

EXXONMOBIL HELPS WIND TURBINE OPERATORS TO GENERATE SUCCESS

ExxonMobil has been at the forefront of developments in the wind energy sector for over 30 years, championing thought-leadership and best practice from the advent of the industry to its current burgeoning growth. The company understands the challenges Equipment Builder engineers and wind farm operators face. Their superior lubrication products and services can help to cost-effectively maximise wind turbine productivity by improving equipment performance and reducing the need for maintenance.

PROVEN IN THE WIND SECTOR

Mobil Industrial Lubricants, a flagship brand of ExxonMobil Lubricants & Specialties has firmly established its reputation within the global wind energy sector for its accomplishments in research and development (R&D), close collaboration with the industry decision-makers and excellence of service. From its onset, their innovative wind lubricant technology and application expertise have been supporting this growing industry by reducing both maintenance requirements and operational costs. The Mobil-branded fully-synthetic lubricants are specifically formulated to overcome difficult operating conditions associated with offshore and onshore wind farms.

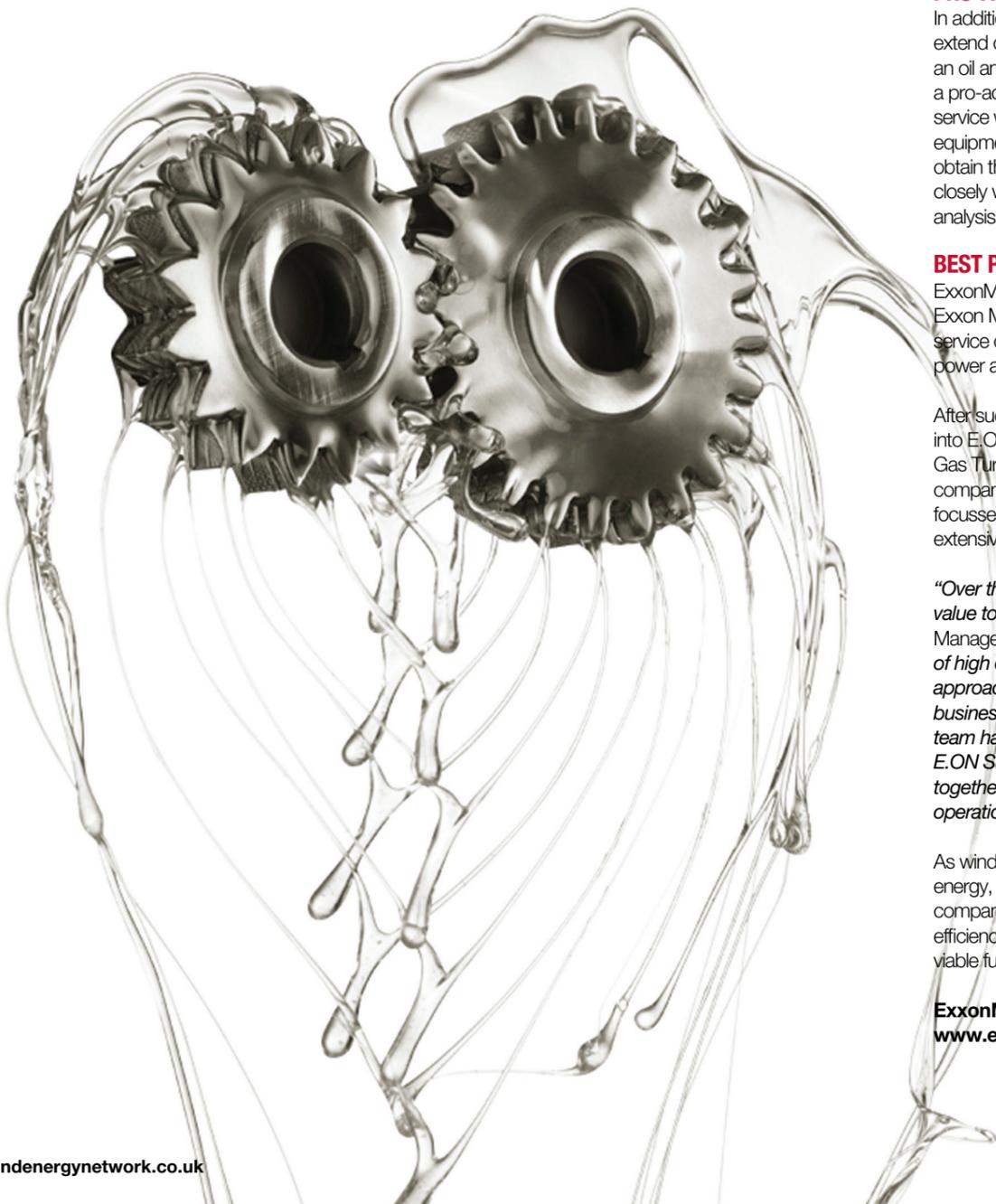
ENGINEER-FRIENDLY TECHNOLOGY

ExxonMobil's global network of application engineers work from the initial design stage with turbine builders and other key component manufacturers to ensure the appropriate lubricant choice, depending on specific operating conditions. To develop its range of high quality lubricants, the company's lubricant technologies undergo vigorous laboratory and rig testing before field trials commence.

Their fully synthetic lubricants and technical expertise has a proven track record of operating effectively in some of the most demanding applications. This includes the largest turbine models that are designed to feed energy to extensive power grids, with rotors up to 400 feet in diameter, churning up to six megawatts of electricity. As wind turbines are often situated in remote environments, either onshore or far out to sea, there is no such thing as a simple oil change or routine maintenance. Given these increasingly challenging operational conditions, ExxonMobil recognises that maximising equipment performance and durability is one of the most essential requirements for success.

PIONEERING INNOVATION AND PROBLEM-SOLVING

In the mid-1990s the wind energy sector encountered a challenge of traditional oils causing microscopic pits, ultimately shortening the life of the gear components. In collaboration with a major gearbox manufacturer, in 1998 ExxonMobil delivered a synthetic solution to the problem – Mobilgear SHC XMP, the company's first synthetic gear oil for wind turbines.



