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## **Chevron Rebrands Its Commercial and Industrial Lubricants in Europe**

Texaco Delo is the new name for Chevron Lubricants' commercial and industrial brand in European markets. Chevron, which operates under the Texaco master brand in Europe, has made the changes to align its European heavy-duty lubricant business with the global Delo brand currently used in North and Central America, Asia Pacific, the Middle East and Africa. The Texaco Delo brand applies to not only heavy duty engine oils, but also to several other product lines, bringing engine oils, drive train fluids, final drive fluids, greases and extended life coolants under one brand, for the first time. The launch of Texaco Delo in Europe means the company will leverage its global expertise in ongoing work with international original equipment manufacturers (OEMs), channel partners and end-user customers, in the development of new and existing products and services. "With more and more international OEM's and customers requiring access to high quality products across the globe it is becoming increasingly important for Chevron to align its commercial lubricants under one globally recognised brand," says James Welchman, marketing manager EMEA at Chevron, "Texaco Delo will facilitate such alignment, giving customers and partners the benefit of a bumper to bumper product suite across the globe. "Our goal is to optimise our customer's vehicle performance to help minimise operating costs, improve component durability and thereby maximise vehicle reliability. Many OEMs and global customers would like to be able to buy the same product in all regions, and so, where required and where possible, global formulations will be introduced. Offering Texaco Delo means European customers benefit from the strength and reliability of the Texaco marque, and the integrity and proof of performances of the Delo family of products." says Welchman.

## GP Global to Blend and Market Cepsa Branded Marine Lubricants in India

Cepsa and Global Energy Private Limited, part of UAE-based global conglomerate GP Global, announced last Wednesday an exclusive partnership to manufacture and market Cepsa branded marine and power generation lubricants in India. Per the agreement, GP Global will manufacture, package and even import certain Cepsa branded lubricant products in India. "India is a huge market for port modernization and coastal shipping development. Major initiatives have been taken in this direction by our government. This partnership is our contribution to the governments Make in India vision and the vibrancy of the sector is a clear sign of resurgent interest in its potential. Cepsa is a well reputed international brand and will be a good fit for our portfolio," said Mr. M Prabakaran, Global Head of Terminals & Country Head, GP Global Group, India. "This partnership will strengthen Cepsa's international brand and the expansion of our lubricant business. This will be the first time our lubricants will be produced outside our plants in Spain, as the facility in Mumbai has been the first approved by us after a rigorous and successful audit process. GP Global complies with our highest standards requirements, occupies a strong position in the Indian maritime industry, and has in-depth know-how of the lubricant and bunkering businesses," said Mr. Álvaro Díaz Bild, Vice President – Marketing, Cepsa. "Cepsa marine and power generation lubricants, as well as Cepsa's broad lubricants portfolio, are currently exported from Spain to different countries. The partnership with GP Global will provide the necessary framework to enter into the Indian market as the company has great experience in the marine market, especially in bunkering," said Mr. Carlos Giner, Director of Lubricants, Base Oils and Paraffin Waxes at Cepsa. The company stated this partnership will also strengthen the in house R&D facilities at GP Global and develop technologically advanced products in India. The product range includes two stroke and four stroke Engine Oils, Hydraulic Oils, Gear Oils, Greases and other specialty lubricants required by this industry. Cepsa marine range of products includes Cepsa Larus, Gavia, Ciconia and Petrel lubricants, among others. GP Global Energy will be manufacturing the marine and power generation lubricants through a contract with its group company GP Petroleums Limited at their plant at Vasai, Mumbai, which is already engaged in blending automotive and industrial lubricants. The plant has state of the art R&D and QC facility for product development and consistency. The plant is certified with ISO 9001, ISO 14000 and OHSAS 18001. Cepsa has a diversified portfolio of lubricants, base oils and paraffin waxes, which it has marketed in over 80 countries since 1950 with a specialized sales team. Currently it is one of the leading companies in manufacturing and marketing of finished lubricants and base oils in Spain and exports products to Europe and other expanding markets, such as Latin America, Middle East and North Africa and Asia. It has two specialized lubricants plants in Spain, in San Roque (Cádiz) and Paterna (Valencia), which also produce hi-tech coolants.

