

LUBES WEST AFRICA

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Authoritative Voice of the Lube Industry VOL.1 NO.1. DECEMBER 2023

Lubricant Champion



DR. H.C SEBASTIAN MAIER

Making a Strong Statement with

TIPP OIL®

2022: About
507M
Litres of
Lubricants
Consumed
in Nigeria

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MD Lubcon Int'l
Mr. Taiye Williams





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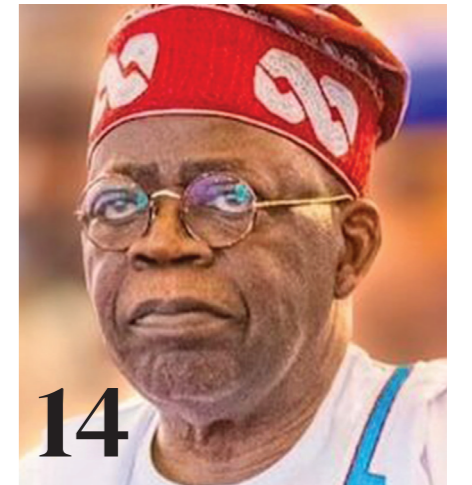
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WORDS ON MARBLE



"LUPAN is the body representing the Independent producers. We took up the challenge to fight the influx of foreign lube and we had a measure of success at a time. ... The fight is on-going. We will fight to protect our local industry. Nobody can do that for us." – Mr. Taiye Williams



"Building on decades of application expertise, the Mobil team is always ready and positioned to provide and adopt workable lubrication solutions through these services to help achieve the set goals in plant maintenance, equipment management and overall cost reductions in machine operations through effective lubrication." – Engr. Steve Ezendiokwere



"We are also giving complete know-how to new emerging companies in Nigeria who want to set up "state-of-the-art lubricant blending plant" at a low budget so that they can fulfil their dream. Our machine is so cost-effective that even a small trader also can become a manufacturer and can create his brand." – M.A. Khattab, M.D, Linus Projects India



Welcome to LUBES West Africa

Life is, indeed, a journey filled with unexpected twists and turns but with perseverance and determination, as well as the courage to keep moving despite all odds, extraordinary opportunities would surely come.

The decision to embark on this journey actually started in 2017, about six years ago, though as a print magazine, but the entire plan was scuttled and therefore abandoned because of the outbreak of COVID-19 three years after.

However, the dream refused to die and three years after COVID, LUBES West Africa is here as a monthly magazine in a digital form.

While we express our sincere gratitude to our highly esteemed Technical Advisory Board members for believing in us from the day the idea was mooted, we assure them and other industry stakeholders of our sincere commitment to the growth and development of the lubricants industry in our sub-region.

To our readers, rest assured that LUBES West Africa will tell the industry story the way it is without any bias or prejudice.

You are therefore welcome to our world.

Olaolu Olusina



LUBES
WEST AFRICA

Published by
LUBE MARKET AFRICA LIMITED.
(RC. 1273995)

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BRIEFLY

Nigeria Ramps Up Oil Output

Nigeria is surely ramping up its petroleum production as it has just added another variant, Nembe Crude, to its popular and well-known Bonny Light Crude, which is a high grade crude oil with high API gravity (low specific gravity).

Produced in the country's Niger Delta basin, the Bonny Light Crude Oil is named after the volatile region around the city of Bonny.

The Nembe Crude, according to the nation's oil corporation, NNPC, is a low-sulphur grade, which commands a premium to the global Brent benchmark, and is a good variant to compete with Brazilian and Azeri crude grades for European refiners.

All Eyes on Ghana's Sentuo Oil Refinery

Expectations are very high as all eyes are now on Ghana's new refinery, Sentuo Oil Refinery, situated in the port city of Tema in the Greater Accra Region. The \$1.98 billion facility, owned by Sentuo Group, a Chinese investment conglomerate, is the country's first privately-owned refinery in the West African country.

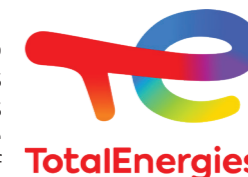
Sentuo Refinery, with a capacity of 5 million metric tons per annum, is expected to initially produce 350,000 tonnes of a series of pitch products, 200,000 tonnes of lubricating base oil and solvent naphtha and 400,000 tonnes of by-products such as polypropylene, ammonium sulphate, sulfuric acid and sulphur.

By 2025, the non-integrated cracking refinery plans to increase its production level to 4.26 million tonnes of refined petroleum products as well as lubricating base oil to serve the larger West African market.

LUBES West Africa gathered that Sentuo Refinery, which is the second after the moribund state-owned Tema Oil Refinery (TOR), was conceived from the Chinese government's Belt and Road Development Strategy for the oil and gas industry in China and Africa.

TotalEnergies Marketing Hosts Stakeholders at Power Segment Seminar

TotalEnergies Marketing Nigeria Plc is stepping up activities to deepen its relationship with its customers and partners to create more awareness on its range of products.



In October, the leading lubricants supplier in Nigeria hosted its customers and partners at a Power Segment Seminar in Lagos. The event attracted over 60 stakeholders from various industries in the energy market, such as power generation, natural gas market, power distributors and service providers. The seminar was aimed at showcasing the latest innovations and solutions offered by TotalEnergies in the lubricants sector, especially for the power industry.

The participants were opportune to interact with experts from TotalEnergies Nigeria and TotalEnergies Lubrificants SE, France, and as well learn about the global market trends, best practices, and case studies.

General Manager (Lubricants) at TotalEnergies Nigeria, Mr. Bolaji Fajimi, while addressing the participants, said: "We are delighted to host this seminar for our valued customers and partners, who are

the key drivers of the energy sector in Nigeria. We believe that this seminar will help them to enhance their knowledge and skills, and to benefit from the cutting-edge products and services that TotalEnergies offers.

Our lubricants are designed to meet the highest standards of performance, reliability, and sustainability, and to support our customers in achieving their operational and environmental goals."

Also speaking at the seminar, the Global Market Manager of Energy of TotalEnergies Lubrificants SE, France, Mr. Nishant Soni, said: "We are proud to share our global expertise and insights with the Nigerian market, which is one of the most dynamic and promising markets in Africa. We are committed to providing our customers with innovative solutions that can improve their efficiency and reduce their operation costs."

He added; "Our new next generation of products, such as Nateria MX and MWX, next generation low ash gas engine oil and Preslia EVO, next generation turbine oil are examples of how TotalEnergies is constantly adapting to the changing needs of the energy sector."

Nigeria-Morocco Trans-Atlantic Gas Project Begins 2024

Construction work on the Nigeria-Morocco Gas Pipeline Project will commence next year, according to the Nigerian Government.

Nigerian Minister of State, Petroleum Resources (Gas), Ekperikpe Ekpo, disclosed this while welcoming a delegation of envoys from the Kingdom of Morocco, led by its Ambassador to Nigeria, Moha Ou Ali Tagma, to his office in Abuja.

The four Memoranda of Understanding (MoU) for the project were signed between the Nigerian National Petroleum Company Limited (NNPC Ltd), Office National des Hydrocarbures et des Mines (ONHYM) of Morocco and the Société Nationale des Opérations Pétrolières of Côte d'Ivoire

(PETROCI) among others, in June 2023.

The Trans-Atlantic Gas Project is to allow gas to be transported from Nigeria through the participating countries, including Benin, Togo, Ghana, Côte d'Ivoire, Liberia, Sierra Leone, Guinea, Guinea-Bissau, The Gambia, Senegal and Mauritania, down to Morocco.

Ekpo, while receiving the delegation, expressed Nigeria's interest and readiness for the project, which aims to link the European market

"I believe by 2024 we will conclude on it. Your company has been in contact with NNPC Ltd and I have been receiving briefs. We also talked about it during the meeting of West African Gas Pipeline Committee Parties.

Lubricant Champion:

DR. H.C. SEBASTIAN MAIER

Making a Strong Statement with



BY OLAOLU OLUSINA

There is no doubting the fact that Dr. H.C Sebastian Maier, one of the largest commodity traders in the European market, is a Lubricant Champion, who is making a strong statement with his company, Tipp Oil Manufacturer GmbH. Co. KG, a German lubricant manufacturer known for its high-quality and innovative lubricants.

