



## Strategic partnership between MAN Diesel and Maersk Fluid Technology

# MAN Diesel PrimeServ and Maersk Fluid Technology Agree on Strategic Partnership

**23 January 2009.** MAN Diesel PrimeServ and Maersk Fluid Technology have agreed to form a strategic partnership, where MAN Diesel PrimeServ will represent Maersk Fluid Technology's SEA-Mate® line of products to operators of MAN Diesel equipment in both the marine and stationary power markets and on a global scale.

The philosophy behind the SEA-Mate® product line is to provide innovative and technologically-advanced products, services and solutions with respect to fuels or lubricants used in marine or stationary power equipment, allowing operators the utmost flexibility, advanced performance and significantly-reduced operating costs. Initially, the focus will be on two-stroke engines and both the optimisation of system and cylinder-lubricant usage as well as improved engine performance. In addition, tools are provided to allow for near real-time oil analysis as an enabler for predictive maintenance of any rotating machinery aboard vessels, capable of communication to home-base as well as utilising neural networking for vessel-by-vessel, fleet-by-fleet, equipment-by-equipment optimisation.

The initial systems provided, namely the SEA-Mate® Analyzer and SEA-Mate® Blending on Board (*sold collectively, or the analyser separately*) developed by Maersk Fluid Technology will enable operators to analyse lubricants and fuels in near real-time for fluid and engine

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performance and thus allow for the fine-tuning of engine operation. At the same time, the blending of used system oil with a suited and MAN Diesel-approved additive package to provide a flexible composition cylinder oil meeting actual fuel sulphur level requirements, allows for not only significantly reduced cost, *optimised cylinder-oil feed rate* and supply security, but also reduces environmental impact. In addition, various other fluid solutions and services are under development and expected to be introduced to the market in 2009.

Operators will benefit from the proven and well-known MAN B&W two-stroke engines that are strong prime movers in the marine and power plant markets, the well-respected products and services provided by MAN Diesel PrimeServ and the broad fluid technology and operational experience of Maersk Fluid Technology, who provides outstanding, unique and patented technical solutions with proven benefits.

Otto Winkel, Senior Vice President MAN Diesel PrimeServ, states: "This is a great opportunity for the engine operators who ultimately will be able to blend cylinder oil onboard to a *suitable* base number and thereby cater for the actual engine condition."

"The marine and power-generation industries have been faced with increasing challenges regarding lubricants and fuels over the past years. We have found an ideal partner in MAN Diesel PrimeServ to combine PrimeServ's global reach and expertise with our proprietary solutions, offer those on a global scale, and also explore other areas of interest to our clients," adds Klaus-Werner Damm, President and CEO of Maersk Fluid Technology, Inc.

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“Our cooperation will benefit the entire industry as well as secure prospects for future substantial growth.”

## About MAN Diesel

MAN Diesel is the world's leading provider of large-bore diesel engines for marine and power plant applications. The company designs two-stroke and four-stroke engines, generating sets, turbochargers, CP propellers and complete propulsion packages that are manufactured both by MAN Diesel and its licensees. The engines have power outputs ranging from 450 to 97,300 kW. MAN Diesel employs over 7,700 staff, primarily in Germany, Denmark, France, the Czech Republic, India and China. The global after-sales organisation, MAN Diesel PrimeServ, comprises a network of the company's own service centres, supported by authorised partners. MAN Diesel is a company of MAN AG, which is listed on the DAX share index of the 30 leading companies in Germany.

## About Maersk Fluid Technology

Maersk Fluid Technology, Inc. ([www.maerskfluid.com](http://www.maerskfluid.com)) is a wholly owned subsidiary of the A.P. Møller – Maersk Group and specialises in truly innovative systems and service solutions for lubricants and fuels used in the marine and stationary power industries. While its products and services have been rooted in A.P Møller – Maersk and widely applied to its fleet, Maersk Fluid Technology was founded in 2006 to offer its solutions to the benefit of the entire industry. In close cooperation with engine manufacturers, global oil companies, and certification bodies, Maersk Fluid Technology has been working with internationally renowned customers over the past years to prove and establish its novel solutions.

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