



Primary Metals Sector Offering





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Objectives



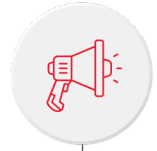
To assist the Primary Metal manufacturing customers with their lubrication needs.



Provide best lubrication solutions to the Metal customers and improve their revenues by leveraging the Mobil brand value.



Enhance customer experience by providing a wide range of Mobil products suitable for all equipment applicable in the Primary Metals industry.



To create awareness of Mobil brand benefits.



Milestones of successful partnership



Business growth through successful partnership

- UAE's Largest Authorized Mobil Reseller
- Partnership through progressive business growth.

Lubrication solutions partner rather than just a supplier

- Mobil Serv Lubricant Analysis.
- Plant Audits.
- Engineering Recommendation.
- Mobil Academy.

100% order fulfillment rate

- Highly efficient supply chain process.
- Supply lead time: Maximum 2 working days for locally blended products.
- Zero rejections/sales returns.
- Zero product quality issues.





A brand that needs no introduction.

For over 100 years, Mobil has established an unsurpassed reputation as a supplier of leading-edge industrial lubricants with in-depth industry expertise, programs and tools to help bring customers to new heights of equipment productivity.

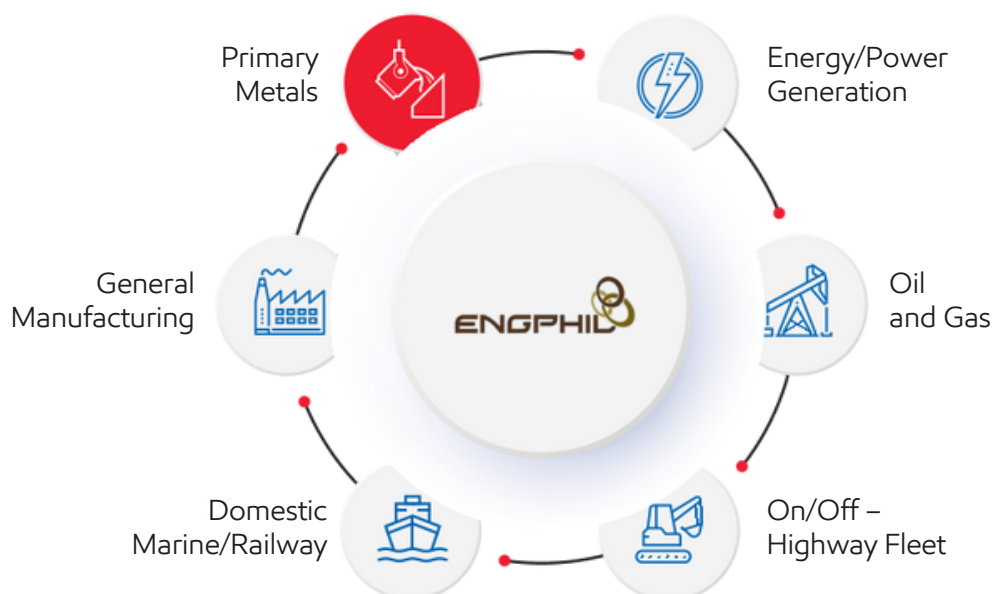
Best-in-class
lubrication
doesn't just
happen





Mobil™ industrial lubricants

- Mineral & synthetic.
- Approved by leading equipment builders.
- Field engineers to gain deep insights into equipment trends and lubrication requirements.
- Exceptional and balanced performance required for today's industrial equipment.



Primary metals sector product offering



Mobil SHC Products

Our Mobil SHC™ line of synthetic lubricants is designed to protect:

- Equipment operating under severe conditions.
- Frequent starts and stops.
- Wide operating temperature ranges, and contamination.



[Learn more](#)



Mobil Vacuoline 525

The Mobil Vacuoline 500 Series family of products provides a versatile lubricant source for a wide range of industrial equipment.



[Learn more](#)



Mobil DTE™ 20 Ultra Series

This series offers improved, well-balanced performance to meet the demands of high-pressure and high-output hydraulic systems, delivering increased oil life, better wear protection and better deposit control in the process.



[Learn more](#)



Mobilgear™ 600 XP Series These advanced technology lubricants are designed to protect gears, bearings and seals in all types of enclosed-gear drives with circulation or splash lubrication systems. These industrial gear oils exceed the industry requirement for bearing wear protection as measured by the industry standard FAG FE 8 test.



