33	33
PARADIP INTERNATIONAL	39	39
SIKKA	33	33
TUTICORIN (V. O. CHIDAMBARANAR)	39	39
VISAKHAPATNAM	39	39

# PORT PRICE DIFFERENTIALS

	Port price differential in US dollars per:	
	100 L	100 kg
<b>INDONESIA</b>		
BELAWAN	58	58
JAKARTA	55	55
SURABAYA (TANJUNG PERAK)	58	58
<b>ITALY</b>		
ANCONA	23	23
ANZIO	21	21
AUGUSTA	40	40
BARI	23	23
BRINDISI	23	23
CASTELLAMMARE DI STABIA	30	30
CATANIA	40	40
CHIOGGIA	23	23
CIVITAVECCHIA (ROME)	23	23
FINCANTIERI PALERMO	40	40
FORMIA	40	40
GAETA	30	30
GENOA	12	12
GIOIA TAURO	25	25
LA SPEZIA	23	23
LIVORNO (LEGHORN)	16	16
MARGHERA	30	30
MARINA DI CARRARA	25	25
MESSINA	40	40
MONFALCONE	25	25
NAPOLI (NAPLES)	30	30
PALERMO	40	40
PESCARA	21	21
PIOMBINO	23	23
PORTO EMPEDOCLE	40	40
PORTO NOGARO	30	30
PORTO SANTO STEFANO	40	40
PORTOFERRAIO	30	30
POZZUOLI	30	30
RAVENNA	20	20
SALERNO	30	30
SANTA TERESA DI GALLURA	30	30
SAVONA	20	20
TARANTO	40	40

\*STE: Subject to enquiry

	Port price differential in US dollars per:	
	100 L	100 kg
TERMOLI	20	20
TRAPANI	40	40
TRIESTE	30	30
VADO LIGURE	20	20
VENEZIA (VENICE)	23	23
<b>IVORY COAST</b>		
ABIDJAN	STE	STE
<b>JAPAN</b>		
AIOI	40	40
ARIAKE	38	38
CHIBA	35	35
FUKUYAMA	40	40
HACHINOHE	40	40
HAKATA	40	40
HAKODATE	43	43
HATSUKAICHI	40	40
HIBIKINADA	45	45
HIROSHIMA	40	40
HITACHI	35	35
IMABARI	38	38
IMARI	35	35
ISHINOMAKI	38	38
KAGOSHIMA	39	39
KAKOGAWA	40	40
KANDA	45	45
KASHIMA	38	38
KAWASAKI	30	30
KIMITSU	40	40
KINUURA	38	38
KOBE	30	30
KUDAMATSU	40	40
KURE	45	45
MARUGAME	40	40
MIZUSHIMA	35	35
MOJI	45	45
NAGOYA	40	40
NAOSHIMA	35	35
NIIGATA	50	50
NIIHAMA	40	40

	Port price differential in US dollars per:	
	100 L	100 kg
OGISHIMA	45	45
OITA	40	40
ONAHAMA	35	35
ONOMICHI	40	40
OSAKA	35	35
SAGANOSEKI	40	40
SAIKI	40	40
SAKAI	45	45
SAKAIDE	45	45
SASEBO	40	40
SHIBUSHI	45	45
SHIMONOSEKI	45	45
TOBATA	40	40
TOKUYAMA	40	40
TOKYO	38	38
TOMAKOMAI	40	40
TONDA	40	40
TOYOHASHI	45	45
TSUKUMI	40	40
UBE	45	45
WAKAYAMA	40	40
YOKKAICHI	40	40
YOKOHAMA	30	30
YOKOSUKA	40	40
<b>KENYA</b>		
MOMBASA	STE	STE
<b>MALAYSIA</b>		
BINTULU	24	24
KEMAMAN	24	24
KUANTAN	24	24
PASIR GUDANG	28	28
PENANG	22	22
PORT KELANG	22	22
SUNGAI LINGGI	22	22
TANJUNG PELEPAS	28	28

