

產品升級

SHELL TELLUS 得力士 S2 MX/VX

Shell Lubricants



致各蜆殼潤滑油客戶及經銷商：

產品升級：Shell Tellus 得力士液壓油

感謝閣下一直以來對蜆殼潤滑油 (Shell Lubricants) 的支持。蜆殼潤滑油一向致力於為客戶提供更好及更出色的產品與服務。為幫助各業務面對日新月異的營運挑戰，Shell Tellus 得力士液壓油系列產品: Tellus 得力士 S2 M 及 Tellus 得力士 S2 V 將分別升級成 **Tellus 得力士 S2 MX** 及 **Tellus 得力士 S2 VX**，以升級配方全新上市。

嶄新技術，升級配方

兩款新產品 S2 MX 和 S2 VX 分別進行了配方升級，旨在幫助提高液壓系統運行的可靠性和生產力，從而降低用戶的總體營運成本。其中 S2 MX 是世界上最早通過 Bosch Rexroth Fluid Rating List 測試的液壓油之一¹，即使在工作環境超過標準工業測試十三倍的嚴酷工作條件下²，仍體現出優異的抗磨損能力；S2 VX 專為幫助客戶提高設備的可靠性和生產力而設計，其高黏度指數的配方令它能在大範圍的溫差下仍能保持穩定性能³。新舊 Tellus 得力士產品沒有兼容性問題，用戶可安心在產品轉換期內同時使用。

訂購程序

新 Tellus 得力士液壓油系列產品將於 2016年12月15日 起於現有 Tellus 得力士產品存貨售罄後正式陸續上市。客戶請繼續以現有產品的編碼訂購直至系統作出提示，如發現現有的產品編碼無法使用或沒有存貨，即代表舊有產品已售罄，閣下請參考附在後頁的新舊產品編碼對照表，輸入新產品編碼以訂購新產品。所有產品價格亦不會因此升級作出變動，產品價格保持現有不變直至另行通知為止。新舊產品轉換期間如有任何訂單問題我們的客戶服務員將會聯絡閣下作詳細解述。

隨函附上產品轉換表，以供閣下參考。如有任何查詢，請到 <http://www.epc.shell.com/> 下載相關的技術資料表 (Technical Data Sheets) 或與閣下的客戶經理聯絡。

此致



香港蜆殼有限公司 – 潤滑油市場部

¹根據 Bosch Rexroth Fluid Rating List RDE 90245 測試

²與傳統泵作比較，根據廣泛認為主流液壓油資格的 Eaton 35VQ25 測試標準

³與 Shell Tellus 得力士 S2 V 作比較

INTRODUCING THE NEW **SHELL TELLUS S2 MX/VX**



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Dear Valued Customer,

Shell is excited to announce the launch of the next generation of Shell Tellus S2 MX and VX hydraulic oils. Shell Tellus S2 MX and Shell Tellus S2 VX are the upgraded formulations to replace the current Shell Tellus S2 M and Shell Tellus S2 V hydraulic fluids respectively.

The new cutting-edge lubricants would be able to help businesses lower the total cost of ownership by maximising equipment efficiency, prolonging equipment life and reducing downtime. For the new Tellus S2 MX, it is among the first hydraulic oils in the market to meet Germany's Bosch Rexroth's new approval standards.⁴ It demonstrates excellent wear protection even under operating conditions that are 13 times more severe than standard industry tests⁵. Whereas the new Tellus S2 VX is enhanced to maintain its viscosity and performance under severe mechanical stress and extreme temperature conditions.⁶

The complete product portfolio will be officially launched on December 15, 2016 but will come into supply after depletion of current stocks. The products' list prices will not be affected and remain at their current levels until further notice. For customers who use E-serve for ordering, please continue to use the existing MID until further notice. Once the existing MID are found invalid, kindly refer to the attached MID transition table and input the new MID for ordering.

For more information, please refer to the attached leaflets and transition table. Also feel free to visit <http://www.epc.shell.com/> to download the Technical Data Sheet or contact your account manager for more product information.

Yours sincerely,



Lubricants Marketing - Shell Hong Kong Limited

⁴ Bosch Rexroth Fluid Rating List RDE 90245

⁵ Compared with legacy pump which is the Eaton 35VQ25 test, widely recognized as a typical mainstream hydraulic fluid qualification.

⁶ Compared to Shell Tellus S2 V

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Transition Table (Hong Kong/Macau)

新舊產品對照表 (香港/澳門)

Original MID 舊產品編碼	Material Description 舊產品描述	New MID 新產品編碼	New Material Description 新產品描述
550025584	Tellus S2 V 68_1*20L_A227	550045943	Tellus S2 VX 68_1*20L_A227
550025013	Tellus S2 V 68_1*209L_A227	550045087	Tellus S2 VX 68_1*209L_A227
550025585	Tellus S2 V 46_1*20L_A227	550045944	Tellus S2 VX 46_1*20L_A227
550025012	Tellus S2 V 46_1*209L_A227	550045085	Tellus S2 VX 46_1*209L_A227
550025583	Tellus S2 V 32_1*20L_A227	550045945	Tellus S2 VX 32_1*20L_A227
550025010	Tellus S2 V 32_1*209L_A227	550045084	Tellus S2 VX 32_1*209L_A227
550025582	Tellus S2 V 15_1*20L_A227	550045946	Tellus S2 VX 15_1*20L_A227
550025144	Tellus S2 V 15_1*209L_A227	550045082	Tellus S2 VX 15_1*209L_A227
550025014	Tellus S2 V 100_1*209L_A227	550045081	Tellus S2 VX 100_1*209L_A227
550025005	Tellus S2 M 68_1*20L_A227	550045112	Tellus S2 MX 68_1*20L_A227
550025007	Tellus S2 M 68_1*209L_A227	550045080	Tellus S2 MX 68_1*209L_A227
550025021	Tellus S2 M 46_1*20L_A227	550045122	Tellus S2 MX 46_1*20L_A227