

Success story

Wuhan BODA lubricant company uses ExxonMobil's reliable supply of mPAO base stocks to grow in China's crowded lubricant market

Challenge: Stand out in competitive market

China is the largest grease producer in the world, with a 36 percent market share. Competition continues to grow, as does domestic demand. Inspired by Made in China 2025, manufacturers are looking to produce higher-quality greases and to distinguish themselves by ensuring top-of-the-line supply chain management.

In such a competitive market, reliable supply is critical. Wuhan BODA Special Lubricant Technology Co. Ltd. knew that without it their production process was at risk, which could undermine customer relationships. The company wanted to build long-term relationships with suppliers and distributors that prioritize consistent product availability.

Solution: ExxonMobil's reliable supply of mPAO base stocks

Wuhan BODA decided to invest in building a relationship with ExxonMobil due to ExxonMobil's excellent distributor network and world-class supply.

To create high-quality lubricants for the cement, papermaking, steel, compressor and automotive industries, Wuhan BODA uses SpectraSyn Elite™ metallocene polyalphaolefin (mPAO) synthetic base stocks. Through high viscosity index, SpectraSyn Elite mPAO base stocks provide exceptional performance capabilities for finished lubricants, as well as enhanced blending flexibility and efficiency.

Result: Innovative high-performance lubricants

Reliable supply of ExxonMobil mPAO base stocks provides innovative Wuhan BODA with the confidence to grow. Dr. Shangfa Fu says, "The high viscosity index of metallocene PAO offers us greater flexibility in formulating and blending different grades of synthetic lubricants."



"ExxonMobil's authorized distributor not only provides reliable supply and timely service but also offers PAO industry information that helps us to do inventory management."

– Dr. Shangfa Fu, Wuhan BODA Special Lubricant Technology Co. Ltd.

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