

## Success story

# Chinese lubricants manufacturer Shenzhen Hecheng uses SpectraSyn Elite™ mPAO to meet customer needs

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## Challenge: Meet demand for improved grease performance

Already the largest grease producer in the world, China has a 36 percent market share, and that number is expected to rise. Within this crowded, competitive market, Shenzhen Hecheng Lubricating Material Co., Ltd. produces fine grease products for industries ranging from electronics to toy production lines.

The company's customers increasingly demand lubricant durability and performance in both high and low temperatures that can only be achieved using high-viscosity (HiVis) metallocene polyalphaolefin (mPAO) base stocks.

## Solution: Switch to SpectraSyn Elite mPAO base stocks

Working with ExxonMobil engineers to find a solution, Shenzhen Hecheng decided to use SpectraSyn Elite mPAO high-viscosity base stocks to formulate grease. It gives formulators the flexibility they need to meet customer performance requirements across a wide temperature range.

SpectraSyn Elite mPAO performs well at high temperatures while maintaining viscosity, and at low temperatures it offers good flow properties. Thanks to excellent shear stability, it also helps finished lubricants stay in grade. Shenzhen Hecheng even built a simulation center to demonstrate the effectiveness of its grease performance under the customer's operating environment.

## Result: Quality greases that exceed customer needs

SpectraSyn Elite mPAO base stocks helped Shenzhen Hecheng to produce lubricants that meet and exceed their customers' requirements. The company has been impressed with the quality and service offered by ExxonMobil Chemical and its distributor network and is solely relying on them for mPAO. "ExxonMobil is also a company with continuous innovation," says Chuanhang Bai, a senior engineer at Shenzhen Hecheng. "We are looking forward to a win-win partnership."



"Our customers require products capable of performing well in both low and high temperatures. These capabilities are met by ExxonMobil Chemical's metallocene PAO."

– Chuanhang Bai, senior engineer, Shenzhen Hecheng Lubricant Material Co. Ltd.

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