



# SHELL FISHING BOAT OIL SUPER SAVES TRAWLER FLEET US\$16,100 A YEAR<sup>1</sup>

**COMPANY:** Weihai Changhe Fishery Co., Ltd

**APPLICATION:** Main engines

**VESSEL:** Fishing vessels

**KEY EDGE:** Shell LubeAnalyst, Shell Fishing Boat Oil Super

## BETTER ENGINE RELIABILITY SAVES US\$16,100/y<sup>1</sup>

<sup>1</sup>The savings indicated are specific to the calculation date and mentioned site. These calculations may vary from site to site and from time to time, depending on, for example, the application, the operating conditions, the current products being used, the condition of the equipment and the maintenance practices.

Weihai Changhe Fishery Co., Ltd has more than 20 fishing vessels, mostly trawlers, spending very long times at sea on routes around northern China. The main challenge the company faces is the low quality of the vessels' fuel, No. 4 diesel, which contains a high level of sulphur. This, combined with using engine oil of inconsistent quality from various different oil brands that were locally available, meant that the fuel and engine oil consumption were very high and the level of cylinder liner wear was resulting in the liners being changed every year. The consequent long downtimes and high maintenance costs were seriously affecting the company's bottom line.

The Shell Marine team gave a comprehensive technical seminar and training for Weihai Changhe Fishery, including analysis of the engine oil and No. 4 diesel, to explain why their engines were wearing and not working efficiently. In addition, the team suggested a switch to Shell Fishing Boat Oil Super 15W-40 engine oil for the outstanding engine cleanliness and excellent oxidation resistance it offers in the arduous operating conditions that fishing boats face. They also suggested that the company should take advantage of the Shell LubeAnalyst laboratory oil and equipment condition monitoring service to help keep the engines in optimum condition.



After trialling Shell Fishing Boat Oil Super 15W-40 engine oil in two vessels, Weihai Changhe Fishery experienced fewer engine failures and, consequently, shorter downtimes. Furthermore, the results of the trial also indicated lower fuel and lubricant consumption and reduced maintenance costs. After these satisfactory results, the company now uses the engine oil in all its vessels and estimates its annual cost saving as US\$730 per vessel and US\$16,100 for fleet.<sup>1</sup>

**1****CHALLENGE**

Weihai Changhe Fishery wanted to reduce the high downtime and maintenance costs of its trawler fleet caused by low-quality fuel and lubricant to help improve its bottom line.

**2****SOLUTION**

Shell Marine recommended a switch to Shell Fishing Boat Oil Super 15W-40 engine oil for the outstanding engine cleanliness and excellent oxidation resistance it offers and to take advantage of the Shell LubeAnalyst service.

**3****OUTCOME**

Since using Shell Fishing Boat Oil Super 15W-40, the trawler fleet now has fewer engine failures, lower fuel and lubricant consumption, and consequent shorter downtimes and reduced maintenance costs.

**4****VALUE**

Weihai Changhe Fishery reports **an estimated annual cost saving of US\$732 per vessel and US\$16,100 for the fleet.**<sup>1</sup>

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**SHELL SERVICE****Shell  
LubeMonitor**

A service designed to monitor two- and four-stroke marine engine performance. It includes access to Shell tools and advice to help you strike and maintain an acceptable balance between oil costs and 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. Back-up support is provided by telephone, fax or email.

**SHELL FISHING BOAT OIL SUPER**

Shell Fishing Boat Oil Super is a top-tier lubricant designed specifically to exceed the demanding performance requirements of marine diesel engines used for fishing vessels. It gives excellent engine protection to help ensure maximum engine durability and reliability, even under the arduous conditions encountered on fishing vessels.