Today, Mobilgear SHC XMP 320 remains the initial-fill gear oil of choice for the majority of the world's top wind turbine builders and is now being used to protect more than 30,000 wind turbine gearboxes worldwide. It is an excellent lubricant for gearboxes used in wind turbines because it exceeds the performance of conventional, mineral-based oils, with benefits including extending the interval between oil changes from 18 months to three years or more.

FULLY INTEGRATED PORTFOLIO

ExxonMobil's offer goes beyond its portfolio of cutting-edge products to address lubrication holistically. Its application-based counsel and technical guidance enable customers to make informed decisions about lubricant selection and performance. For example, to help operators navigate the broad portfolio of Mobil-branded oils and greases, ExxonMobil created Looole, a user-friendly, online industrial lubricant selector that provides targeted product recommendations with performance ratings based upon users' specific industries, applications and equipment.

PRO-ACTIVE APPROACH TO MAINTENANCE

In addition, to help wind farm operators maximise productivity and extend oil drain intervals, ExxonMobil recommends incorporating an oil and equipment condition monitoring programme, as part of a pro-active approach to maintenance. ExxonMobil's SIGNUM service was designed to help address any potential lubricant and equipment issues before any unscheduled downtime occurs. To obtain the greatest benefit from oil analysis, it is imperative to work closely with an expert lubricant manufacturer and participate in oil analysis typically every six months.

BEST PRACTICE IN ACTION – AN EXAMPLE

ExxonMobil Lubricants and Petroleum Specialties, a division of Exxon Mobil Corporation, has expanded its lubricant supply and service contract with E.ON, one of the UK's leading integrated power and gas companies.

After successfully introducing a range of Mobil Industrial Lubricants into E.ON's Combined Heat and Power (CHP), Combined Cycle Gas Turbine (CCGT) and coal-fired power stations, saving the company in excess of £1.4 million, ExxonMobil is now also focussed on optimising the lubrication performance of E.ON's extensive wind farm operations across the UK.

"Over the last five years ExxonMobil has delivered a lot of value to our business," said Chris Smith, Contract Performance Manager at E.ON Climate & Renewables. "It's not just the range of high quality lubricants they provide, it's the consultative approach they take to proactively identify cost saving and business improvement opportunities. Given the success the team has achieved to date, which has already gained them the E.ON Sustainability Award, we're looking forward to working together to identify and deliver improvements to our wind farm operations."

As wind grows as the most popular source of alternative energy, ExxonMobil continues to work closely with wind turbine companies to help advanced lubrication unlock greater operational efficiencies and reliability, supporting wind's overall relevance as a viable fuel source.

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