

# Sindo Ferry achieves efficiency breakthrough with Mobilgard™ HSD 15W-40



Energy lives here™

Innovative lubrication solution extends oil drain intervals by up to 3X and reduces oil and filter related operating costs by 59%

## Background

The ferry business between Singapore and Indonesia is highly competitive. With limited room for maneuver on the top line, an operator's ability to control costs effectively can make or break them. To defend its market position, Sindo Ferry Pte Ltd chose to work with ExxonMobil lubricant distributor, Kims Marketing Pte Ltd, on an oil drain extension programme. The objective- To reduce expenditure without compromising reliability.

## Challenge


Faced with stiff competition, ferry operators are under constant pressure to cut costs. The potential to extend oil drain intervals, however, can frequently remain untapped. The challenge is businesses often lack the specialist expertise to tackle it safely without compromise to their operation reliability. Sindo Ferry, however, understood the opportunity and reached out to ExxonMobil distributor, Kims Marketing, for support.

---

*"Upgrading to **Mobilgard™ HSD 15W-40** was an absolute win-win. We've made significant cost savings, while longer oil drain intervals give our engineers more time for other tasks."*

*Fanni Alidin, Director  
Sindo Ferry Pte Ltd*

---

**59%**   
**reduction on oil  
and filter related  
operating cost**



## Approach

Kims Marketing collaborated closely with Sindo Ferry to determine the optimum product and develop a customised oil drain extension programme. They recommended **Mobilgard™ HSD 15W-40** – ExxonMobil's latest high-speed diesel marine lubricant – for six of the customer's Caterpillar C32 engines. Kims Marketing used ExxonMobil's proprietary **Mobil Serv<sup>SM</sup> Lubricant Analysis** platform to pinpoint the appropriate drain intervals, and gave training on sampling and interpreting results.

## Extend up to



# 3X

## oil drain intervals

## 250hr → 750hr

*"The consultants at Kims Marketing really understand the ferry business. The insights we get from them, and from **Mobil Serv<sup>SM</sup> Lubricant Analysis**, are invaluable."*

Ken Kok, Technical Superintendent,  
Sindo Ferry Pte Ltd

*"This programme proves that a high-quality oil can deliver optimum performance far beyond the 250-hour industry standard, and that ExxonMobil's solutions can help cut costs without compromising operational reliability and safety."*

CK Chong, CEO

Kims Marketing Pte Ltd

(Authorised ExxonMobil Distributor)

## Impact

The programme far exceeded its original cost-cutting objective, delivering multiple benefits:

- Oil drain and filter change intervals tripled - from 250hrs to up to 750hrs
- Operating costs related to oil and filters down 59%
- Improved engine health and reliability
- Enhanced equipment performance insights
- Streamlined inventory management



In today's challenging marine environment, businesses need innovative solutions to help manage their bottom lines, safely and reliably. To find out how MobilGard™ could help you, visit [MobilGard.com](http://MobilGard.com)

Based on the experience of a single customer. Actual results may vary depending upon the type of equipment used, its condition, its maintenance, operating conditions and environment and any prior lubricant used.

© 2020 ExxonMobil. All trademarks used herein are trademarks or registered trademarks of Exxon Mobil Corporation or one of its subsidiaries.

[exxonmobil.com/marine](http://exxonmobil.com/marine)