

Industrial Lubricants Reseller Cross Sell Matrix

				Hydraulic Oils	Gears & Bearings			Compressor Fluids		
					Extreme Pressure Gear Oils	Non Extreme Pressure Gear Oils (eg. Worm Gears)	Greases	Automotive, gears & transmissions	Reciprocating	Rotating
Sector & Sub-sector	General Engineering	Top Tier	Tellus S	Omala HD	Tivela S	Albida/Nerita	•	Corena AP	Corena AS	Clavus
		Premium	Tellus	Omala	Morlina/Vitrea M	Alvania	•	Corena P	Corena S	•
	OEM	Top Tier	Tellus S	Omala HD	Tivela S	Albida/Nerita	•	Corena AP	Corena AS	Clavus
		Premium	Tellus	Omala	Morlina/Vitrea M	Alvania	•	Corena P	Corena S	•
	Automotive Components	Top Tier	Tellus S	Omala HD	Tivela S	Albida/Nerita	•	Corena AP	Corena AS	Clavus
		Premium	Tellus	Omala	Morlina/Vitrea M	Alvania	•	Corena P	Corena S	•
	Metals	Top Tier	Tellus S	Omala HD	Tivela S	Albida/Nerita	•	Corena AP	Corena AS	Clavus
		Premium	Tellus	Omala	Morlina/Vitrea M	Alvania	•	Corena P	Corena S	•
	PowerGen	Top Tier	Tellus S	Omala HD	Tivela S	Albida/Nerita	•	Corena AP	Corena AS	Clavus
		Premium	Tellus	Omala	Morlina/Vitrea M	Alvania	•	Corena P	Corena S	•
	Mining, Quarrying & Cement	Top Tier	Tellus S	•	•	Albida/Nerita	Donax	Corena AP	Corena AS	Clavus
		Premium	Tellus	•	•	Alvania	Spirax	Corena P	Corena S	•
	Food (approved Food Grade Products)	Top Tier	Cassida Fluid HF	Cassida Fluid GLE	Cassida Fluid GLE	Cassida Grease EPS	•	•	Cassida Fluid CR	•
		Premium	•	Cassida Fluid GL	Cassida Fluid GL	Cassida Grease HDS	•	•	•	•

• Not predominant in this industry

This table is for guidance only, please contact Shell before using for design or specification



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			Electrical Oils	Turbines			Metal Working Oils		Engine Oils			Slideways Oils	Heat Transfer Fluids	Protection
				Gas	Steam	Combined Cycle	Neat cutting & Grinding Oils	Water Soluble Neat Cutting Fluids	Gas/stationary	Heavy Duty Diesel	Off-Highway/Construction			
Sector & Sub-sector	General Engineering	Top Tier	Diala	•	•	•	Garia 404M/601M	Adrana D208/D408/D3403	•	•	•	Tonna S	•	Ensis T
		Premium	•	•	•	•	Macron 401F/205M	Sitala CE 3402	•	•	•	•	•	•
	OEM	Top Tier	Diala	•	•	•	Garia 404M/601M	Adrana D208/D408/D3403	•	•	•	Tonna S	•	Ensis T
		Premium	•	•	•	•	Macron 401F/205M	Metalina D 3202.02/BY601	•	•	•	•	•	•
	Automotive Components	Top Tier	Diala	•	•	•	Garia 404M/601M	Adrana D208/D408/D3403	•	•	•	Tonna S	•	Ensis T
		Premium	•	•	•	•	Macron 401F/205M	Metalina D 3202.02/BY601	•	•	•	•	•	•
	Metals	Top Tier	Diala	•	•	•	•	Adrana D208/D408/D3403	•	•	•	Tonna S	•	Ensis T
		Premium	•	•	•	•	•	Sitala CE 3402	•	•	•	•	•	•
	PowerGen	Top Tier	Diala	Turbo GT	Turbo T	Turbo CC	•	•	Mysella (LA/XL/MA)	Rimula (X, Super)	•	Tonna S	Thermia B	Ensis T
		Premium	•	•	•	•	•	•	Argina (T,X,XL)	Rotella (DD, DD+)	•	•	•	•
	Mining, Quarrying & Cement	Top Tier	Diala	•	•	•	•	•	•	Rimula (X, Super)	Rimula Super	Tonna S	•	•
		Premium	•	•	•	•	•	•	•	Rotella (DD, DD+)	Rimula X	•	•	•
	Food (approved Food Grade Products)	Top Tier	•	•	•	•	•	•	•	•	•	•	Cassida HT	•
		Premium	•	•	•	•	•	•	•	•	•	•	FM Fluid	•

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