Dr. Maier, who is also a Senator of the Federal Economy of the Government in Germany, is the Founder and Managing Director of Tipp Oil. He is more determined now to assist the German Government in confronting the energy and gas challenges currently facing Europe's largest economy as he continues to supply LNG and other commodities to the German Government and other organisations in Germany like he did last year (2022).

It is worthy to note that Tipp Oil, the Bergakem-based lubricant manufacturer, under the able leadership and direction of Dr. Maier, delivered large quantities of LNG to the German Government in December 2022 due to the energy and gas supply problems and also LPG propane gas to industrial companies across Germany.



Under the able leadership and direction of Dr. H.C Sebastian Maier, Tipp Oil, the Bergakem-based lubricants manufacturer, delivered large quantities of LNG to the German Government in December 2022 due to the energy and gas supply problems and also LPG propane gas to industrial companies across Germany... He is more determined now to assist the German Government like he did last year (2022).

With Germany's new focus on Nigeria and Ghana, two leading West African countries, for gas import to cushion the effects of the prevailing energy challenges in Europe which is greatly affecting Germany, Dr. Maier has expressed his determination to put his experience and network in West Africa to work in assisting his country in the sourcing and supplies of

gas, LNG and LPG, which the West African sub-region has in abundance.

LUBES WEST AFRICA recalls that the German Chancellor, Olaf Scholz, was in Nigeria and Ghana in the last week of October 2023 to discuss opportunities for gas import from the two countries in order to meet the current energy challenges at home, among other business relationships and economic partnerships between Germany and the two countries.

Scholz arrived in Abuja, Nigeria's capital, Sunday, 29 October 2023, on a two-day official visit, making the German leader the first president or head of state to visit Africa's largest economy since the inauguration of President Bola Tinubu on May 29.

The visit was also the German leader's third trip to sub-Saharan Africa in two years thus underscoring the importance Germany gives to the African continent.

The visit was therefore another proof of the importance the German Government places in Nigeria's role in the African region and globally.

The German Government, in a statement, noted that the visit of Chancellor Olaf Scholz was aimed to strengthen Germany's bilateral relations with Nigeria.

"With diplomatic relations spanning over 60 years, Germany and Nigeria have a warm and long standing relationship. They are natural partners as both are the strongest economy and the most populous country

on their respective continents," the statement read in part.

The German Government stressed that the visit was to accentuate Germany's appreciation for its strong partnership with Nigeria over the years.

TIPP OIL

This, exactly, is where Dr. Maier comes in to further assist Germany achieve its objectives as he is well-grounded and highly-connected in the energy market in West Africa, among many other countries in Africa and the world. His company, Tipp Oil, boasts a vast array of mineral and synthetic oils that cater to various types of vehicles and machines, including cars, trucks, construction machines, and industrial machines, providing customers with a wide selection to choose from based on their specific needs.

Providing a range of potent and innovative lubricants suitable for various applications, Tipp Oil adheres to strict quality control measures in line with manufacturing norms to ensure that all its products meet national and international standards. From design and production to filling and marketing, each stage is carefully monitored to guarantee that all Tipp Oil products maintain the highest level of quality.

At the core of the company's philosophy is the belief that the customer is king. Tipp Oil is dedicated to retaining its customers by providing excellent services. The company understands that each customer has unique underlying issues. Thus, it strives to offer tailored, individual solutions that cater to its client's specific problems by prioritising their needs and satisfaction just as it seeks to establish long-lasting relationships with its clients.

The company manufactures a wide range of products, including motor oils, gear oils, industrial oils, and stroke-to-rim cleaners, to cater to diverse customer needs. Tipp Oil also employs a reasonably competitive and affordable pricing strategy for its high-quality products. The company ensures that its retail prices are fair and customers receive free advertising material in significant quantities. To further enhance customer satisfaction, Tipp Oil provides free delivery for container and truck loads, minimising additional costs. Tipp Oil also offers special monthly promotions for its exclusive distributors, providing them with excellent value for their money.

Continued on page 8 →



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LUBRICANT CHAMPION: DR. H.C. SEBASTIAN MAIER MAKING A STRONG STATEMENT WITH TIPP OIL

THE LEADER AS LUBRICANT CHAMPION

Born in 1984, Tipp Oil founder, Sebastian Maier, currently holds the position of Managing Director at Tipp Oil Manufacturer GmbH.Co.KG & Tipp Oil Manufacturer Administration GmbH. He pursued his education in International Business Management from a private university in Florida, after which he gained a decade of experience in international commodity procurement. He was a managing director for "International Petroleum Trading in the UK." Being a member of AHK, IHK, Ghorfa Arab Chambers of Commerce, a UN organisation and a Senator in the Federal Economic Senate of BVMW, he actively participates in various social and environmental welfare activities across different countries.

"As Senator for the Federal Economy, I address the government's energy and gas supply problems in Europe as well as effective solutions," Maier told **LUBES WEST AFRICA**, adding, "I have been awarded the Federal Cross of Merit by the President.... As well as our lubricants with deposit system in 73 countries."

ENVIRONMENT PROTECTION ADVOCATE

Since its inception in 2018, Tipp Oil has received several international awards for sustainability, especially

for the quality of its environmental protection measures.

The organisation has implemented a cutting-edge Rebottle Deposit System that recycles empty plastic bottles ranging from one litre to 20 litres. The system reintroduces these bottles into the circulatory system after they have been professionally cleaned and cleared of any oil residues. Only the lid of the container is replaced during the process. As a result, these plastic containers can be used for up to two years or more, depending on their condition. This innovative and cost-effective approach benefits the environment and reflects the company's commitment to sustainability.

REBOTTLE DEPOSIT SYSTEM

This Rebottle Deposit System has also been subjected to an audit report by the German Institute for Sustainability and Economics, which has rated it as "good." Tipp Oil's efforts to promote sustainability have earned it international recognition and numerous accolades. The company's innovative solution has reduced CO2 emissions during the return transport process. During the pandemic, Tipp Oil achieved a remarkable return rate of 60 percent for empty containers, which accounted for 80,000 plastic

containers. This recycling procedure is also being carried out in Africa, Europe, and Asia.

"With a production of around 100,000 drums per month, there was a 60 percent return rate during COVID-19 period. You can also see our dimensions from the fact that we are represented in 63 countries. We do not have any raw material problems due to our special technology. The lifespan of our containers is in the range of five years with regular use. They are very sustainable," Maier explained.

Tipp Oil is dedicated to developing environmentally friendly lubricants, recognising that modern lubricants are high-performance fluids that must be specifically formulated for their intended application. It employs a diverse range of lubricants for various machines, tractors, aircraft, and wind turbines. Tipp Oil supplements the base oil with thickening agents or binders to regulate the viscosity and film-forming properties. Today, the lubricant industry is witnessing a growing demand for high technical performance and sustainability in formulations. Tipp Oil recognises this and is dedicated to researching the use of bio-based ingredients to promote a more sustainable future.

HONOURS, AWARDS, ACCOLADES

Under Sebastian Maier's leadership, Tipp Oil has been recognised for its outstanding achievements by various prestigious organizations. In 2020, the organisation was awarded the title of "Best Engine Oil Manufacturer" by the Business European Enterprise Awards. The company was also recognised as the "Most Environmentally Focused Oil Company 2020 in Germany" and for having the "Most Innovative Oil Deposit System 2020 – Rebottle" by the EU Business News.

As an international player in the lubricant trade and commodities trading, Tipp Oil Germany Ltd. is committed to providing its customers with the best possible solutions for their needs. The company's independent brand, coupled with its expertise and comprehensive range of products, ensures that Tipp Oil can offer the ideal lubricant for every application.

PROUDLY MADE IN GERMANY

Tipp Oil takes pride in its products, which are exclusively made in Germany by highly skilled and experienced employees who adhere to strict quality standards. The company offers a wide range of cutting-edge, high-performance lubricants and related products that cater to every need. Tipp Oil ensures that each product is optimised to deliver the best results to its customers.



TIPP OIL®



Dr. H.C. Senator Sebastian Maier



Dr. H.C. Senator Sebastian Maier (left) with Michael Hockl



Mr Uwe Falkenberg, Business Consultant for Receivables



Martin Goege, a lawyer-friend (left) with Dr. H. C. Senator Sebastian Maier



2022: About 507 Million Litres of Lubricants, Mostly Automotive Lubes, Consumed in Nigeria

● **Out of 637million litres for entire West Africa**

Managing Director, Lubcon International, Mr. Taiye Williams, in this exclusive interview, tells **LUBES West Africa** that Nigeria is the second largest consumer of lubricants in Africa after Egypt as he maintains that Nigeria remains the market in West Africa. Excerpts.

