

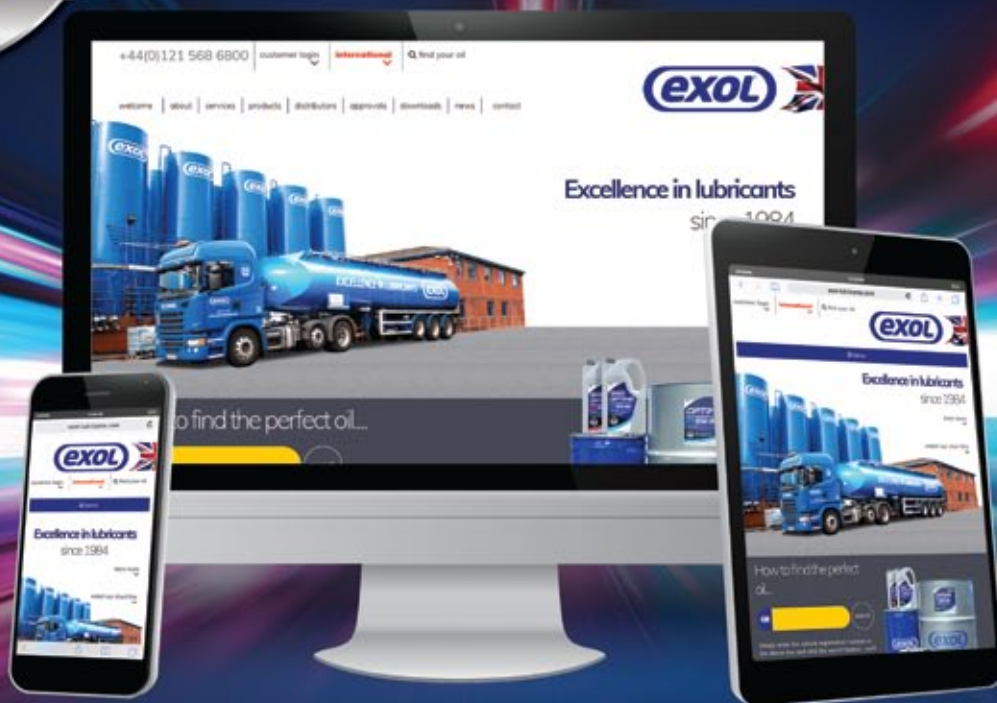


Est. 1984

FLUID

The Newsletter of **EXOL LUBRICANTS Ltd**

ISSUE 9 2018



NEW! EXOL WEBSITE PROVIDES COMPLETE EXPERIENCE

PRODUCT Key ranges trademarked

EXPORT Growth planned in new regions

TRUCK RACING Major sponsorship secured

News & Information from the **UK's Largest Independent Lubricants Blender**

STOP PRESS! NEW EXOL GRADES AVAILABLE

At the time of going to press, Exol is delighted to announce that three new grades are now available.

The first is the Athena Multigear 75W, a fully synthetic low-viscosity manual transmission fluid that can be used in a wide variety of modern vehicles. It is formulated using carefully selected synthetic basestocks and specialised advanced additives, designed to protect transmission systems and offer the best possible fuel economy in all driving conditions.

The second new product is Athena Progear MBFS 75W-90, a fully synthetic gear oil manufactured from the highest quality synthetic base stocks, performance additives and shear-stable polymers, to create a truly top-tier transmission fluid for modern Mercedes-Benz requirements.

Finally, Exol has launched Optima LSVW 0W-20, the latest generation fully synthetic, low SAPS, fuel economy engine oil for VAG group petrol and diesel engine applications.

More details for each product can be found on the Exol website:

www.exol-lubricants.com

NEW PRODUCTS

Athena Multigear 75W

Athena Progear MBFS 75W-90

Optima LSVW 0W-20.



BREXIT STATEMENT

With the UK's withdrawal from the European Union still unclear following the 2016 referendum, Exol remains prepared for every eventuality as part of its Brexit readiness policy.

Since the 2016 referendum, Exol has been working behind the scenes to ensure that any disruption to customers is minimal, with a team of people exploring any ramifications on currency and customs arrangements.

Our stock levels and availability remain at optimum levels and we are continuing to monitor this in conjunction with our customers.

BLOCK EXEMPTION REVIEW BEGINS

IAAF, which Exol is a member of, is giving input to the EU Commission's review of the Block Exemption Regulation (BER) (EU) No 461/2010, which is now underway in Brussels.

The Block Exemption Regulation expires on 31 May 2023 and according to Article 7, the Commission has to draw up an evaluation report on its operation by the end of May 2021. The Commission is gathering facts and evidence on the functioning of BER.



TOP INDUSTRY AWARD FOR BEST SUPPLIER

Exol has won the award for 'CV Supplier of Excellence' at the prestigious IAAF (Independent Automotive Aftermarket Federation) Annual Award Ceremony 2018 held at the DoubleTree by Hilton, Milton Keynes on 6 December.

