



Proof of performance

ExxonMobil Aviation distributor helps Ethiopian Airlines maintain reputation as leading African airline

Aeroservices, a global lubricant distributor, offers technical support and high-quality products backed by ExxonMobil

Performance spotlight

Based on Aeroservices' recommendation to use Mobil Jet™ Oil II and Mobil HyJet™ V, Ethiopian Airlines experienced:

- Minimized oil consumption
- Reduced costs related to unplanned downtime

As one of Africa's most modern fleets, Ethiopian Airlines' operation is often a model for other growing airlines on the continent. To maintain this reputation, Ethiopian Airlines is committed to working alongside industry-leading partners to help ensure its fleet is running as reliably and efficiently as possible.

The airline often consults with Aeroservices, an ExxonMobil distributor, to evaluate the best performing lubricants to reduce maintenance costs and unplanned downtime. The decade-long partnership between Ethiopian Airlines and Aeroservices continues to expand beyond simply offering product recommendations, with Aeroservices providing aircraft maintenance insights, information about new product technologies, and hydraulic fluid analysis, all backed by ExxonMobil.

Preserving a world-renowned reputation

Ethiopian Airlines has a heritage spanning more than 70 years and is one of the most influential African carriers thanks to its successful fleet and commitment to servicing more than six partner airlines throughout sub-Saharan Africa. The airline invests in advanced Operations and Maintenance capabilities to ensure its fleet of 127 aircraft, traveling to more than 120 destinations, operates as reliably and efficiently as possible.

Ethiopian Airlines trusts ExxonMobil's Mobil Jet™ Oil II in 90 percent of its fleet and boasts a strong relationship with its lubricant distributor Aeroservices. Aeroservices' relationship with Ethiopian Airlines goes beyond providing lubricants, with the distributor consulting on maintenance-related issues to help ensure Ethiopian Airlines continuously meets its long-term reliability goals and ongoing commitment to safety.

ExxonMobil

Leveraging high-quality products

When Ethiopian Airlines noticed that it was frequently replacing filters in the hydraulic systems of its aircraft, it quickly turned to Aeroservices for help. Working closely with ExxonMobil experts, Aeroservices recommended Ethiopian Airlines convert the hydraulic fluid in its fleet to Mobil HyJet™ V, a hydraulic fluid designed to protect against wear, corrosion, erosion and deposit control under severe operating conditions. Ethiopian Airlines converted its fleet to Mobil HyJet V and noticed immediate results. The new hydraulic fluid extended the life of the hydraulic system filters, ultimately reducing costs and unplanned downtime related to filter replacements.

Later, Ethiopian Airlines turned to Aeroservices when it was made aware of multiple lubricant seal failures in the aircraft engines operated by one of its Total Care Partner airlines. Aeroservices consulted with ExxonMobil and recommended using Mobil Jet™ Oil II given the oil's excellent elastomer capability and seal compatibility. Mobil Jet Oil II successfully eliminated leaks, helping reduce maintenance costs and preventing the Total Care Partner from having to deal with potential engine failures.

Solid expert-backed counsel and successful product conversions to ExxonMobil lubricants helped cement Ethiopian Airlines' trust in Aeroservices. Ethiopian Airlines now consults with the distributor on day-to-day operations and maintenance as well as lubricant and chemical consumable application for its own fleet and partner airlines' fleet.

A path towards maintenance leadership

Aeroservices' strong relationship with Ethiopian Airlines can be attributed to the aircraft maintenance expertise, technical support and high-quality products Aeroservices offers thanks to its partnership with ExxonMobil. According to Tamerayehun Danse, Engine Maintenance Director at Ethiopian Airlines, both organizations' field teams have become the airline's go-to source for all things maintenance related, including hydraulic fluid analysis.

In their own words

"Safety, customer service, aircraft reliability and innovation are a high priority for our fleet, and we value partners willing to go the extra mile to provide technical support and counsel." said Danse. "Our relationship with Aeroservices and ExxonMobil, which includes daily conversations and regularly scheduled site visits, is so well integrated into our day-to-day operations that their technical experts act as an extension of the Ethiopian Airlines maintenance team."

Leveraging your supplier's expertise

Whether it's answering technical questions on the phone or evaluating components on-site, ExxonMobil is committed to working with distributor partners to help airlines identify and activate solutions so aircraft operate as safely and efficiently as possible.

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– Tamerayehun Danse, Engine Maintenance Director at Ethiopian Airlines

For more information

Please contact your ExxonMobil aviation sales representative or Where to Buy page to learn where ExxonMobil Aviation products are sold. to learn where ExxonMobil Aviation products are sold.

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

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