\*STE: Subject to enquiry

	Port price differential in US dollars per:	
	100 L	100 kg
<b>MALTA</b>		
MARSAXLOKK	53	53
VALLETTA	53	53
<b>MAURITIUS</b>		
PORT LOUIS	STE	STE
<b>MEXICO</b>		
ALTAMIRA	60	60
CIUDAD DEL CARMEN	70	70
COATZACOALCOS	70	70
COZUMEL	70	70
DOS BOCAS	70	70
ENSENADA	70	70
LAZARO CARDENAS	60	60
MANZANILLO (MX)	70	70
MAZATLAN	60	60
PROGRESO	70	70
SALINA CRUZ	60	60
TAMPICO	70	70
TUXPAN	70	70
VERACRUZ	60	60
<b>MOROCCO</b>		
AGADIR	STE	STE
CASABLANCA	STE	STE
MOHAMMEDIA	STE	STE
TANGIER	STE	STE
<b>NAMIBIA</b>		
LUDERITZ	STE	STE
WALVIS BAY	STE	STE
<b>NETHERLANDS</b>		
AMSTERDAM	10	10
BARENDRECHT	10	10
DELFTZIJL	14	14
DEN HELDER	16	16
DORDRECHT	12	12
EEMSHAVEN	14	14
EUROPOORT	5	5



# PORT PRICE DIFFERENTIALS

	Port price differential in US dollars per:	
	100 L	100 kg
FLUSHING (VLISSINGEN)	10	10
HARLINGEN	16	16
IJMUIDEN	10	10
MOERDIJK	12	12
ROTTERDAM	6	6
SCHEVENINGEN	16	16
SCHIEDAM	12	12
SLUISKIL	14	14
TERNEUZEN	14	14
VELSEN	14	14
VLAARDINGEN	10	10
<b>NIGERIA</b>		
LAGOS	STE	STE
<b>NORWAY</b>		
BERGEN	47	47
FLORØ	58	58
HAUGESUND	45	45
KRISTIANSAND S	50	50
KRISTIANSUND N	50	50
LARVIK	50	50
MONGSTAD	55	55
OSLO	50	50
SKIPAVIKA	58	58
STAVANGER	50	50
STURE	36	36
TANANGER	58	58
TRONDHEIM	58	58
<b>OMAN</b>		
DUQM	24	24
MINA SOHAR	20	20
PORT SULTAN QABOOS	24	24
SALALAH	24	24
<b>PANAMA</b>		
BALBOA	50	50
COLÓN	32	32
CRISTOBAL	50	50
MANZANILLO	50	50

\*STE: Subject to enquiry

	Port price differential in US dollars per:	
	100 L	100 kg
<b>PHILIPPINES</b>		
CEBU	39	39
MANILA	49	49
SUBIC BAY	49	49
<b>POLAND</b>		
GDANSK	25	25
GDYNIA	27	27
POLICE	27	27
SWINOUJSCIE	25	25
SZCZECIN	27	27
<b>PORTUGAL</b>		
AVEIRO	35	35
LEIXOES	35	35
LISBON	31	31
SETUBAL	31	31
SINES	31	31
<b>ROMANIA</b>		
BRAILA	49	49
CONSTANTA	49	49
DROBETA-TURNU SEVERIN	49	49
GALATI	49	49
MANGALIA	49	49
OLTENITA	49	49
TULCEA	49	49
<b>RUSSIAN FEDERATION</b>		
ST PETERSBURG	35	35
<b>SAUDI ARABIA</b>		
DAMMAM (KINK ABDUL AZIZ)	50	50
JEDDAH	36	36
JIZAN	65	65
JUBAIL	50	50
KHAFJI	50	50
TANAJIB	50	50
YANBU	50	50