BY OLAOLU OLUSINA

C

ongrats on your new appointment as the Managing Director of Lubcon International. This is well-deserved and coming after over two decades of dedicated service to the Lubcon Group.

So, tell us, how does it feel having been entrusted with the oversight of all Lubcon international branches and what are the expectations?

Well, it's been an exciting but challenging journey for me. My new assignment as Managing Director Lubcon International will not be any different; except that with my wealth of experience acquired over these 27 years in the industry, it will not be as daunting as it was when I became the Managing Director of Lubcon Nigeria some 13 years ago. Africa is changing. More opportunities for intra-African businesses are opening up. There can be no better time than now to focus on Africa as a whole.

Nigeria is your biggest market, no doubt. What has been the experience in the other markets that Lubcon serves ...Ghana, Ethiopia, Liberia and others?

Nigeria is still the market. That said, it will not be wise to ignore other markets. Next in population is Ethiopia. Despite its peculiar problems, it is a huge market that cannot be ignored. We have a 30 million litres per annum plant there. We have a 25 million per annum capacity plant in Ghana. The Ghanaian market is very small. Our experience has been that most of the countries do not have blending plants and they rely on importation. That creates a good opportunity to fill the vacuum.



The lubricants industry in Nigeria has been going through some challenges in the past few years. Could you tell us some of the challenges and how have the operators been confronting them?

Some of the challenges include lack of FOREX; influx of imported lubes; multiple taxation; high cost of energy. insecurity.

Lubcon was in the forefront of the annual Nigerian Lubricants Summit that was held for one or two editions. Since then, nothing has been heard about it. What actually went wrong and are we expecting to see its resuscitation?

You are quite right. Just as another edition was being planned, COVID -19 came. I believe it will be resuscitated. The format may be different, though. But it will come.

LUPAN and MOMAN as well as the Independent Producers have been having issues on the importation of foreign lubricants and its effects on the local products as well as the influx of fake and substantial products. How are you resolving this?

LUPAN is the body representing the Independent producers. We took up the challenge to fight the influx of foreign lube and we had a measure of success at a time. We got the tariff for imported lubes reviewed upwards from 10% to 30%. Of course, importers are using various means to bring the

“Nigeria is the second largest consumer of lubricant in Africa after Egypt. In 2022, Nigeria consumed around 507 million litres of lubricants, mostly automotive lubes. The total consumption for West Africa at the same period was 637 million litres. So, you can see that for West Africa, the market is here in Nigeria.”

products. The substandard products these traders are bringing in still have a significant impact on the market. The fight is on-going. We will fight to protect our local industry. Nobody can do that for us.

LUPAN of which you are a leading member made some gains over the years in your engagements with the government over tariffs on imported base oil and other additives. What is the actual situation now and is it favourable to local producers?

As I said we were able to get the government to review the tariff for imported lubes to thirty percent. At the same time LUPAN got a reduction of tariff for base

oil and additives. It stands at 5% as I speak.

Please, give us a general overview of the lube market in West Africa as well as the prospects and challenges, especially the window of opportunities provided by ECOWAS and the African Free Continental Trade Zone.

The West African lubricant market as the rest of the African market comprises two distinct segments: one characterized by aging vehicles that utilise conventional base oils. The second is represented by a younger fleet requiring higher- performing lubricants, mainly synthetic lubes.

Also Nigeria is the second largest consumer of lubricant in Africa after Egypt. In 2022, Nigeria consumed around 507 million litres of lubricants, mostly automotive lubes. The total consumption for West Africa at the same period was 637 million litres. So, you can see that for West Africa, the market is here in Nigeria.

The AFCFTA provides the blueprint to boost intra-African trade, promote economic integration and foster sustainable development in Africa. It provides expanded market access to 1.4 billion people with a combined GDP of over \$3 trillion. AFCFTA is expected to reduce trade barriers, making it easier for producers to trade within the continent. My assignment is to tap into these huge opportunities not just to provide quality lubes but all the range of products and services available from the Lubcon Group.



Achieving Lubrication Excellence with MobilServ Engineering Services

BY STEVE EZENDIOKWERE

The Mobil Serv Engineering Service is an umbrella name for dozens of technical service programmes and offerings available from Mobil intended for use by Asset Management personnel to improve or sustain machine health in the application of lubricants. They are proactive-oriented in practice. The overall focus being the plant asset or facility, which include the human and material asset in procurement, equipment management and the use of lubricants.

The programmes under Mobil Serv Engineering Services drive practical improvements in asset health and performance. Plant management teams are provided options of programs and services to select from and to adopt to help them navigate the overwhelming variety of engineering service challenges to asset improvement management in order to enthrone sustainability in asset reliability and operational efficiencies that will guarantee;

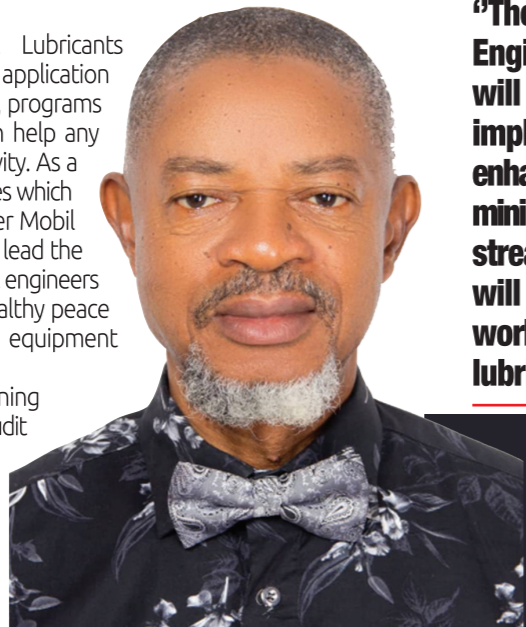
- Long lasting peak performance
- Lower total cost of operations
- Increasing productions and general improvements of plant bottom-line

Building on decades of application expertise, the Mobil team is always ready and positioned to provide and adopt workable lubrication solutions through these services to help achieve the set goals in plant maintenance, equipment management and overall cost reductions in machine operations through effective lubrication.

In addition, the enthronement of Mobil Serv Engineering Service programs will obviously lead in the implementation of practices that enhance operations, improve safety, minimize environmental impacts and streamline maintenance. Doing so will help to better understand the working conditions of both the lubricants and machines.

The innovative Mobil Industrial Lubricants applications, supported with proven application expertise of Mobil lubrication engineers, programs and services provide solutions that can help any plant to attain higher levels of productivity. As a result, the following programs and services which constitute the numerous offerings under Mobil Serv Engineering Services will ultimately lead the way to practical engagements with asset engineers across industries to guarantee them healthy peace of mind through proactive production equipment management;

- Basic and Advanced Lubrication Training
- Mobil Serv Plant (Lubrication) Study/Audit
- Detailed Plant Lubrication Chart (Instructions)
- Gas and Steam Turbine Analysis
- On-site Lubrication Analysis Lab
- Mobil Serv Lubricant Analysis
- Contamination Control Study



“The enthronement of Mobil Serv Engineering Service programs will obviously lead in the implementation of practices that enhance operations, improve safety, minimize environmental impacts and streamline maintenance. Doing so will help to better understand the working conditions of both the lubricants and machines.”

ENGR. STEVE EZENDIOKWERE is the **Manager, Lubricant Sales and Field Engineering Services, 11Plc (Formerly Mobil Oil Nigeria).**

Mobil Serv
Performance by **ExxonMobil**

- Drain Interval Study
- Engine Inspection
- Gear Inspection
- Hydraulic Inspection
- Storage and Handling Study
- Root Cause Failure Analysis
- Natural Gas Engine Analysis
- Startup and Compatibility Services

In conclusion, the MobilServ Engineering Service offering processes consist of four key steps, which are namely; Mutual Planning, Objective Execution, Benefit Documentation and Annual Business Review. The processes open opportunities to provide documented potential and actual business improvements arising from reduced expenditures on equipment maintenance and operations, increased equipment uptime, improved maintenance processes, and reduced lubricant consumption and waste.

