

Industry Plus

RSC Bio Solutions LLC

Strengthening sales of environmentally friendly high-performance lubricants

RSC Bio Solutions is a manufacturer of lubricants, greases and cleaning agents for industrial use that was founded in 1996. Its parent company is Blumenthal Holdings, HQ in Charlotte, North Carolina, USA. RSC Bio Solutions is also developing high-performance, environmentally friendly lubricants for the maritime industry. In recent years, as the maritime industry has been particularly focused on making industry-wide efforts to regulate fuel consumption and decarbonize, RSC Bio Solutions has been strengthening its technological progress and sales based on nearly 40 years of product development. RSC Bio Solutions' lubricants are produced from renewable resources such as polyalphaolefin (PAO) and other synthetic hydrocarbons (Hydraulic Environmental PAO and Related products; HEPR). These product lines are unique to the company and provide best-in-class proven performance (quality, lubricant life cycle, OEM approvals, field use), sustainability, and environmental compliance.



Extensive lineup of lubricant products

The benefits to the user-operator are a lower total cost of ownership (TCO) and higher return on investment.

RSC Bio Solutions offers free oil analysis service to all customers using marine lubricants. This service, which ensures that the lubricant helps the equipment operate properly even after a period of use and under various operating conditions, has been well received by customers. One of the strengths of RSC Bio Solutions' services is its extensive service locations, distributor network, and inventory is established in over 80 countries around the world. This allows the company to respond to customer needs quickly.

The company will set up a Japan office in 2021 with its own personnel, and will begin to sell products to Japanese customers, with Hideki Tominaga, General Manager of Business Development, taking the lead as a representative. Mr. Tominaga, General Manager of Business Development Department, says, "with the urgent need to address climate change and comply with regulations, we believe that our business can provide beneficial solutions to our customers, and as a result, our company can grow as well." In May 2021, the company further expanded its sales network by signing a distributorship agreement with Standard Sekiyu Osaka Hatsubaisho (SSOH).



Hideki Tominaga, RSC Bio Business Development, Japan

SSOH was established in 1927 as an agent of the Japanese branch of the Standard Oil Company of New York, as the first to sell Pegasus brand fuels and lubricants in Japan. The company received ISO 9001 (Quality management systems) certification in 2017.

RSC Bio Solutions will continue to strengthen its collaboration with customers and other OEM partners to achieve its goals to improve performance and contribute to the environment. The company continues to proactively pursue product development. A recent example is the development of a series of water-resistant extreme pressure greases which have been launched on the market and have been highly evaluated. RSC Bio Solutions will continue to develop its products and strengthen its sales network, and "continue to focus on helping customers improve performance and sustainability without trade-offs." (Hideki Tominaga, General Manager of Business Development).