

## Press Release

# Total Oil New Zealand to become the distributor for Lubmarine products and services in the Pacific

**Hastings, November 2020 - Total Oil New Zealand are delighted to announce that they are to become the distributor of Lubmarine products and services for New Zealand and the Pacific Islands on the 1st of January 2022.**

Lubmarine's life began in 1952, when a small petroleum business in France began supplying marine lubricants to 40 steam vessels. Elf Aquitaine acquired and expanded this activity internationally and created Lubmarine in 1961. Over 69 years later, Lubmarine, now a division within TotalEnergies, a broad energy company – is now one of the leading marine lubricants suppliers whose products and services are trusted to protect 2 and 4 stroke marine engines and auxiliary equipment on board over 7,000 vessels each year.

Total Lubmarine has been servicing international and local shipping lines in New Zealand and the South Pacific since 2005. These have included PIL, Swire's, Neptune Pacific Direct Line, Matson (formally Reef), Interisland Ferries and a number of fishing fleets.

Total Oil New Zealand is committed to taking the Lubmarine brand to another level in NZ, utilising our proven inhouse support and international operational depth to turn customer's problems into viable operational solutions. With dedicated Sales, Marketing, Technical and Logistics teams, paired with the latest business intelligence tools, Total Oil New Zealand is excited to elevate the Lubmarine brand.

Total Oil New Zealand's existing brand portfolio serves the high-spec, heavy-duty industrials that are essential to the country through its primary brands Total and Elf. Lubmarine complements the already extensive range of products, that now live under one roof. "I am very pleased to announce Total Oil New Zealand is adding Total Lubmarine to our range in 2022" says Reuben Thickpenny, CEO. "This fully rounds our product range to be able to cater the demands of the commercial shipping, ferries and fishing sectors in New Zealand. We have grown our business with a strong focus on having the best service, support, people, product range and technical team in New Zealand. We now have a full product range to cover the heavy marine sector now and into the future."

"I am very proud of our business and what we can offer the New Zealand lubricant market - from industrial, to power generation, agricultural, automotive, transport, food manufacturing, construction and mining and now commercial marine. We have 11 locations throughout New Zealand, with our own warehousing, delivery vehicles and staff on the ground. We have the whole country covered. If you want to experience what the best in the market feels like and what we can offer your business - come and talk to us."

Greg Anderson is the Marine Manager for TONZ and has been with Lubmarine since 2005, looking after Sales, Technical and Logistics. "I'm very proud to be part of the team tasked with making Lubmarine in NZ a market force in our diverse commercial marine sector. Technically, our team brings experience in product crossover and compatibility required in vessel/fleet lube changes. This along with vessel lube-charts, drain oil analysis for all on board equipment, cylinder oil testing and optimisation advice".

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### About Total Oil New Zealand

Oil Intel is the appointed importer and distributor of TOTAL lubricants for the New Zealand market. The business was founded in 1999 but has been operating in its current legal form since 2004. The company has 65 employees spread over 10 branches, with its head office in Whakatu, Hastings. Oil Intel serves 12 industry segments with over 50 product categories and has a dedicated technical team with unrivalled expertise on lubricants and applications.

### About Total Lubmarine

Total Lubmarine, a division of Total Lubrifiants S.A., provides the shipping industry with pioneering marine lubricants and greases. The company is dedicated to partnering with its customers to provide turnkey solutions to their lubricant needs. A genuinely local partner, with sales and technical support based in 100 countries, Total Lubmarine provides one of the world's largest delivery hub networks – supplying to over 1,000 ports worldwide. [www.totallubmarine.com](http://www.totallubmarine.com).

### About the Marketing & Services division of Total

The Marketing & Services division of Total develops and markets products primarily derived from crude oil, along with all of the associated services. Its 32,000 employees are present in 107 countries and its products and services offers are sold in 150 countries. Every day, Total Marketing Services serves more than 8 million customers in its network of over 15,600 service stations in 71 countries. As the world's fourth largest distributor of lubricants and the leading distributor of petroleum products in Africa, Total Marketing Services has production sites all over the world, where it manufactures the lubricants, bitumen, additives, special fuels and fluids that sustain its growth.

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