We received the award in front of around 600 guests, with the result underlining Exol's position as a leader in the industry. The outcome is particularly significant as the results were decided directly by aftermarket professionals with IAAF members voting for their preferred CV supplier on IAAF's website: www.iaaf.co.uk.

Steve Dunn, Exol sales and marketing director, said: "We're delighted to go one better than 2017 when Exol was shortlisted for the same award, to receive further recognition for all of the team's hard work is fantastic. 2018 has been yet another busy year for the Exol team and we're delighted that our hard work has paid off. For us to be acknowledged in this way by industry peers is extremely humbling and this is a boost for industry across the whole region."



MEET EXOL AT NUMEROUS EVENTS IN 2019

- Autopromotec Bologna
- Automechanika Birmingham
- Equip Auto, Paris
- London Motor Show
- Automechanika Shanghai
- Seawork International
- IAAF Conference
- UKLA Conference
- Multimodal
- Coach and Bus Show 2019
- Goodwood Festival of Speed

ONSITE DEFIBRILLATOR AT PRODUCTION SITES

Exol has installed a defibrillator across each of its sites after becoming certified to connect up the life-saving devices.

The HeartSine Samaritan 360p AED defib machine will be installed at Exol's sites in Rotherham & Wednesbury, which is fully automatic and designed specifically to be used by anyone responding to a victim of cardiac arrest.

It means that members of staff or customers that suffer cardiac arrest now have a greater chance of survival with the vital equipment, which works by emitting an electric shock through the chest wall to the heart when a person suffers a cardiac arrest.

Steve Dunn, Exol sales and marketing director, said: "Our staff and customers are our priority, and should anyone ever suffer from

cardiac arrest on the premises, it means that a person's chance of survival improves, simply due to the defibrillator being onsite. "It's essential for every business, not just in the aftermarket, and it's a simple and affordable solution for something that potentially means the difference between life and death."

Sudden cardiac arrest (SCA) is one of the biggest killers in the world and it can affect people of any age at any time, even if they have no history of heart problems. For every minute that a victim of SCA is left unattended, the chance of survival drops by ten percent, with brain and major organ functionality affected after just five minutes.

A guide on how to use the HeartSine Samaritan 360p AED defib machine can be viewed on YouTube: <https://www.youtube.com/watch?v=0Pnaf5t7HhI&t=3s>.

CHEMODEX – THE MULTI-SPECIALIST

Being a specialist in something often implies the company is niche. Well Chemodex is well and truly re-writing that rulebook by being a multi-specialist, in multiple sectors and industries.

"Our specialism is in lubricants and chemicals," explains Chris Armstrong, "and we have never deviated from this."

True enough, since beginning trading in 1970, the company has successfully targeted multiple industries from aviation to agricultural, food to off-highway.

From its Workstop base, today Chemodex with its 21 staff and 8 vehicles is using every available space, always keeping an eye on opportunities to relocate to larger premises.

Despite its traditional mantra the business has evolved as Chris explains: "In addition to specialist lubricants, we now offer a full package of products, support and service to our customers. Our customers know that Chemodex will provide the most up to date lubricants as legalisation and machinery requirements become tougher every year.

Promoting its specialism in different areas has enabled it to diversify. Its wide range of products includes, bulk and small pack hydraulic, engine & transmission oils, aerosols, cleaning chemicals, lubricants, anti-seize products, janitorial supplies and automotive additives.

Enter Exol Lubricants, who has worked with the company since the beginning, culminating in Chemodex achieving one million litres of Exol product in 2018.



It's a partnership built on many things, trust and service being just two. "I know Exol feel the way we do and it's refreshing to be about more than just price," adds Chris, "as it allows us to promote the product quality, approvals and service."

"We've seen the Exol brand grow and develop. The reassurance the brand provides, alongside its technical competence, is at a premium and we won't shy away from this quality."

"Exol is always in our corner. The website, sales support and technical resource means we are just a phone call away from having our queries answered"

HAMPSHIRE OIL CHOOSES EXOL

Exol is pleased to announce that Hampshire Oil & Grease has become an Authorised Distributor of Exol lubricants & greases.

Based in the heart of Hampshire and managed by David Harrington, the family-run company covers a large part of the south coast, offering competitive prices and free delivery on minimum orders.

Since 1906, the Harrington family have been involved in the lubricants industry, David being the fifth generation. Sister company Lincol oil is owned by David's father Mike in the north of the UK.

David said: "As a business that specialises in selling quality branded lubricants, we're proud to be an Authorised Distributor of Exol. The team's ongoing support we receive is second to none and we can't thank them enough. Our partnership with Exol reflects our commitment to our customers in offering lubricants that meet all the manufacturers' specifications."

GROWTH IN ELECTRONIC TRADING

Electronic trading through PACT has soared says Exol.

Electronic trading considerably enhances the correspondence between Exol and customer by adopting and utilising automated procedures such as stock enquiries and ordering and the exchange of order acknowledgements.

Peter Hollowood of PACT said: "Every month Exol continues to experience growth. The technology provides excellent visibility of Exol's full product range to parts distributors while offering the added benefit of a smooth, efficient ordering process."

PACT can connect single or multi-branch motor factor operations using any business system to the UK's leading component suppliers.