Therefore, key industries and companies that have imbibed the culture of proactive and preventive maintenance practices have chosen to give the Mobil lubricant brand the priority of choice in their plant lubrication management to enable them tap into these available resources and programs that support proactive equipment condition monitoring efforts in overall promotion of asset reliability and profit plans realisation.

Sustainability of Lubricant Business

• **Technology and equipment to maximize blending performance in Lube Oil blending plant**

Sustainability embodies the capacity to uphold a process consistently over time, a vital factor for ensuring the enduring success and functionality of any business. Focusing on long-term viability over short-term gains, sustainability fosters efficiency, enhances brand value, cultivates goodwill, and fosters a positive reputation.

It facilitates growth through innovative cost-cutting measures, fortifies customer relationships, retains experienced staff, and bolsters stakeholder and investor confidence, thus supporting the funding of new projects and innovations.

In today's dynamic and competitive landscape, the lubricants industry has undergone significant transformation. Recognizing the imperative for a sustainable and eco-friendly business model, companies are adapting to practices that benefit both the environment and the industry. In this evolving scenario, lubricant companies bear a profound responsibility to produce, distribute, and supply products in a manner that sustains global operations. Embracing sustainability not only contributes to environmental well-being but also empowers businesses to consistently deliver value to customers and enhance profitability.

Friction constitutes a significant portion of the world's primary energy consumption. Lubricant oil, a derivative of petroleum, serves the crucial function of mitigating friction between moving components in machines and engines. With its unique properties, lubricating oil effectively minimizes issues such as overheating, scuffing, rubbing, and corrosion. This not only extends equipment lifespan but also optimizes resource utilization, enhances fuel efficiency, and mitigates greenhouse gas emissions. Maintaining consistent lubricant viscosity poses a challenge; too high viscosity can impede flow, while excessively low viscosity may compromise parts protection. For sustainability, lubricant formulators must conduct life cycle assessments to ensure responsible and efficient production, minimizing carbon footprint and safeguarding natural resources.

The pursuit of sustainability objectives, such as achieving net-zero emissions, poses several challenges for lubricant companies. A key obstacle involves the necessity to invest in new technologies aligning with these goals. Simultaneously, companies need to cultivate internal expertise and organizational structures conducive to sustainability objectives. Failure to make these essential investments jeopardizes competitiveness and market share. Embracing sustainable practices not only safeguards businesses from risks but also fortifies resilience, ensuring preparedness for future challenges and opportunities.

BENEFITS OF LUBRICANT OIL RECYCLING

Through the recycling of used oil, we actively diminish the volume of oil destined for landfills or incineration, averting

potential pollution and environmental harm. Lube oil blending plants play a pivotal role in the recycling process by skillfully combining re-refined oil with additives to craft superior-quality lubricants. This sustainable practice not only conserves valuable resources but positions the lubricant industry as a substantial contributor to environmental preservation. Moreover, oil recycling initiatives generate employment opportunities, delivering economic advantages to communities.

Blending plant typically includes five main areas, all the equipment can be skid mounted:

1. Storage of Raw materials
 2. Blending units
 3. Storage of Finished product
 4. Filling and loading in drums and cans
 5. Packed finished products warehouse and dispatch
- To Know More About Lube Oil Blending Plant

Key equipment has been developed and standardized to meet the specific requirements of lubricant companies.

1. Automatic Batch Blender
2. In-Line Blending system
3. Simultaneous Metering Blending system
4. Drum Decanting System
5. Pigged pipelines and Pigged manifold:

Utilizing pigged pipeline technology proves advantageous for the transfer of a diverse range of products. Addressing a significant challenge in Lube Oil Blending Plants, pigged

manifolds seamlessly interconnect numerous source tanks with various destinations like filling and loading. This innovative approach enhances efficiency and resolves complexities associated with managing multiple product transfers within the blending facility.

One of the biggest challenges faced by modern LOBPs is ensuring that they can deliver the precise quantity of lubricants required to their customers quickly. This requires a well-optimized LOBP design and efficient management of the blending process to achieve the best product quality and maximum cost savings.

To achieve success in this industry, LOBPs need access to cutting-edge technologies and design expertise. Process Design and Automation Consulting can provide the support and resources needed to achieve optimal blending times, reduce costs, and ensure customer satisfaction. With their help, businesses can stay in control of the blending process and achieve the best possible outcomes.

Whether your goal is refining your LOBP design, optimizing blending procedures, or advancing automation capabilities, Linus Projects (India) offers tailored solutions. Our seasoned professionals are adept at harnessing cutting-edge technologies and industry best practices to empower your success and enhance profitability in the realm of industrial lubricants.



GAS SUPPLY GLUT: Why Tinubu Must Drive a New Plan for Nigeria

A stark warning has been issued to Nigeria by the world's leading energy experts in an eagerly-awaited report. The International Energy Agency's World Energy Outlook report revealed that a rise in global gas production is likely to create a 'gas glut'. The report predicted that global gas prices could drop by as much as 80% as a result.

The analysis also found that global fossil fuel demand will peak before 2030 and then decline. It echoes findings in a separate report published last week, showing that Nigerian fossil fuel use peaked eight years ago.

The findings will call into question Nigeria's reliance on fossil fuels. The new Dangote oil refinery will soon start production, but is not expected to reach full capacity until 2025. Meanwhile, Nigeria is planning a \$25 billion gas pipeline between Morocco and Nigeria.

Nigeria has one of the highest rates of energy poverty in the world, with just 25% of some rural populations having access to electricity. The country also has one of the highest costs of electricity in the world.

Recent international research by the world-renowned Yale University found that 61 percent of people in Nigeria say climate change should be a high or very high government priority, and 68 percent backed an increase in renewable energy, like wind and solar.

Nasreen Al-Amin, Executive Director of Surge Africa, said: "This year's IEA report is clear: There must be no further expansion of oil, gas or other fossil fuel sources should the world wish to stay within the agreed upon 1.5C Paris limit. It shows that gas demand will peak by 2030 – a near success – but it relies on ensuring governments remain dedicated to their NDCs and other national adaptation plans, by rapidly moving financial investments from fossil fuels to clean and renewable energy, among other measures."

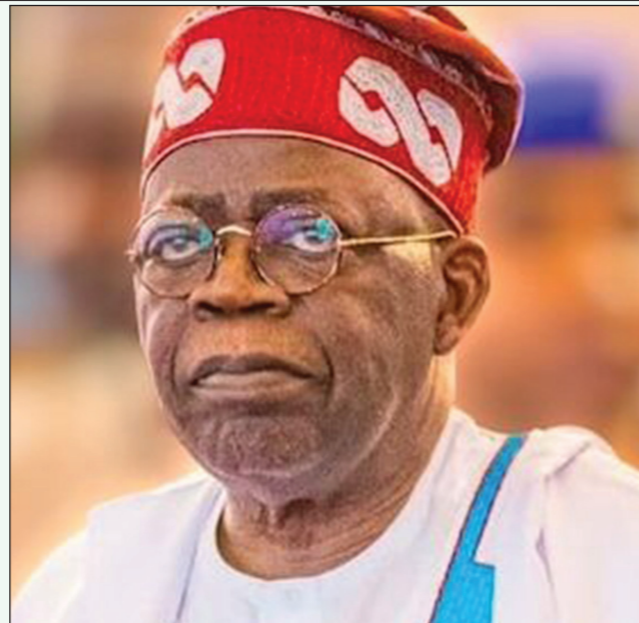
For Nigeria, strategic economic and political measures must be put in place to ensure the energy transition is well coordinated by taking into account the nation's complex socio-economic structure and existing development gaps. This will help with pathways that eradicate energy poverty, reduce inequality, and promote social and economic security through a decentralized and equitable approach.

This effort can be maximized by developing a robust framework to tackle transition risks of stranded assets and economic damage.

While a lot of effort is needed for a coordinated exit from Nigeria's heavy reliance on fossil fuels, the country must demonstrate its leadership and willingness to do so by scaling up investments in renewable energy, and immediately begin the process of decarbonizing its fossil economy."

Chief Executive of the Secure Energy Project, Leila Aly El Deen, said: "Nigeria faces ever higher petrol prices and continuing power cuts, which are crippling business and Nigerian households.

