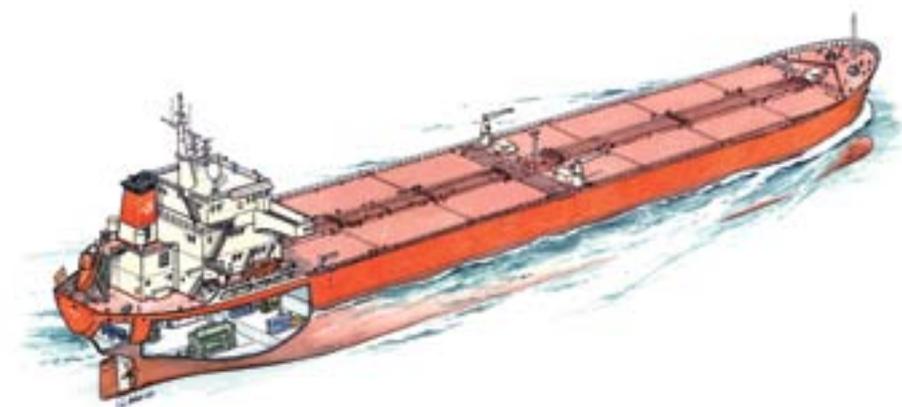


# CEPSA Lubricantes launches its New Line of Marine Lubricants



CEPSA LUBRICANTES launches a new line of marine lubricating oils on the market. **As of 1 July, new products with the same service and quality guarantee as always, will be available in Spain and Portugal.** Among others, the new line presents strong arguments:

**This is a COMPLETE and modern line**, that covers practically all of the requirements of any type of vessel. Together with the existing offer, there are other products that complement it. Thus expanding the line of greases, products for turbines, compressors, gears, hydraulics and for engines using fuel oil.

**The 45 kg format has been eliminated in favour of 20-litre packaging.** This development responds to principles of safety and handling, as the 20-litre format is much easier and safer to use. Similarly, it has advantages for storage, as often on ships not all the space necessary for storage is available.

**It includes BIODEGRADABLE products**, that are environmentally-friendly, in light of possible spills of lubricant into the sea from certain applications (cable greases, stern tube oils, hydraulics); for this reason three biodegradable products have been designed for these specific applications.





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## MARINE PRODUCT LINE

<b>MOTOR HFO (Heavy Fuel Oil)</b> CEPSA LARUS 30 30 CEPSA LARUS 30 40 CEPSA LARUS 40 40 CEPSA LARUS 50 40	<b>MINERAL AIR COMPRESSOR OILS</b> COMPRESORES AR 100
<b>MOTOR DMO (Diesel Motor Oil)</b> CEPSA PETREL 15 30 CEPSA PETREL 15 40 CEPSA PETREL HDL 40 CEPSA PETREL 40 AL	<b>ESTER SYNTHETIC AIR COMPRESSOR OILS</b> CEPSA COMPRESORES ES 100
<b>MOTOR GMO (Gasoil Motor Oil)</b> CEPSA ULTRAMAR SHPD 10W40 CEPSA ULTRAMAR SHPD 15W40 CEPSA MAR SHPD 15W40	<b>PAO SYNTHETIC AIR COMPRESSOR OILS</b> COMPRESORES ARS 46 COMPRESORES ARS 68
<b>MINERAL HYDRAULIC OILS</b> CEPSA MISTRAL 32 CEPSA MISTRAL 46 CEPSA MISTRAL 68 CEPSA MISTRAL HX 15 CEPSA MISTRAL HX 32 CEPSA MISTRAL HX 46 CEPSA MISTRAL HX 68 CEPSA MISTRAL HX 100 CEPSA MISTRAL HX 150	<b>MINERAL REFRIGERATOR COMPRESSOR OILS</b> CEPSA BOREAL 46 CEPSA BOREAL 68
<b>BIODEGRADABLE HYDRAULIC OILS</b> CEPSA BIO OIL HMS	<b>ALKYLBENZENE SYNTHETIC REFRIGERATOR COMPRESSOR OILS</b> CEPSA NORTHER AB 68 CEPSA NORTHER AB 100
<b>MINERAL GEAR OILS</b> CEPSA RADA XMP 68 CEPSA RADA XMP 100 CEPSA RADA XMP 150 CEPSA RADA XMP 220 CEPSA RADA XMP 320 CEPSA RADA XMP 460	<b>POLYESTER SYNTHETIC REFRIGERATOR COMPRESSOR OILS</b> CEPSA NORTHER HFC 32 CEPSA NORTHER HFC 46 CEPSA NORTHER HFC 68
<b>PAO SYNTHETIC GEAR OILS</b> CEPSA ENGRANAJES HPX 68 CEPSA ENGRANAJES HPX 150 CEPSA ENGRANAJES HPX 220 CEPSA ENGRANAJES HPX 320 CEPSA ENGRANAJES HPX 460 CEPSA ENGRANAJES HPX 680	<b>GAS COMPRESSORS</b> COMPRESORES LPG 9
<b>POLYGLYCOL SYNTHETIC GEAR OILS</b> CEPSA ENGRANAJES HPS 150 CEPSA ENGRANAJES HPS 220 CEPSA ENGRANAJES HPS 320 CEPSA ENGRANAJES HPS 460	<b>TURBINES</b> CEPSA HD TURBINAS* 32 CEPSA HD TURBINAS* 46 CEPSA HD TURBINAS* 68
	<b>CIRCULATING OILS</b> CEPSA CIRCULANTE 100 CEPSA CIRCULANTE 150 CEPSA CIRCULANTE 220 CEPSA CIRCULANTE 320
	<b>STERN TUBES</b> CEPSA STERNA CEPSA STERNA BIO
	<b>GREASES</b> CEPSA ARGA WR EP CEPSA ARGA COMPLEX LITIO EP CEPSA ARGA EP2 ESPECIAL CEPSA ARGA BIOGRASA EP CEPSA ARGA FORCE CEPSA ARGA SYNT
	<b>THERMAL</b> CEPSA DIATERMO 32