[Learn more](#)



Mobil™ Grease


Whether conventional or synthetic, Mobil™ Grease offers:

- Long regreasing intervals.
- Enhanced equipment life.
- Exceptional protection even in extreme conditions.



[Learn more](#)
[Learn more](#)

Mobil SHC™

Fully synthetic lubricants for any industrial application 

Mobil SHC™ synthetic lubricants help boost productivity and better protect your equipment - particularly when they are operating under severe conditions such as loads and pressures, frequent starts and stops, wide operating temperature ranges, and contamination. Other advantages of Mobil SHC™ synthetic lubricants include; high-temperature capability, excellent resistance to oxidation, low-temperature flow properties, protection against wear.



Mobil SHC™ 600 Series - synthetic circulatory and gear lubricants are designed to offer premium protection and enhanced equipment uptime in critical industrial gearboxes operating under heavy loads and extreme temperatures.



[Learn more](#)

Mobil SHC™ Gear synthetic gear oils protect industrial gearboxes and help extend oil life in some of the most extreme conditions. They are formulated for efficient lubrication of industrial enclosed gear drives operating under extreme conditions of load, speed and temperature.



[Learn more](#)

Mobil Rarus SHC™ 1020 Series - synthetic air compressor oils are designed to lubricate severe-duty rotary screw and vane air compressors. These outstanding synthetic air compressor oils are particularly suited for severe service applications where mineral products are not as effective.



[Learn more](#)

Mobil Gargoyle Arctic SHC™ 200 Series refrigerant oils are designed for use in refrigeration compressors and heat pumps. These fully synthetic refrigeration lubricants are able to perform in severe service conditions that are beyond the capabilities of many conventional oils.



[Learn more](#)



Mobil Vacuoline 500 Series:
Worldwide reference as best-in-class
circulating oil

Mobil Vacuoline™ 500 Series are high-performance, heavy-duty circulating oils available in six viscosity grades.



Scan to
know more



Mobil Vacuoline™ 500 Series is recommended for use with marine moderate-duty spur, bevel, helical and herringbone gear units. They are also suitable for use in hydraulic systems employing gear, vane, radial and axial piston pumps, where high viscosity anti-wear hydraulic fluids are required.



Learn more



Eliminate
sludge and
deposit creation
in primary metals by
using the most reliable oil





Mobil DTE 20 Ultra Series: Superior hydraulic oil for lower maintenance

Mobil DTE™ 20 Ultra Series offers improved, well-balanced performance to meet the demands of high-pressure and high-output hydraulic systems, delivering increased oil life, better wear protection and better deposit control in the process.