"That's why almost 70 percent of Nigerians are backing more renewable energy, and over 60 percent are saying climate change



President Bola Tinubu

should be a high government priority.

"The message to both President Bola Tinubu and Minister of Power, Adebayo Adedun, today couldn't be clearer. The age of fossil fuels is over. Both your people and the world's leading expert organisation are saying: more renewable energy please, as soon as possible.

"Nigeria's international allies, including many key trading partners, have recently said they will back a tripling of global renewable energy by 2030 at COP28, and that's exactly what President Bola Tinubu should be doing too.

"Failing to do so would fly in the face of evidence in today's report. It would ignore the wishes of the people of Nigeria. And it could damage Nigeria's international standing, especially with the significant UN climate summit fast approaching."

A couple of months ago, political leaders in the powerful EU bloc backed a global tripling of clean renewable energy by 2030 in a landmark decision. The target, which could create millions of jobs worldwide, has also recently been backed by others, including the G20 and many African countries. The tripling goal could form part of the final negotiating text at climate conference COP28 in Dubai this December.

Surge Africa is a non-profit organization that works with government and stakeholders to promote climate resilient policies and practices in Nigeria and Africa.

The Secure Energy Project is a new initiative that is building networks of people looking to accelerate the energy transition to the benefit of everyone.

\$500m Gas, Renewable Energy Deals Strengthen Nigeria- Germany Relations



President Bola Tinubu (middle) with others at the G20 meeting in Berlin, Germany

Nigeria has scored a major investment goal from its relationship with Germany. The country has sealed some gas and renewable energy deals worth \$500m with Germany following the signing of two important agreements between Nigerian and German businesses during the last G20 meeting in Berlin.

Speaking at the 10th German-Nigerian Business Forum, President Bola Tinubu said that with a resilient democracy, Nigeria is well primed to attract foreign direct investments as he witnessed the signing of two Memoranda of Understanding (MoU) on the supply of gas from Nigeria to Germany and for another \$500 million worth of renewable energy projects in Nigeria.

The signing of MoUs was between Riverside LNG of Nigeria and Johannes Schuetze Energy Import AG of Germany on the gas export partnership, while the other signed pact brought together Union Bank of Nigeria and DWS Group on cooperation in renewable energy.

CEO of GasInvest, Mr. David Ige, who signed the MoU on gas supply, said the Riverside LNG project aims to supply energy from Nigeria to Germany, extinguishing about 50 million cubic feet per day of flared gas in Nigeria.

"The project will supply energy from Nigeria to Germany at 850,000 tonnes per annum, expanding to 1.2 million tonnes per annum.

"The first gas will leave Nigeria for Germany in 2026, and there will be further expansion. This will extinguish about 50 million cubic feet per day of flared gas in Nigeria and open alleyways of new and greater exports of gas to Germany," he said.

Expressing confidence in investing in Nigeria's gas sector, Chief Operating Officer of Johannes Schuetze Energy Import AG, Frank Otto, described the partnership as a "big deal" for the German market.

Chairman of Union Bank, Mr. Farouk Gumel, disclosed the commitment of \$500 million for e-energy projects in Nigeria, emphasising the importance of rural inclusion and bringing more people into the formal economy.

"We believe this would bring rural inclusion and capture more people into the formal economy. Without inclusion, there is no growth. Thank you, Mr. President," Gumel said.

Welcoming the new deals, President Bola Tinubu assured German businesses that with Nigeria's stable political landscape, foreign investments into the country are secure.

"Since 1999, we have witnessed changes in democratic governance, with peaceful transfers of power within and between parties. Democracy in Nigeria has proven to be flexible and resilient. Shake off any remnants of the military era syndrome; we have moved beyond that. Despite challenges faced by other African nations, Nigeria stands firm, and we are your partners," the President declared.

Outlining some of the achievements of his administration, which include his globally acclaimed economic reforms, the President emphasised his commitment to sustaining the reforms and building stronger Nigerian-German relations.

"For those who fear various obstacles; look at me – I come from the private sector, trained by Deloitte. I served as the treasurer of Exxon Mobil. Define corporate governance in any way, and I am in it. I governed Lagos for eight consecutive years. Today, I can proudly beat my chest that Lagos State is on the horizon and the fifth-largest economy in Africa, rising from ground zero. This is the track record that led me to the Presidency.

"Nigerians voted for me for reforms, and from day one of my inauguration, I implemented the reforms. My inaugural speech did not disclose what I would do. I removed the fuel subsidy that was a great burden to Nigerians from the moment I stepped into office.

"The arbitrage regime is gone forever. Now, you can bring your money in and out as you wish. If you encounter any problems, rest assured that I have built one of the most reliable teams Nigeria has seen to address them. I appeal to you to forget the past and focus on building a relationship that removes obstacles, fostering progress and prosperity in Nigerian-German relations.

"You can rely on us; we can rely on you; both of us can chorus Hallelujah at the same time," Tinubu assured.

Cleaner Fuels are Key to the Future of Sustainable Mobility in Africa

The future of mobility is green and electric. Of this, there should be no doubt. As the first automotive manufacturer to commit to the Paris Agreement, Volkswagen Group knows and understands this well. The Group has set ambitious targets and has invested significantly to become a global leader in e-mobility.

In Sub-Saharan Africa (SSA), Volkswagen is similarly dedicated to paving the way for a future of sustainable production and mobility.

At its production site in Kariega, Volkswagen Group South Africa (VWSA) plans to run production 100% carbon-neutral by 2030. Furthermore, the company is actively pursuing a regional drive towards sustainable mobility across SSA.

This push includes e-mobility in Ghana, Kenya and Rwanda, all of which have already committed to the goals set by the Paris agreement and the 2021 United Nations Climate Change Conference (COP26).

However, the future does not exclude the internal combustion engine (ICE) and this has been confirmed with the planned introduction of Euro-7 vehicle emissions standards in Europe from 1 July 2025.

VWSA's approach is therefore two-fold; to facilitate the transition to e-mobility, but also to improve the conditions that would enable the use of more advanced internal combustion engine technology.

For many years, Europe has periodically introduced higher vehicle emissions standards, from Euro-1 through to its current standard of Euro-6. With each subsequent update, the development of modern emissions after-treatment technology has been preceded with the improvement in fuel quality; in other words, has been specified to be 'cleaner' and more environmentally friendly.

The converse is thus also true; cleaner fuels promote the sale and trouble-free operation of Volkswagen vehicles with higher emissions standards while sub-standard, or 'poor' fuel quality, will negatively impact both new and old technology vehicles, is worse for the environment and has a negative impact on the vehicle technology.

Another challenge for Africa is that regulations governing emissions and roadworthiness in most SSA countries have been non-existent for many years. However, the regions of East African Community (EAC) and the Economic Community of West African States (ECOWAS) have started to develop such regulations.

Two markets leading the way are Morocco and Kenya, which have already reached Euro-4 emissions standards and have Euro-5/6 in their sights.

As stated earlier, it all starts with improved fuel quality. Over the last 20 years, Africa has seen the removal of lead from automotive petrol.

A great success no doubt, and now the focus has turned to the reduction in sulphur.

At the African Petroleum Ministers meeting held in Nairobi on 29-30 November 2022 the focus was to find ways for Africa to fast-track the realization of low-sulphur fuels across the continent. Sulphur occurs naturally in crude oil and should be removed during the refining process.

Its presence in fuel reduces the efficiency of catalysts and therefore reductions in sulphur would mean immediately translate into reductions in vehicle emissions and particulate

matter, and subsequently increase the life of the catalyst itself.

In addition to sulphur, markets in Africa are challenged with the removal of high levels of metallic additives, like manganese and phosphorus, which poison the catalytic converter and irreversibly reduce the efficiency of the emissions after-treatment technology in vehicles, thus no longer ensuring the vehicle remains within the prescribed emissions standards in which they were designed to operate and lead to higher emissions.

The fuel specifications for automotive petrol cover many other components that need to be controlled in order for trouble-free vehicle operation and impact positively on the environment and human health. Some examples include fuel octane, olefins, aromatics, benzene and diesel contamination.

The octane rating is a measure of the fuel's capacity to resist auto ignition, meaning a low octane rating can cause engine damage from auto-ignition in harsh cases. High levels of olefins lead to engine deposit formation, while high aromatics increase engine wear, particle formation and tailpipe emissions, and as benzene is a known human carcinogen, its levels should be strictly controlled.

