Shell Marine

DREDGER COMPANY EXTENDS OIL-DRAIN INTERVAL WITH SHELL ARGINA S3

TOTAL ESTIMATED ANNUAL CUSTOMER SAVING **US$117,000[1]**

REDUCED LUBRICANTS CONSUMPTION BY 31,000 L/Y

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COMPANY: Dongguan Hongfu Shipping Co., Ltd

LOCATION: Dongguan, China

APPLICATION: Dredger main engines

KEY EDGE: Shell Argina S3 30/40, Shell LubeAnalyst

REDUCED LUBRICANTS CONSUMPTION BY

31,000

LITRES PER YEAR

Shell Argina

Shell LubeAnalyst

CHALLENGE

The expansion of the Chinese real-estate industry has resulted in significant growth in the number of dredgers in Dongguan, China. In recent years, most of them have been using non-Shell lubricants of varying qualities. Additionally, the lack of knowledge of the vessels' crews about using and managing lubricants and monitoring the engines' operating condition by testing oil samples has contributed to high operation, repair and maintenance costs.

SOLUTION

Shell Marine's distributor Shenzhen Shi RunXinLong Marine Supplies Co. Ltd recommended Shell Argina S3 30 or 40 to potential customers for dredger main engines. Furthermore, they suggested using the Shell LubeAnalyst service to monitor the quality of used lubricants in order to estimate the wear condition of the diesel engines and to help guide oil-drain intervals and engine maintenance. They also offered technical seminars and guidance on lubricant use for the crews.

OUTCOME

Since using Shell Marine's lubricants, dredger customers have been able to extend their vessels' oil-drain intervals and reduce their lubricant consumption by 31,000 l/y[1]. With 28 dredgers, Dongguan Hongfu Shipping Co., Ltd has now become one of Shell Marine's largest customers in Dongguan.

VALUE

Dongguan Hongfu Shipping reports **annual savings of about 16%, or US$117,000[1]** on the maintenance costs for its dredger fleet.

[1]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.