Scan to know more



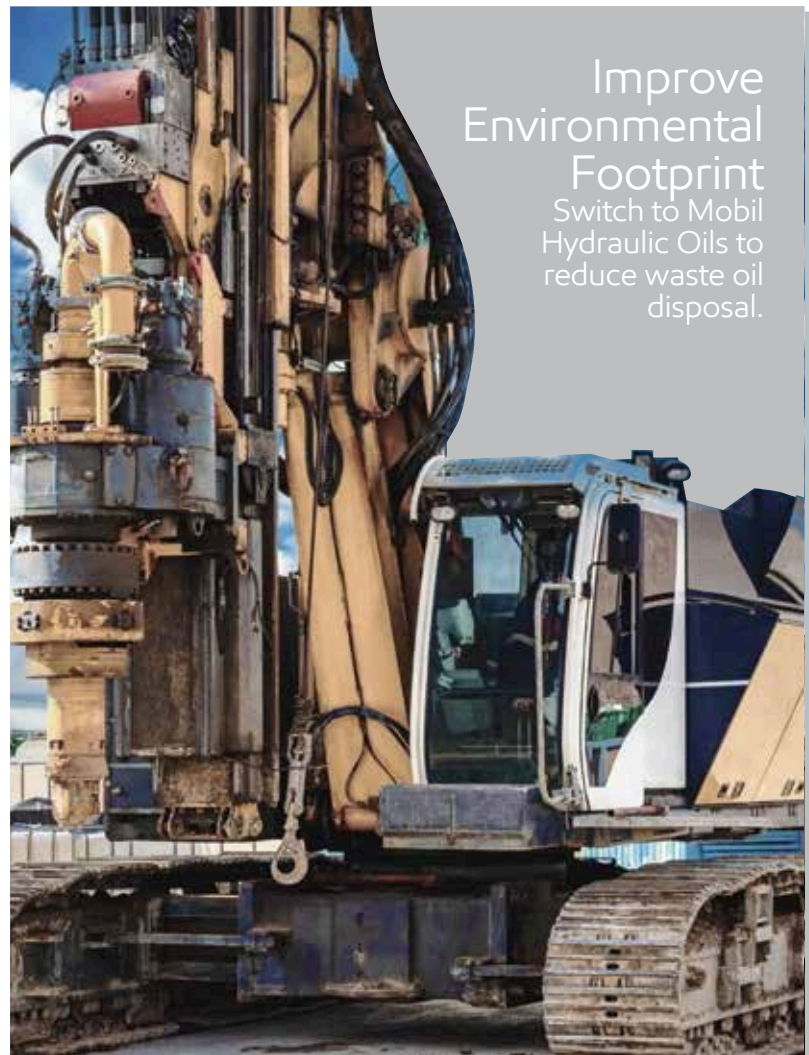
2X longer oil drain intervals



Extended component life



Extended filter life



Improve
Environmental
Footprint
Switch to Mobil
Hydraulic Oils to
reduce waste oil
disposal.



Mobilgear 600 XP Series: Industry reference for gear applications

Mobilgear™ 600 XP Series advanced technology lubricants are designed to protect gears, bearings and seals in all types of enclosed-gear drives with circulation or splash lubrication systems. These industrial gear oils exceed the industry requirement for bearing wear protection as measured by the industry standard FAG FE 8 test.



Scan to know more



- Long bearing life can help boost productivity by limiting maintenance downtime and minimizing bearing replacement costs.
- Helps limit equipment replacement costs through exceptional protection against wear and micropitting.
- Helps minimize leaks, oil consumption and contamination through excellent seal compatibility.
- 15x the industry requirement for wear protection*.

Performance profile



Performance by ExxonMobil

Mobilgear™ 600 XP Series

Extra high-performance gear oils



Energy lives here™

Today's smaller gearboxes with higher power density create greater demands on lubricants. That's why Mobilgear™ 600 XP Series oils are formulated to offer exceptional extreme-pressure and load-carrying properties. These capabilities can help:

- Minimize unplanned equipment and maintenance downtime
- Boost productivity through trouble-free operation
- Limit repair and replacement costs

Key benefits



Helps limit equipment replacement costs through exceptional protection against wear and micropitting



Long bearing life can help boost productivity by limiting maintenance downtime and minimizing bearing replacement costs

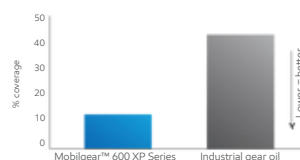


Helps minimize leaks, oil consumption and contamination through excellent seal compatibility

Micropitting protection

Incontrolled laboratory testing illustrating micropitting formation on gear teeth, Mobilgear 600 XP Series oils provided outstanding protection compared to generic oils. This capability can help enhance equipment life to save you repair and replacement costs.

Average micropitting on gear teeth



15x

the industry requirement for wear protection*

Meets or exceeds the requirements of:

- AGMA 9005-EO2
- DIN 51517-3: 2009-06
- ISO 12925 CKD

Builder approval†

- SIEMENS AG Flender gear units, T 7300, Table A-a, Flender (ISO 150-680)
- SIEMENS AG Flender gear units, T 7300, Table E-am, Flender (ISO 150)
- Mueller Weingarten DT 55 005

*As measured by the industry standard FAG FE 8 test
†See Product Data Sheet (PDS) at mobilindustrial.com for which oils have these approvals

Mobil Grease™

Enhanced protection for
productivity that sticks

Mobil™ greases offer long regreasing intervals, enhanced equipment life, and exceptional protection even in extreme conditions*. Boost your productivity with our conventional and synthetic greases, available in a broad range of NLGI grades and fluid viscosities for a variety of applications.



Mobilith SHC™ Series multipurpose greases are high-performance synthetic lubricants developed to protect equipment in severe applications operating at extreme temperatures. Their excellent adhesion, structural stability and resistance to water make them suitable for use in a wide variety of machinery and components.



[Learn more](#)

Mobil Polyrex EM series Mobil Polyrex™ EM electric motor bearing grease has earned an exceptional reputation for outstanding performance. Mobil Polyrex™ EM grease is designed for electric motor bearings



[Learn more](#)

Mobilgrease XHP™ 220 greases are extended service lithium complex greases intended for a wide variety of applications and severe operating conditions. Mobilgrease XHP 220 greases are designed for a wide range of applications including the industrial, automotive, construction and marine sectors.