The availability of cleaner fuels would therefore greatly improve emissions from vehicles in SSA. Today, with poor quality fuels, vehicle manufacturers, importers and traders can only offer older model vehicles with older emissions limits and higher fuel consumption.

The introduction of sub-50ppm sulphur fuels, free of metallic additives and contamination, at 95 octane and with the correct levels of olefins, aromatics and benzene will promote the risk free sale of low emission and more efficient Euro-4 emissions vehicles.

This needs to be in conjunction with ongoing sampling and analysis of fuels in the market (not only at point of entry) and a process of dealing with poor quality fuels.

Coupled with having lower fuel consumption the ultimate benefit from cleaner fuels is a cleaner environment. Higher emissions technology vehicles that meet Euro-5 and Euro-6 emissions limits do so in conjunction with 10ppm sulphur fuels.

This is precisely why the VWSA team has started engaging with various governments and other stakeholders across Africa - particularly in the countries where Volkswagen already has assembly facilities and a sales footprint- in order to improve fuel quality and help create the required legislative framework.

The most successful example has been that of the shift to Euro-4 fuels and emissions standards in Kenya. This shift came about from the initial application of the Euro-4 enabling fuel countrywide, specifically with the introduction of a 2mg/litre limit for manganese, followed by the introduction of Euro-4 emissions standards for motor vehicles.

Other examples are Ghana, South Africa and Rwanda. While dates for implementation of the updated fuels and emissions standards are still open, the intention shows how important higher emissions standards are for these markets.

For countries that rely on fuel importation, that would mean an updated 'shopping list'; one that includes the limits mentioned before combined with the full requirement as specified in the Euro-4 enabling standards.

A region as vast and diverse as SSA will not change to zero emission mobility overnight - but Volkswagen's key markets are definitely willing. Many African governments are taking up the challenge of finding the right mobility solution that works for their market - and Volkswagen wants to find out what it can contribute to these markets.

While the promotion of e-mobility has made it to the top of many countries' agenda, cleaner fuels are also necessary in the interim to enable the use of newer and more modern and efficient engine technologies.

To enable this step forward towards lower emission mobility, the hurdles of poor fuel quality must be overcome.



Chairperson and Managing Director, Volkswagen Group South Africa (VWSA), Martina Biene, (right) with Jeffrey Peprah, Chief Executive Officer, Volkswagen Ghana, at the unveiling of the POLO Track TSI, Thursday, June 22, 2023, in South Africa. (PHOTO: Olaolu Olusina)

Tipp Oil Restates Commitment to Nigeria Market Launch

TIPP OIL, the leading German premium lubricants producer, has restated its commitment and determination to fully launch into the Nigerian market despite the challenges of the past. The global player in the lubricants market has also reassured that its rebottle deposit scheme, which comes with its quality lubricants, will surely change the game in the Nigerian lube market.

Maintaining the company's resolve to introduce its plastic container deposit and buy-back scheme, which is the world's first in the lubricants industry, to Nigeria as promised, Managing Director, TIPP OIL, Sebastian Maier, said his company's award-winning and proudly 'Made in Germany' quality products are well suited for Nigeria following the great interest the premium products have attracted in the country.

According to Maier, "TIPP OIL is very determined to formally launch into the Nigerian market. Though there were some challenges in 2020, we are determined to press ahead with our plans to launch out big into the Nigerian

lubricants market because we are very confident of our products as they are also doing well in other African countries."

He confirmed that more customers and partners are embracing the company's plastic rebottle system, whereby TIPP OIL buys back the plastic containers for a fee after use for cleaning and recycling back into the system.

He maintained that the recycling system which has been in operation for over four years now has led to a 20 per cent increase in sales for distributors and partners of TIPP OIL across the world.



BASF Launches Premium Coolant, Glystantin®, in Nigeria

BASF Fuel and Lubricants Solutions has launched its premium engine coolant, Glystantin® 48, into the Nigerian automotive market.

The aim, according to the company, is to provide the Nigerian consumers with three-fold protection for their cars' and generators' cooling systems against corrosion, overheating and cavitation.

Managing Director, BASF West Africa, Jean-Marc Ricca, said, "In Nigeria, generation of power using diesel or gas generators is key to smooth running of facilities and industries.

"Such heavy-duty engines have high demands due to their long operating hours and high load rates. With its long-life protection, Glystantin® prevents damages and reduces downtimes thus ensuring a reliable power supply.

"BASF has been delivering industry expertise and

innovations to provide high performance cooling solutions that meet the evolving industry challenges.

"With this latest product innovation, the company now specifically targets the sector of generators and motor vehicle engines to deliver on the critical cooling requirements in safety and performance."

Glystantin® premium engine coolants and antifreeze products have been serving the automotive industry globally since 1992 as it offers protection against corrosion, overheating, and frost thus ensuring that the engine's cooling system works smoothly.

With approvals by most original equipment manufacturers (OEMs) and global automakers for its performance, the coolant enables a low fluid decomposition and low generation of hydrogen, making it a safety-optimised product, while ensuring optimal corrosion protection.

OR Retains Robust Presence in Thailand

Thailand's leading oil and retail company, PTT Oil and Retail Business Plc (OR), has continued to retain its robust presence and reputation for excellence as Thailand's no. 1 lubricants brand with growing international penetration over the years. With integrated lubricant operation under the PTT

Lubricants trademark, OR offers a diverse product line catering to various industries with lubricants designed for gasoline and diesel engines, motorcycles, trucks, marine and fishery machinery, and agricultural and industrial machinery.

Eunisell Receives Recognition Award on Bonga FPSO

Eunisell Limited, the leading speciality chemicals and oil and gas solutions company, has been recognised for exceptional and consistent provision of production chemicals on the Bonga FPSO for 2023.

Shell Nigeria Exploration and Production Company Limited, the pioneer of deep-water oil and gas production from the Bonga field in the Gulf of Guinea where depths reach more than 1,000 metres, presented the award to Eunisell.

Eunisell was recognised for its commitment to safety and consistency, encouraging the company to sustain its excellent service delivery.

Excited at the award, the CEO of Eunisell, Kenneth Okeiyi, stressed that excellence is ingrained in the company's culture and this guides all actions beyond regulatory compliance.

Serving a diverse client base operating across Africa, Eunisell's footprint, since its inception in 1996 has grown to include upstream and downstream of the oil and gas sector, industrial solutions, food and beverage, and personal and home care solutions.



Eunisell Gets Shell's Recognition on BONGA

IATF2023 Offered Us Opportunities to Forge Strategic Partnerships – Masters Energy

Masters Energy Group, the parent company of Master Oils and Lubricants, is still reflecting on its experience at the Intra-African Trade Fair (IATF2023) which took place in Cairo, Egypt in November, saying the company's participation at the continental trade show opened doors of strategic partnership to it.

The Masters Energy Group delegation at the continental trade fair consisted of its Group Managing Director, Barr Mrs. Patience Dappa, and Company Secretary, Barr Mrs. Chinyere Usen, who proved themselves to be active contributors to the unfolding narrative of African trade.

The indigenous lube producer from Nigeria said in a statement: "As we stepped into the vibrant tapestry of the 3rd edition of the Intra-African Trade Fair (IATF2023) which took place in Cairo, Egypt, we found ourselves immersed in an atmosphere that was evident of the dynamism and potential of our beloved continent. The bustling energy was a living attestation to the thriving spirit of Africa."

According to the company, "The Intra-Africa Trade Fair (IATF) is more than an event; it is an initiative that resonates deeply with supporting the implementation of the African Continental Free Trade Area (AfCFTA)."

On the reasons for participating in the trade fair, Masters Energy said, "The journey of Masters Energy Group at the IATF was not just about showcasing our business prowess, it was a strategic mission to forge partnerships that transcend borders and expand our global footprint. The bustling exhibition halls became an arena where connections were formed, ideas were exchanged, and opportunities unfolded at every corner.

"One of the highlights of our journey was the exceptional networking opportunities that IATF provided. From engaging in conversations with fellow entrepreneurs to forging connections with major African trade actors.

