

Chengdu Airlines Maximizes Operational Efficiency

ExxonMobil Aviation is the sole lubricant supplier for a leading airline in West China.

Performance spotlight

Chengdu Airlines, a leading airline in West China, relies on ExxonMobil Aviation Lubricants in its fleet of 78 aircraft, including 28 COMAC ARJ21-700 and 50 A320s, to achieve its operational goals.

Chengdu Airlines' main operating hubs are at Chengdu Shuangliu International Airport, P.R. China. Its business scope includes domestic air passenger and cargo transportation. The airline has the first and largest ARJ21 fleet of Commercial Aircraft Corporation of China (COMAC), covering 176 routes.

Lubricant management

The airlines' reputation relies on efficient operations and excellence in customer service. Lubricant management was an issue for Chengdu Airlines as they managed different products from different brands for the same engine and hydraulic system.

Managing multiple products across several warehouses and maintaining maintenance procedures proved to be a daunting task that could possibly result in regulatory non-compliance or performance issues, which could hinder their operations.

The solution

Chengdu Airlines worked closely with ExxonMobil and Lubair, an authorized ExxonMobil aviation lubricants distributor, to optimize inventory to the fewest lubricants possible for their growing fleet to minimize misapplication.

In 2018, Chengdu Airlines consolidated their lubricants to the Mobil brand to streamline their operations.

Chengdu Airlines now uses Mobil products such as Mobil Jet™ Oil II in engines and accessories, Mobil HyJet™ V in the hydraulic system, Mobil™ Aviation Grease SHC 100 in wheel bearings and Mobilgrease™ 33 for general-purpose aircraft use.

The results

Since switching to Mobil brand over four years, Chengdu Airlines has seen significantly reduced misapplication risk and increased operational reliability.



“One of our key priorities is to ensure the safe operation of our COMAC ARJ21 aircraft, but ExxonMobil aviation lubricants exceeded our expectations across our whole fleet. ExxonMobil aviation lubricants help us maximize efficiency of oil handling and address our oil consumption concerns. We can rely on Mobil products to reduce the formation of carbon deposits to help maintain engine efficiency, extend engine life and to minimize maintenance cost. ExxonMobil and its distributor Lubair provide us excellent service and technical expertise support.”

- **Jialiang Sun, Chief Engineer, Chengdu Airlines**

“We are pleased to see ExxonMobil aviation product performance in helping Chengdu Airlines manage its operations effectively – especially in support the operations of China’s largest ARJ21 fleet. ExxonMobil aviation’s product performance and technical expertise help Chengdu Airlines maximize its uptime and enrich its customer experience.”

- **Osman Durrani, Director Global Aviation Lubricants | ExxonMobil**

*This Proof of Performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used and its maintenance, operating conditions and environment, and any prior lubricant used.

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