	Port price differential in US dollars per:	
	100 L	100 kg
<b>SENEGAL</b>		
DAKAR	STE	STE
<b>SINGAPORE</b>		
SINGAPORE	14	14
<b>SOUTH AFRICA</b>		
CAPE TOWN	37	37
DURBAN	24	24
MOSSEL BAY	44	44
PORT ELIZABETH	44	44
RICHARDS BAY	37	37
SALDANHA	44	44
<b>SOUTH KOREA</b>		
BORYEONG	28	28
CHINHAI (JINHAE)	28	28
DAESAN	28	28
DANGJIN	28	28
DONGHAE	28	28
GEOJE	20	20
GUNSAN	28	28
GWANGYANG	28	28
HADONG	28	28
INCHON	26	26
KOJE ISLAND	20	20
MASAN	28	28
MOKPO	28	28
OKPO	28	28
ONSAN	28	28
POHANG	28	28
PUSAN BUSAN	17	17
PYEONGTAEK	28	28
SAMCHEONPO	28	28
TAEAN	28	28
TONG YEONG	28	28
ULSAN	20	20
YEOSU	26	26
<b>SPAIN</b>		
ALGECIRAS	19	19
ALMERIA	35	35

	Port price differential in US dollars per:	
	100 L	100 kg
AVILES	35	35
BARCELONA	25	25
BILBAO	30	30
CADIZ	45	45
CARTAGENA	30	30
CASTELLON	40	40
CEUTA	40	40
EL FERROL	35	35
GIJON	30	30
HUELVA	30	30
LA CORUNA	35	35
LAS PALMAS	22	22
MALAGA	40	40
MOTRIL	40	40
PASAJES	35	35
PUERTO DE CAPAMENTO	19	19
ROTA	40	40
SAGUNTO	35	35
SAN CIPRIAN	40	40
SANTANDER	35	35
SEVILLE	29	29
TARRAGONA	25	25
TENERIFE	40	40
VALENCIA	27	27
VIGO	40	40
VILLAGARCIA	35	35
<b>SRI LANKA</b>		
PORT OF COLOMBO	49	49
<b>SWEDEN</b>		
GOTHENBURG	38	38
GRISSLEHAMN	36	36
HELSINGBORG	42	42
KAPELLSKAR	42	42
KARLSHAMN	42	42
LANDSKRONA	35	35
MALMO	36	36
NYNASHAMN	42	42
STOCKHOLM	42	42
TRELLEBORG	42	42

# PORT PRICE DIFFERENTIALS

	Port price differential in US dollars per:	
	100 L	100 kg
<b>TAIWAN</b>		
HUALIEN	34	34
KAOSIUNG	20	20
KEELUNG	34	34
MAILIAO	36	36
SU-AO	34	34
TAICHUNG	28	28
TAIPEI	34	34

<b>THAILAND</b>		
BANGKOK	35	35
LAEM CHABANG	38	38
MAP TA PHUT	42	42
SICHANG ISLAND	38	38
SRIRACHA	38	38

<b>TRINIDAD AND TOBAGO</b>		
CHAGUARAMAS BAY	30	30
POINT LISAS	40	40
POINTE-A-PIERRE	40	40
PORT OF SPAIN	40	40

<b>TURKEY</b>		
ALIAGA	35	35
AMBARLI	27	27
BANDIRMA	35	35
ÇANAKKALE	35	35
DERINCE	20	20
DILISKELESİ	20	20
GEBZE	30	30
GEMLIK	35	35
ISKENDERUN	40	40
ISTANBUL	27	27
IZMIR	35	35
KARADENİZ EREĞLİ	30	30
MARMARA EREĞLİ	35	35
MERSİN	40	40
SAMSUN	40	40
TUZLA	30	30
YALOVA	30	30
YARIMCA	35	35

	Port price differential in US dollars per:	
	100 L	100 kg
<b>UNITED ARAB EMIRATES</b>		
ABU DHABI	20	20
AJMAN	25	25
FUJAIRAH	15	15
JEBEL ALI	18	18
KHOR FAKKAN	18	18
MINA SAQR	20	20
PORT RASHID (DUBAI)	18	18
SHARJAH	20	20