## **Chevron Pakistan Lubricants Holds Inauguration Ceremony for Phase 1 Expansion of Its Lubricants Blending Plant**

Chevron Pakistan Lubricants (Private) Limited (CPLPL) held an inauguration ceremony for Phase 1 modernization and expansion of its Lubricants Blending Plant situated at West Wharf, Karachi. The expansion project is an investment of more than Rs. 2 billion (USD164 million) spanned over 3 years and reinforces Chevron's commitment to long-term growth in the Pakistan market. The ceremony was attended by CPLPL's regional and in-country leadership, including Mrs. Colleen Cervantes, President Lubricants – Chevron Corporation. "Pakistan is a key growth market for Chevron Corporation and we see a lot of potential in this country. The huge investment in the expansion of our plant and infrastructure is a testament of our long-term commitment to extend our footprint in this market," said Mrs. Cervantes. The inauguration ceremony marked the commissioning of Chevron's new state-of-the-art infrastructure, including the fully automated, high-tech blending systems. The expansion project will significantly enhance production capacity with improved efficiency and reliability. Phase 1 of the project entails blending capability enhancements, with plans to increase the filling, packaging and warehousing capacity in the next phase.

## Oxea Plans to Substantially Expand Production Capabilities for Carboxylic Acids

In view of the surging demand, the global chemical company Oxea plans to significantly expand its supply of carboxylic acids in the short to medium term. To this end, the company is already evaluating various strategic options for its worldwide production sites to be able to reliably meet global market demand in the future as well. Carboxylic acids from Oxea are used, among other things, for the production of synthetic lubricants, to improve feed hygiene or as building blocks for antibiotic-free feed additives. "The market segments in which customers use our carboxylic acids offer exciting development opportunities. Isononanoic acid, for example, is an important component in the production of high-performance synthetic lubricants for environmentally friendly refrigeration systems. Due to strict environmental protocols and regulatory requirements, the demand for such synthetic lubricants has increased rapidly worldwide," commented Dr. Ina Werxhausen, Global Commercial Business Director Acids & Esters Value Chain of Oxea. "As one of the worldwide market leaders for synthetic carboxylic acids, Oxea already offers a broad and differentiated product portfolio. To further support the growth of our customers, we analyze the markets and include their development in our production planning," she continued. "n-Butyric acid AF (animal feed grade) is important for our customers in the animal feed industry. They use the salts and esters of our butyric acid to formulate animal feed for aquaculture, poultry, pigs and ruminants, which is free of antibiotic performance enhancers. Consumers' awareness of such issues has risen sharply," explained Svea Meuser, regional Commercial Business manager with Oxea. "The market for carboxylic acids is an important part of Oxea's business. The sustained strong demand encourages us to invest significantly in the strategic expansion of our production capacities for carboxylic acids. With our investments, we support the market growth, and we will be able to reliably supply our customers both today and in the future," said Dr. Oliver Borgmeier, Oxea's Executive Vice President Global Operations.

## **TOTAL Tanzania Seeks Regulatory Approval to Acquire Petrolube Dar es Salaam Lube Plant**

TOTAL Tanzania has applied for Fair Competition Commission (FCC) approval to acquire the FUCHS Petrolube lube blending plant in Dar es Salaam for an undisclosed amount. The facility includes a base oil tank farm with 2,200 metric tons storage capacity and can process 22,000 tons of lubricants and 2,000 tons of greases per annum. The firm was appointed sole distributor for the region. The firm manages a 8,000 square-metre plant that makes use of computerised automated batch blending systems based on sophisticated supervisory control and data acquisition (SCADA). According to FCC public notice issued, the commission is investigating the intended acquisition in line with the laid down procedures and rules under regulator docket. "FCC has powers to investigate, inter alia, entry into and exit from markets" with objective of promoting and protecting effective competition, FCC notice read. The notice intends to serve as a notification to any part that is objecting the merger in the next 14 days from last Wednesday. The notice failed short to disclose the deal amount and size While Petrolub, an affiliated member of the global lubricants group Fuchs Group, was established almost two decades ago. Petrolube was found by Feroz Kassam in 1999 and thereafter quickly formed an alliance with Fuchs. The blending plant was designed to Fuchs Petrolube AG specifications and built by Petroserv, the specialist Dubai engineering company. Total Tanzania is a subsidiary of Total SA and was incorporated in 1969. Total Tanzania is wholly owned by the Total Group, with 99 per cent shares owned by Total Outremer and 1.0 per cent owned by Total Africa SA.



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