[Learn more](#)

Mobilgrease XHP™ Mine products are specifically designed for the lubrication of extra heavy-duty off-highway and mining equipment.



[Learn more](#)

Mobilux™ EP 0, 1, 2, 3, 004 and 023 products are a high-performance family of four general-purpose industrial greases and two special-duty semi-fluid greases.



[Learn more](#)

Proof of performance (Sample)

Proof of performance



Mobilgrease XHP 222 helped to improve productivity by decreasing grease consumption by 67%*



Energy lives here™

Bearings of Merchant Bar Mill | Steel mill | Oman

Situation

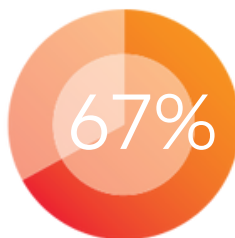
Customer produces steel by merchant bar mill at a steel mill in Oman. The rolling mill bearings have previously been lubricated with lithium mineral grease. Grease has been distributed to bearings by centralized grease lubrication system. Due to operating temperatures and continuous water spray cooling system, grease has washed out from the bearings.

Benefit

By selecting Mobilgrease XHP 222 as bearing grease, rolling mill generated approximately €20,000 savings grease consumption decreased by 67% compared against the previous mineral product.

Recommendation

To improve lubrication of the bearings, ExxonMobil recommended Mobilgrease XHP™ 222 lithium complex grease that combines excellent high temperature performance with superb adhesion, structural stability and resistance to water contamination.



less grease
consumption

Industrial Lubricants



**Advancing
Productivity™**

Safety

Reduced planned maintenance has helped customer reduce employee interaction with equipment and diminish associated injury risks. Decreased leakage has also helped keep the workplace cleaner making it less risky for slips.

Environmental Care

Reduction of grease leakages has helped to decrease oily waste generated for disposal**.

Productivity

The annual savings generated were calculated at approximately €20,000. Savings are the result of a decrease in grease consumption and planned maintenance tasks.

* This proof of performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used and its maintenance, operating conditions and environment, and any prior lubricant used.

** Visit mobilindustrial.com to learn how certain Mobil-branded lubricants may provide benefits to help reduce environmental impact. Actual benefits will depend upon product selected, operating conditions and applications.

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POP 2014-625

mobilindustrial.com

Proof of performance (Sample)

Proof of performance

Mobil SHC™
Performance by ExxonMobil

Converting grease lubricated gear spindles to Mobil SHC 639 synthetic oil lubrication improves equipment life span by 250%*



Energy lives here™

SMS Siemag gear spindles | Hot rolling steel mill | Germany

Situation

A hot rolling mill uses gear spindles that transmit high torque between its gearboxes and rolls. Traditionally gear spindles are grease lubricated. Under severe operation conditions grease has a tendency to bleed more oil and remove grease from contact zone. Insufficient lubrication increases tooth wear and keeps wear particles and contamination in the contact zone. Service life of the grease lubricated spindles had been about 9 months.

Recommendation

ExxonMobil engineer worked closely with the equipment builder, SMS Siemag, to convert the gear spindles to oil lubrication. Mobil SHCTM 639 synthetic circulating oil, with its high 1,000 cSt viscosity, was selected due to its ability to withstand the high shock loads experienced even in normal operating conditions.

Benefit

By converting grease lubrication of the spindles to oil lubrication with Mobil SHC 639, the life span of the spindles increased by 250%. Customer has not experienced any failures in 32 months and continues running mill safely without unplanned spindle maintenance.

Up to
€1,000,000
in estimated annual savings for
spindle maintenance

Industrial Lubricants



**Advancing
Productivity™**

Safety

Reduction of maintenance and spindle changes has helped reduce employee interaction with equipment and diminish associated injury risks.

Environmental Care

Conversion to oil lubrication has helped decrease oily waste generated for disposal. Reduced overhaul of gear spindles has decreased failed equipment for disposal**.

Productivity

Decrease in gear spindle failures and reduction of gear spindle maintenance has generated annual savings of approximately €1,000,000.

* This proof of performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used and its maintenance, operating conditions and environment, and any prior lubricant used.