### SERVICE, QUALITY and PROFESSIONALISM

The characteristic that defines the lubrication of all mobile equipment installed on a ship, is none other than TRUST. **An ocean-going ship must be independent in all senses of the word and the lubricants used on each engine and on each piece of machinery must guarantee perfect lubrication at all times to assure the correct functioning of the equipment and prevent any type of weakness.**

Prestige, reliability, professionalism and trust merge with both the quality of the product and the delivery logistics service, obtaining our customers' trust and peace of mind. We provide:

- **LOGISTICS SERVICE:** for all of Spain and Portugal, the widest and most professional distribution network available at any time, in any port and with maximum flexibility.
- **TECHNICAL SERVICE:** SIGPAT MAR, recognised and valued among customers and the market in general; for controlling each piece of the ship's equipment and for maintenance.
- **SALES SERVICE:** a highly specialised team in touch with its customers. Where needs for Service, Flexibility and Understanding form part of the daily work.
- **CONSULTANCY:** as part of the Technical and Sales Service; providing advice on the best guidelines to follow for correct maintenance of equipment and on choosing the most suitable lubricant.
- **TRAINING:** essential to the professional image of CLSA's Marine Team.
- **KNOWLEDGE MANAGEMENT:** Advice and Training for customers; essential for handling a product with a high technical value.



### MARINE DISTRIBUTION

CEPSA Lubricantes manufactures, markets and distributes throughout Spain and Portugal a complete range of lubricants for engines and auxiliary equipment that meets all of the lubrication and greasing requirements of any ship.

The CEPSA and MOBIL brands are available throughout Spain and Portugal through an extensive network of agents and distributors, who are experts in the specific needs of the customers and the particular requirements of each region. The agents represent CLSA in ports, marketing and distributing products, looking for new business and making deliveries to CLSA customers.

They have the team and materials necessary to manage the transport and distribution of the product, delivering it to a ship, pumping it, providing support and attending to the customer's needs, in addition to managing all the delivery notes and customs procedures. In short, they are the close-up image of CEPSA Lubricantes for the end customer.

Ever since CEPSA Lubricantes was created, two concepts have remained unchanged: quality and service. Quality means manufacturing our products using the latest technological advances, being committed to sustainability and respecting the environment, and where research, innovation and development are always present as a guarantee for the future.

Consumers are becoming increasingly professional, and therefore there is a need to evolve from the simple sale of a product to providing recommendations, studies on lubrication and monitoring oils in service. A good example is the SIGPAT MAR programme, which is highly valued by customers.

### SIGPAT MAR

CEPSA LUBRICANTES has developed a powerful and innovative tool for discovering the status of marine engines and other equipment. Over time it has become one of the most important tools for CLSA's professional competitiveness.

SIGPAT MAR analyses metal content and the evolution of viscosity. The lubricant will indicate how the engine is in order for suitable maintenance to be carried out. **This tool is also computerised and users can consult the historic data of their equipment and analysis with just a couple of clicks on a computer with internet access.** SIGPAT MAR is one of the best tools on the market, and provides credibility and solidity to CLSA's products and services.

The new Research Centre in Alcalá, the flagship of CLSA's development and innovation policy, is SIGPAT MAR's base. Equipped with the most modern physical-chemical analysis equipment and a highly qualified team of professionals, it allows the monitoring of the lubricant in service and maintains an extensive database of all of the historic analysis data performed on each of the vessels of every customer, and of all of their equipment throughout the ships useful life.