"Our booth at the trade fair hosted esteemed dignitaries,



Masters Energy's Group Managing Director, Barr (Mrs.) Patience Dappa and Company Secretary, Barr (Mrs.) Chinyere Usen, at the company's pavilion at IATF 2023 in Cairo, Egypt.

adding to the richness of our experience. Among the distinguished visitors were the Executive Vice President of Afreximbank, Mrs. Kanayo Awani, and the Managing Director of NEPZA, Dr. Olufemi Ogunyemi, among other Directors. Their presence underscored the significance of our participation.

"Masters Energy Group actively sought out strategic partnerships, recognizing that the true power of a global company lies in its ability to collaborate. The IATF provided a platform where minds met and synergies were discovered.

"As we reflect on our journey at the Intra-Africa Trade Fair 2023, we do so with a sense of accomplishment and renewed determination. The experience that engulfed us now echoes in our endeavors to contribute to the success of African trade.

"The international exposure gained at the trade fair opened doors to new market opportunities, which propelled us forward on our quest for a more interconnected, prosperous, and dynamic Africa. The journey continues, and the impact resonates far beyond the exhibition halls of Cairo."

Repositioning LUBCON for Regional Market Leadership

Lubcon, an ISO certified Oil and Gas company with headquarters in Ilorin, Nigeria, is repositioning for sub-regional market leadership. As a company that is known across the West African sub-region for quality products and innovative services, Lubcon now has Mr. Taiye Williams as its Managing Director for all its international branches, with a determination to pursue an aggressive growth plan.

Lubcon was incorporated as a limited liability company to carry out the business of manufacturing, lifting, distribution and sales of petroleum and allied products in 1991. In 1995, the company became the official lubricant blender for NATA (Nigeria Automobile Technicians Association).

The company distributes its wide range of products in Nigeria through a network of active retail outlets in more than 63 locations across the country. In a joint partnership with NATA, Lubcon has established over 50 sales outlets in most mechanic villages across Nigeria.

With full branches in Ghana, Liberia, Ethiopia, Niger Republic and South Sudan, Lubcon also has distributorship arrangements in Benin Republic and Burkina-Faso.

In Ghana, Lubcon is the only independent lubricant blending and grease making plant in the country. The facility has an installed annual capacity of 20,000 metric tonnes of lubricants and 2,000 metric tonnes of grease per annum.

The plant, situated in Tema, Ghana, is strategically placed to serve the West African markets and parts of Central Africa. Lubcon Ghana is also licensed to carry out bunkering services in the West African Coast.

Lubcon also has a presence in Ethiopia to serve the East and the Central African market as Lubcon Ethiopia is the first lubricant company to be licensed in the country.

Located at Debre Zeit, Bishoftu, Lubcon Ethiopia produces lubricants and allied products to serve the East and Central African markets. The facility has an installed capacity of 30,000 metric tonnes of lubricants per annum.

Lubcon commenced operations in Niger Republic in 2004. It is currently marketing fuels and lubricants to the government of Niger and residents.

In Liberia, Lubcon Liberia was incorporated in 2007 to market fuels, lubricants and other petroleum products.

Lubcon South Sudan was incorporated in 2012 to key into the emerging business in the Republic of South Sudan.

Now poised to implementing its growth plans to further consolidate its regional market leadership, Lubcon has listed the following as immediate goals

to be achieved :

*** Retail outlets expansion in Nigeria & West Africa – ECOS Plan (Each Country, One Station)**

- Stock exchange listing, via IPO
- Base oil trading
- Gulf of Guinea upstream projects
- Petroleum Logistics Facility at Banda, Kogi State, Nigeria.

Its medium and short term goals also include:

- Commodity exports and trading
- New and renewable energy projects
- Industrial City Project
- Banda fertilizer and petrochemical project
- Guinea Conakry and Tanzania projects Gas – (LPG, CNG and LNG)
- Engage internationally accomplished and very experienced professionals that will help support the Group's funding programmes
- Build each of its subsidiaries and international associates into industry leaders in their respective sectors within the next fifteen years.



NNPC/Aiteo JV Launches Nembe Crude Oil Grade

The NNPC/Aiteo Joint venture has introduced the Nembe Crude Oil Grade, a new crude oil grade into the international crude oil market.



The announcement of the Nembe Crude Oil Blend, produced by Aiteo, the Operator of the NNPC/Aiteo Oil Mining Lease (OML) 29 Joint Venture (JV), was made at the Argus European Crude Conference in London, early in November.

A statement by the Chief Corporate Communications Officer NNPC Ltd, Olufemi O. Soneye, said OML 29, an asset located onshore Nigeria, is operated by Aiteo Eastern Exploration & Production Ltd, Africa's leading indigenous hydrocarbon producer, following a historic acquisition from Shell in 2014.

"The Nembe Crude was previously blended with the popular Bonny Light grade and exported via the Bonny Oil & Gas Terminal.

"The unique selling point of the Nembe Crude Oil grade with an API gravity was highlighted by both the Aiteo E & P and NNPC Limited Leadership at the Argus Conference in London.

"The Nembe Crude Oil grade also has a low sulphur content and low carbon footprint due to flare gas elimination, fitting perfectly into the required spec of major buyers in Europe.

"Two cargoes of 950,000 barrels each of the Nembe Crude Oil grade have since been exported to France and the Netherlands. With its attractive Assay of API 29 and low sulphur content, the Nembe Crude Oil grade commands a premium to the global Brent benchmark," the statement said.

It added; "With the NNPC-Aiteo OML 29 JV back onstream, Nigeria now boasts of an additional crude oil export of 2 Cargoes at 950,000 barrels each per month and 1.2 Bcf of export gas monthly.

"This remarkable achievement signals the commencement of activities at Nigeria's newest crude oil terminal, the Nembe Crude Oil Export Terminal (NCOET), which was licensed in line with the extant laws and Crude Oil Terminal establishment regulations.

"The terminal was conceived as a Floating Storage and Offloading Vessel (FSO) with a storage capacity of two (2) Million Barrels and the ability to offload crude oil to any export tanker from AFRAMAX to Very Large Crude Carriers (VLCC).

"It has a loading capacity of 25,000 barrels per hour and will be exporting over 3.6 million barrels of Crude oil monthly at full scale of operation. "

According to Soneye, "Currently, hydrocarbon production from OML 29, which was hitherto constrained due to evacuation challenges owing to the security issues around the Nembe Creek Trunk Line (NCTL) corridor, has now been debottlenecked through a collaborative and creative approach that led to the innovation of the Alternative Crude Oil Evacuation Solution."

The Argus European Crude Conference 2023 in London was a gathering of energy majors, refiners, NOCs, traders, financial institutions, and other representatives from across the global oil markets. The event also provided a critical opportunity for business leaders to connect, discuss, share and learn from one another.

Marine Lubricants Segment Records Continuous Growth

The marine lubricants segment in Nigeria has been recording continuous growth in recent years and this might not be unconnected with the increasing number of merchant ships entering the Nigerian coastal waters.

Nigeria's strategic location as a gateway to the West African sub-region has made the country's coastal ports a major hub for international shipping and this is having a positive effect on the demand for marine lubricants, which is expected to continue to rise in the coming years.

There is no doubt that marine lubricants are vital in ensuring the smooth operation of ship engines and machinery. Regulatory authorities such as the Nigerian Maritime Administration and Safety Agency (NIMASA) and others are also helping the growth with their activities.



NIMASA for instance has consistently been implementing regulations to ensure that ships calling at Nigerian ports comply with international environmental protection standards, including regulations on using low-sulfur fuels and the disposal of oily waste. High-quality marine lubricants are also essential in complying with these regulations.

Linus Projects Deepens Relationship With Nigeria's Lubricants Industry

Linus Projects (India) is stepping up its game in the Nigerian lubricants sector in so many ways through its local subsidiary, Linus Projects Ltd. (Nigeria). Already a reliable partner to a number of lubricants manufacturers in the country, Linus Projects is extending its hands of fellowship and partnership to others with a promise to render top-of-the-range services.