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POP 2014-608

mobilindustrial.com

Proof of performance (Sample)

Proof of performance

Mobil

Performance by ExxonMobil

Mobil Vacuoline™ 525 circulating oil helps coiling mill resolve water separability issues on monoblock line*



Energy lives here™

Monoblock line | Coiling mill | Turkey

Situation

A Turkish coiling mill had experienced a series of water demulsibility problems while using a conventional circulating oil in two of its monoblock lines. The demulsibility problems led to excessive lubricant consumption and unscheduled equipment downtime. In an effort to enhance equipment reliability, the company approached ExxonMobil to identify a lubricant solution capable of improving efficiency and preventing downtime.

Recommendation

ExxonMobil engineers recommended switching to Mobil Vacuoline™ 525 circulating oil on one of its monoblock lines. Formulated from high quality basestocks and a proprietary additive system, Mobil Vacuoline 525 is designed to provide superior wettability, extra oil retention and thin film protection against rust and corrosion.

Impact

After testing Mobil Vacuoline 525 circulating oil, the lubricant demonstrated exceptional water demulsibility while preventing further rust and corrosion. Impressed by the lubricant's performance, the mill decided to transition to Mobil Vacuoline 525 onto both lines full time. After five years in service, neither line experienced a single water demulsibility-related incident.

Benefit

The company reports that Mobil Vacuoline 525 circulating oil helped reduce lubricant consumption, unscheduled downtime and improve operational efficiency.

No demulsibility-
related incidents for
5 years

Industrial
Lubricants



Advancing productivity

Helping you reach your Safety, Environmental Care** and Productivity goals through our innovative lubricants and services is our highest priority. That's Advancing Productivity. And that's how we help you achieve your broader vision of success.

*This Proof of Performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used and its maintenance, operating conditions and environment, and any prior lubricant used.

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mobil.com/industrial

Used Oil Analysis

Improve your Condition-Based Monitoring process by offering our enhanced Used-Oil Analysis on a periodic basis.



Reliable Supply

Ensured reliability of supply through a long-term forecast.

Equipment Support

Supply & installation of lubricant storage & dispensing equipment.



Trainings

Lubrication practices training and product seminars.

Technical Support

Improved supplier support to assess technical situation immediately.



E-Lube Charting

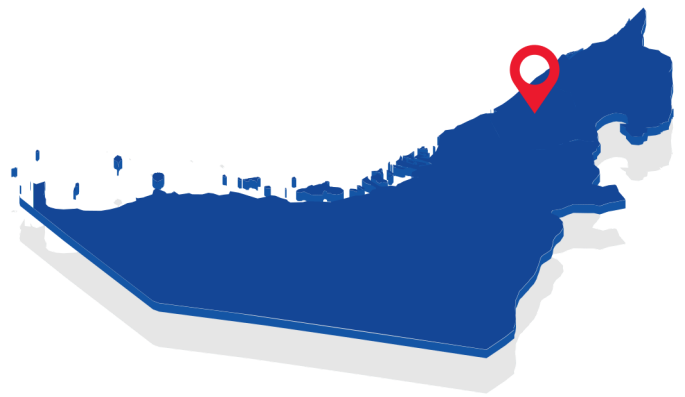
Consolidated lubricant types through developing lubrication charts in-line with OEM recommendations.





100% order fulfillment commitment

A comprehensive range of Mobil lubricants are manufactured and blended at Middle East Lubricants Company (L.L.C.) also called MELUBCO, located in Jebel Ali, UAE. All products are manufactured and packed in strict conformity to ExxonMobil's proprietary formulations, quality control procedures, and prescribed guidelines. Certain specialty products such as high-performance turbine oils, greases and synthetic lubricants are imported from ExxonMobil plants around the world. Our blending facility MELUBCO is IATF 16949 certified which is a prerequisite for a company to supply its products to the Automotive industry, specifically for the First Fill.



ISO 14001: Environmental Management System
ISO 9001: 2015 Quality System
International Safety Rating System (ISRS Level 8)
OHSAS 18001 : Occupational Health & Safety Assessment Series





Mobil Lubricant Analysis

Oil analysis programs might seem to be all the same, but look more closely and you'll see clear differences. Mobil Lubricant Analysis delivers the full spectrum of analysis on your Mobil™ branded lubricants, which no other program can provide.



Field Engineering Services

With the support of Mobil (EMALU), we assign a Field Engineer who develops a training program and deploys throughout the forthcoming year at the agreed levels. Support in other technical areas, including troubleshooting and investigating problems or oil related issues and advising on new model launches and specific oil requirements.



Authorized Reseller in United Arab Emirates



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www.engphil.com



Mobil Industrial Profile