<b>UNITED KINGDOM</b>		
ABERDEEN UK	34	34
AVONMOUTH	38	38
BELFAST	38	38
BIRKENHEAD	10	10
DOVER	24	24
DUNDEE	30	30
ELLESMERE PORT	28	28
FALMOUTH	38	38
FAWLEY	28	28
FELIXSTOWE	28	28
FRASERBURGH	33	33
GLASGOW	38	38
GRANGEMOUTH	38	38
GREAT YARMOUTH	28	28
GREENOCK	38	38
GRIMSBY	28	28
HAMBLE	17	17
HARWICH	24	24
HEYSHAM	24	24
HOLYHEAD	12	12
HULL	28	28
HUNTERSTON	38	38
IMMINGHAM	24	24
LEITH	38	38
LIVERPOOL	15	15
LONDON	28	28
LONDON GATEWAY	15	15
LUTON	9	9
MACDUFF	33	33
NEWCASTLE UPON TYNE	24	24

	Port price differential in US dollars per:	
	100 L	100 kg
NEWHAVEN	24	24
PEMBROKE DOCK	18	18
PETERHEAD	38	38
PLYMOUTH	28	28
PORTLAND	28	28
PORTSMOUTH UK	18	18
RAMSGATE	12	12
REDCAR	12	12
ROCHESTER	12	12
ROSYTH	38	38
ROYAL PORTBURY	30	30
SHEERNESS	28	28
SOUTHAMPTON	24	24
STANLOW	28	28
SUNDERLAND	30	30
TEESPORT	28	28
TILBURY	24	24

<b>UNITED STATES OF AMERICA</b>		
ANACORTES	30	30
ASTORIA	22	22
BALTIMORE	27	27
BATON ROUGE	22	22
BAYONNE NJ	27	27
BEAUMONT	27	27
BOSTON MA	33	33
BRAINTREE MA	25	25
BREMERTON	22	22
BRIDGEPORT	19	19
BROWNSVILLE TX	33	33
BRUNSWICK	27	27
BURNSIDE	22	22
CAMDEN	27	27
CAPE CHARLES VA	25	25
CHARLESTON	37	37
CHESAPEAKE VA	25	25
CHESTER	27	27
CLAYMONT	11	11
CORPUS CHRISTI	27	27
DELAWARE CITY	38	38
ELIZABETH	27	27
EVERETT	27	27

	Port price differential in US dollars per:	
	100 L	100 kg
FAIRLESS HILLS PA	16	16
FOURCHON	27	27
FREEMONT US	27	27
GALVESTON	22	22
GEORGETOWN	35	35
GLOUCESTER	27	27
GRAMERCY	27	27
GULFPORT	30	30
HAMPTON ROADS VA	38	38
HONOLULU	38	38
HOPEWELL VA	25	25
HOUSTON	18	18
JACKSONVILLE	27	27
KALAMA	30	30
KINGS BAY	33	33
LAKE CHARLES	27	27
LONG BEACH	13	13
LONGVIEW	27	27
LOS ANGELES	13	13
MARCUS HOOK	27	27
MIAMI	27	27
MOBILE	27	27
MOREHEAD CITY	35	35
MORRISVILLE	11	11
NEDERLAND	27	27
NEW BEDFORD	25	25
NEW ORLEANS	18	18
NEW YORK	18	18
NEWARK	22	22
NEWPORT NEWS	33	33
NORFOLK	33	33
OAKLAND	27	27
PASCAGOULA	33	33
PAULSBORO	22	22
PHILADELPHIA	22	22
POINT COMFORT	23	23
PORT ANGELES	33	33
PORT ARTHUR	27	27
PORT CANAVERAL	27	27
PORT EVERGLADES	27	27
PORT HUENEME	27	27
PORT MANATEE	38	38