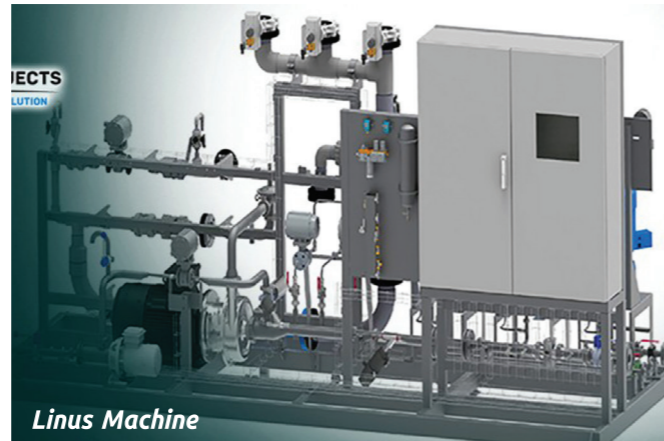
Managing Director, Linus Projects (India), M. A. Khattab, assured that Linus Projects would continue its impressive works in the Nigerian market to offer great value to stakeholders. Maintaining that Linus Projects is in Nigeria to provide after-sales service of plant and machinery supplied by the company, Vijay Patil expressed confidence and optimism in the Nigerian lubricants market that is expected to hit 339.52 Kilo-ton by 2026 despite current challenges.

With these great prospects in the market, demand for equipment and machinery for the industry will surely increase. Linus Projects (India) is therefore determined to explore the Nigerian local market with the view to encouraging more companies to start their brand and manufacturing facilities for the next two decades.

"The market for Nigeria lubricants is expected to reach 339.52 Kilo-ton by year 2026. Considering this demand, Linus Projects (India) encourages more enraptures to start their brand and manufacturing facilities for the next two decades.

"This will create huge employment in the Nigerian lubricant industry. On the other hand, raw materials such as base oil and additives, etc will become cheaper in upcoming years because of the fully functioning of oil and gas refineries," Khattab said.

On the value Linus Projects is bringing or adding to the market in terms of equipment and machinery, Khattab said "We are a professional turnkey project management company. We supply plants and machinery for lube oil blending plants and grease manufacturing plants and various other



Linus Machine

petrochemical industries.

"We are bringing advanced technology and artificial intelligence-based lubricant manufacturing plants to Nigeria.

"We are also giving complete know-how to new emerging companies in Nigeria who want to set up "state-of-the-art lubricant blending plant" at a low budget so that they can fulfil their dream. Our machine is so cost-effective that even a small trader also can become a manufacturer and can create his brand."

Linus Projects has been assessed and found to conform to the requirements of ISO 9001: 2015 for the following scope: Local supplier and exporter of plant, equipment and machinery for lube oil, grease, transformer oil, brake fluid, coolant, west oil, resin, emulsion, perfume, mixing equipment, lab instruments, dry mix mortar, soap plant and allied products.

Its local subsidiary, Linus Projects Limited, is a Nigerian corporate entity registered with the Corporate Affairs Commission with registration number RC 1728021.

give people a long-term perspective," says Günter Hiermaier. Of course, the machines have an impact on the employees, but contrary to what may be assumed: New machines do not mean fewer people, but a growth in jobs in other areas as well, because more is produced. And working conditions will continue to improve.

"LIQUI MOLY is a modern employer. People should and must feel comfortable working here with us. This is what we demand of ourselves," said the Managing Director. That's why 200 square meters of space were created for state-of-the-art offices on the third floor, in addition to the 400 square meters of production space spread over two floors.

LIQUI MOLY Splashes 8 Million Euro on Ulm Production Plant Expansion

LIQUI MOLY has invested 8 million euro in the newly opened additive production facility. Of these, 3.4 million euro are attributable to the turnkey building. The costs for the three new dispensing systems amount to 3.1 million euro. Conveyor technology and packaging robots account for 1.4 million euro.

These machines will be fully installed and commissioned over the course of next year. Additives help engines to burn fuel cleanly, emit less pollutants and have a longer service life. They can be used as a prophylactic or problem solver. LIQUI MOLY develops and manufactures all additives in Ulm.

"These investments are a commitment to the Ulm site and thus to Made in Germany. We create more jobs and

Live Events & Activities of WBE 2024

- 2024 China Battery Industry (Guangzhou) Summit
- 2024 China Energy Storage Industry Ecology Conference
- 2024 World Hydrogen Energy Industry Conference
- 2024 Two-Day Factory Tour Programme

Exhibitors Profile

- 1) All kinds of Batteries, Battery pack & cell, BMS
- 2) Energy Storage Products
- 3) Battery Charging & Swapping products
- 4) Raw Material and Components for all kinds of batteries
- 5) Battery manufacturing equipment, testing equipment and instrument
- 6) Battery recycling and international logistics
- 7) Hydrogen energy and hydrogen energy application area

Auto Report Africa Partners with WBE 2024

AUTO REPORT AFRICA, a sister publication of LUBES West Africa, has sealed a media partnership with the World Battery & Energy Storage Industry Expo (WBE 2024) <https://en.battery-expo.com/> scheduled to hold from August 8-10, 2024 at the China Import and Export Fair Complex, Yuejiang Zhong Road, Guangzhou, China.

Organised by Guangzhou Honest Exhibition Co., Ltd, the 9th World Battery & Energy Storage Industry Expo (WBE 2023) is following the 2023 edition successfully held in August .

Spanning over 100,000 sq.m, the show occupied a total of 8 exhibition

halls, setting up 3957 booths, almost double from last year. 1205 exhibiting companies joined the show. The number of battery cells, packs and energy storage solutions exhibitors amounted to 476.

The bustling three days counted 137,500 visits in total, including overseas buyers from over 50 countries and regions, such as USA, Germany, Korea, France, Japan, UK, Sweden, Belgium, Czech Republic, Singapore, Malaysia, Indonesia, India, Thailand, Brazil, South Africa.

China Battery Industry (Guangzhou) Summit, China Energy Storage Industry Ecology Conference, World Hydrogen Energy & Fuel Cell Industry Conference

and the first-ever two-day factory tour programme constituted the biggest highlights of WBE 2023.

For the 2024 edition, WBE will strive to break its own show size record again in 2024, expecting to occupy a total of 13 exhibition halls, amounting to 165,000 sq.m to bring together an estimated 2000+ premium exhibitors.

Giving overseas buyers a first-hand and in-depth look at China's leading battery and battery equipment manufacturers, the highly recommended two-day factory tour program will make a grand comeback in 2024. We look forward to the active participation of more overseas visitors!

IATF2023: We Exceeded Targets with US\$43.8 Billion Deals Recorded –Afreximbank

• Trade Fair Featured 130 Countries, 1,939 Exhibitors, 28,282 Participants

African Export-Import Bank (Afreximbank) has disclosed that the third Intra-African Trade Fair (IATF2023) held in Cairo from 9 to 15 November witnessed the conclusion of business deals and transactions valued at US\$43.8 billion.

In final tallies released in Cairo, the organisers of the continental event said that the amount represented the value of 426 deals concluded in 21 sectors covering 52 countries. At a press conference to announce the results, Mrs. Kanayo Awani, Executive Vice President (Intra-African Trade Bank) at Afreximbank, also announced that 130 countries participated in the trade fair, which attracted 1,939 exhibitors and 28,282 participants who attended physically and through the IATF virtual platform.

One of the notable transactions included the Export Agriculture for Food Security Framework executed by several African countries (as Origin Countries) and ARISE Integrated Industrial Platforms, Arise IIP (as Anchor Investor) to which Afreximbank committed US\$2 billion to boost production, processing, and intra-African trade in agricultural products and to provide African farmers and agribusinesses with opportunities to access larger markets across the continent.

Mrs. Awani also said that the IATF had successfully



established itself as the premier trade and investment event in Africa, with the unique capacity to increase intra-African trade and investment, especially in the context of implementing the African Continental Free Trade Area (AfCFTA)

Agreement.

"Building on the successes of IATF2018 and IATF2021, I am proud to say that the buzz and energy generated by IATF2023 will be felt across Africa and beyond for many years to come. Together, we have explored new possibilities and opened new doors for a brighter future for our continent" she added.

IATF2023 kicked off on 9 November and included an official opening ceremony, a Presidential Summit which was addressed by President Abdel Fattah Al Sisi of the Arab Republic of Egypt, a Trade and Investment Forum, the Creative Africa Nexus (CANEX), an African Auto Forum, AU Youth Entrepreneurship Programme, a Sub-Sovereigns Conference, a Diaspora Summit, an African Industrialization Week and an African Tourism Sustainability and Investment Forum. A series of side events were also held as part of the trade fair.

The next edition of the IATF will be hosted in 2025 by Algeria.

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