

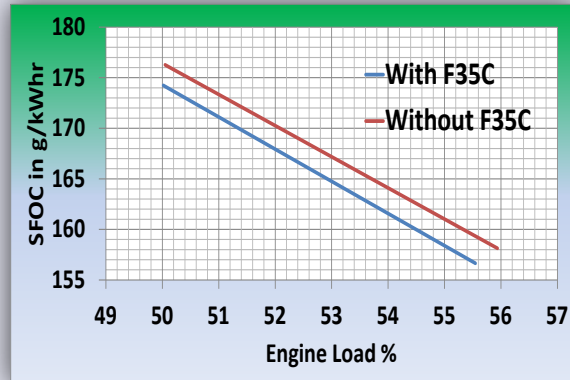


## Wallem Verifies SFOC Reduction

International Shipmanager is the latest company to test Innospec's Ignition and Combustion improver, Octamar™ F35C and is seeing an average fuel saving of between 1.4% and 2.5%.

Wallem Group manages a global fleet of 400 vessels and is committed to an ongoing program to improve vessel efficiency across the fleet. Innospec devised an innovative testing protocol and provided Octamar™ F35C, their 4<sup>th</sup> generation of ignition and combustion improver, which was originally developed with AP Moller Maersk. The product works in two ways: reducing ignition delay and altering the combustion profile, and catalysing carbon soot for more complete fuel burn and reduced deposition.

Ralf Veigel, Fleet Manager at Wallem Europe in Hamburg, said "We are very pleased that Innospec could prove the benefits of Octamar™ F35C beyond doubt. The technology will certainly be utilised by Wallem. In shipping, to generate 1.4% of fuel savings is very significant". "Considering earlier generations, Octamar™ F35C has a long pedigree, and has time and again proven itself in similar tests" said Alexander Tippl, North Europe Sales Manager at Innospec. "This is why it is the most widely used fuel additive on the market, and is in continuous use by the largest shipping companies worldwide".



Interpolated SFOC Trends through Operational Load Range

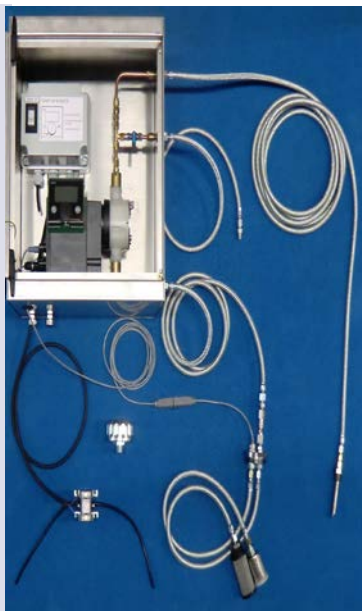
## New Additive Dosage Unit Design!

Innospec prides itself on its attitude towards continuous improvement. Our new Marine dosing unit offers a host of new and clever features.

The use of a digital dosing pump now provides a wide dosage range of 0.03-30 litres per hour to cover a multitude of dosing locations. The unit also includes a low level cutout to prevent the pump running "dry" and to also indicate that the tank requires topping up/changing.

Additionally; it can be interfaced with the onboard control system to monitor operating status as well as being able to provide dosage automatically in line with fuel consumption.

Innospec's Engineering Manager Darren Shire said "an accurate dosing system is imperative for our customers to help them maximise the performance benefits that Innospec's additives offer. The new unit ensures this, and provides complete automation".



## Bunker Market Sees New ECA Compliant Fuels Launched

In a bid to provide affordable and available fuels which are ECA compliant from 2015, many fuel suppliers have launched new fuel grades in addition to DMA.

New grades from Exxon Mobil, BP, CEPESA, Neste and Lukoil have been announced, and no uniform approach is being adopted. Whilst some are providing other ISO8217 grades like DMB or RMD80, others have created new unconventional fuels. Engine tests conducted indicate these fuels can be used without issue, but long term performance and pricing are an open question. One area in where Innospec can help, is to improve the cold flow properties of these fuels, which can have a pour point as high as +30°C.

Many operators report that keeping these fuels heated in storage tanks, makes their usage unattractive. Another area where Innospec additives can help is to improve compatibility, either with other distillates, or with residual grades during changeover.

Ian Crutchley, Innospec representative in the ISO committee responsible for ISO8217 said "This may represent a significant change in bunker purchasing, where fuel quality is not specified to a recognised ISO grade". Michael Banning, Innospec representative to CIMAC Working Group 7 added "It could be that owners will not accept it in a charter party for that very reason. I am sure that this topic will be hotly debated at the next CIMAC meetings".