## PORT PRICE DIFFERENTIALS

	Port price differential in US dollars per:			Port price differential in US dollars per:	
	100 L	100 kg		100 L	100 kg
PORTLAND ME	33	33	SEATTLE	33	33
PORTLAND OR	33	33	SOUTHPORT NC (SUNNY POINT)	25	25
PORTSMOUTH NH	25	25	STOCKTON	33	33
PORTSMOUTH VA	28	28	TACOMA	27	27
PROVIDENCE	37	37	TAMPA	33	33
RICHMOND CA	22	22	TEXAS CITY	27	27
RICHMOND VA	25	25	TRAINER PA	16	16
SACRAMENTO	13	13	VANCOUVER WA	27	27
SALEM	25	25	WESTVILLE	11	11
SAN DIEGO	18	18	WILMINGTON DE	27	27
SAN FRANCISCO	27	27	WILMINGTON NC	30	30
SAN PEDRO	13	13	YORKTOWN VA	20	20
SAVANNAH	33	33			
SEARSPORT	40	40			

## TECHNICAL SERVICE PRICE LIST

Service name/tools	Price (US dollars)	Test suite range	Price per sample (US dollars)
Shell LubeMonitor (subscription)	STE*	Shell LubeAnalyst (subscription)	STE*
Shell LubeMonitor (Cylinder Check Plus) (price per sample)	120	Shell LubeAnalyst Test	70
Shell LubeMonitor fee option cylinder oil optimisation		Shell LubeAnalyst Check	90
Shell Onboard Test Tool Onboard Plus	1,500	Shell LubeAnalyst Check Plus	120
Shell Onboard Test Tool Onboard CCTK	1,200	Specialist Add-on Tests	STE*
Shell Onboard Test Tool Ferrous Wear Meter	7,000		
Shell Onboard Test Tool XRF Analyser	25,000		
Shell Onboard Test Tool CAT Fines Test	2,500		
Shell Onboard Test Tool Fuel Compatibility Test	1,800		
Shell Consultancy Services: Shell LubeExpert customer site/ship visit	5,000		
Shell Consultancy Services: Shell LubeAdvisor lubrication survey (price per unit)	500		
Shell Consultancy Services: Shell LubeCoach training (1/2 day rate)	5,000		

\*Shell LubeMonitor, Shell LubeAnalyst and Specialist Add-on Test fees per vessel are subject to enquiry.

# INTERNATIONAL CUSTOMER SERVICE CENTRE

Country	Telephone	Email
Angola	Please contact your customer service hotline	internationalmarine-med@shell.com
Argentina	8002664908	internationalmarine-americas@shell.com
Austria	0063 2483 7688	internationalmarine-ger@shell.com
Bahamas	+1 8773040639	internationalmarine-americas@shell.com
Belgium	0 800 81063	internationalmarine-europe@shell.com
Brazil	8007611722	internationalmarine-americas@shell.com
Cameroon	Please contact your customer service hotline	internationalmarine-med@shell.com
Cape Verde	Please contact your customer service hotline	internationalmarine-med@shell.com
Chile	+1 8773040639	internationalmarine-americas@shell.com
China	4001201071	internationalmarine-china@shell.com
Congo	Please contact your customer service hotline	internationalmarine-med@shell.com
Cyprus	0063 2483 7688	internationalmarine-ger@shell.com
Denmark	80602220	internationalmarine-neurope@shell.com
Equatorial Guinea	Please contact your customer service hotline	internationalmarine-med@shell.com
Estonia	0063 2483 7688	internationalmarine-ger@shell.com
Finland	800918286	internationalmarine-neurope@shell.com
France	0 805 540518	internationalmarine-europe@shell.com
Germany	0 800 5890827	internationalmarine-ger@shell.com
Ghana	Please contact your customer service hotline	internationalmarine-med@shell.com
Greece	800 44146941	internationalmarine-med@shell.com
Hong Kong	30712989	internationalmarine-greaterchina@shell.com
India	8004401915	internationalmarine-asiapac@shell.com
Indonesia	1803442058	internationalmarine-asiapac@shell.com
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