"SIGN UP" WITH EXOL

Authorised distributor signs are available from Exol Lubricants. Please contact your local Exol representative.



NEXT-GEN WEBSITE LAUNCHED

Exol has announced the launch of its new website www.exol-lubricants.com

Fully optimised and mobile responsive, the site features a responsive layout and simplified navigational structure, which will also be multi-lingual for the company's growing export client base, boosting its global appeal.

An area of significant investment for the site has been the 'product search' tool, which allows users to search for the correct oil for any application in the various markets Exol serves. For passenger cars and light commercial vehicles, users can access a product via a VRM lookup, while for trucks, buses, agricultural equipment and off-highway applications, users can search through a make and model index and keyword search to arrive at the correct lubricant grade.

Top-level search choices between categories are now made on the basis of large, clear icons, making the system quicker and easier to use, especially useful for customers whose first language is not English.

Also of vital importance to customers is product approvals and these have been made even more accessible under a new tab, detailing the wide range of OEM approvals, acknowledgements and registrations.

There is also a new revised "Services" section, which features details on Exol's technical support, increasingly popular Fluid Check service, along with advice on bulk storage of oil. This section also includes an area where customers can post a question to Exol's technical team.

The website also benefits from state-of-the-art "sliding gates" which keeps relevant content closer to the user.

A brand-new Media Centre section and a new Marketing section have been incorporated, giving global visitors access to the very latest Exol information, including the latest news, marketing literature and resources.



KEY SITE FEATURES

- Responsive design
- Simplified navigational structure
- Easy access features
- Bespoke product selector
- Enhanced communication to Exol
- Multi-lingual for our growing export base
- VMG – Video motion graphics
- Improved latest news centre
- Media Centre – to access the latest Exol marketing literature and information
- Enhanced search system



DISTRIBUTOR INVESTS IN EXOL

GAMA OIL

GAMA Oil has invested further in the Exol brand by acquiring land for a purpose-built Exol depot.

A 400 square metre building will be built, on a main highway, comprising a warehouse depot, workshop and offices on the second floor. With planning permission expected shortly, the company is due to complete the premises in late 2019.

Hristo Petkov, Gama-Oils manager said: "Over the years, I have been reassured by the quality of Exol product, which is a prerequisite for a long time partnership with our customers. Because the Gama oil offering is exclusively Exol, this proves to customers that we have plans to develop and invest in it further. Our partnership is based on trust and one we work hard to protect.

"To improve, it is very important to invest. The building of the new base will allow us to stock larger quantities and there will be a workshop where customers can change their oil, which will expand our activities, resulting in a better and more complete services for our customers."



AFRICA KEY TARGET FOR GROWTH AS EXOL EXPORT EXPANDS

Exol is looking for new distributors in the following countries having grown its export business throughout Africa, Asia, Europe and the Middle East, appointing strategic partners in various countries.

We are actively looking for new distributors to whom we would be willing to give sole distribution rights to in the following countries: South Africa, Angola, Ethiopia, Uganda, Cameroon, Indonesia, Australia, Myanmar (Burma), Cambodia, Vietnam, Canada and America.

Exol's strategy is to appoint partners in various countries. Exol is equipped to meet different requirements and challenges and lays out objectives to ensure it can fully support all aspects of a business.

With a full package of benefits available, including access to the new Exol branding and packaging, each Exol export customer receives regular visits and enjoys the same benefits a UK customer experiences including: 24hour response times to emails, full technical support, training and accounting support.

If you are interested in building your business around the Exol brand, please contact: sales@exol-lubricants.com



NEW REGIONS FOR EXOL EXPORT...

- Africa • Asia • Middle East • North America
- Oceania • South America • South Africa
- Angola • Ethiopia • Uganda • Cameroon
- Indonesia • Australia • Myanmar (Burma)
- Cambodia • Vietnam • Canada • America
- South America

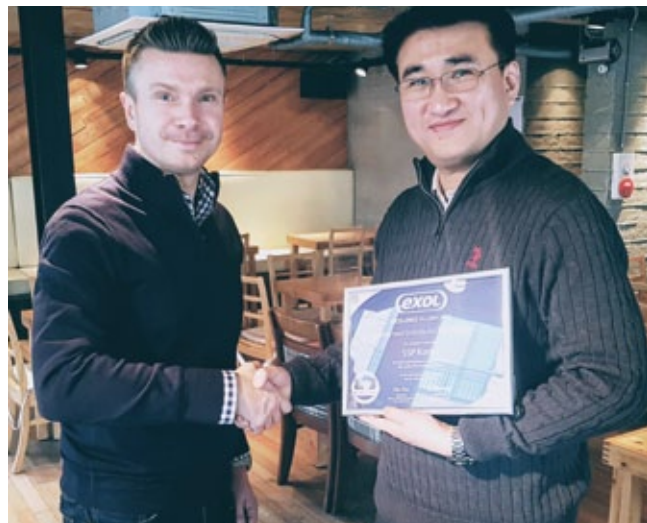
NEW EXPORT DISTRIBUTORS SSP KOREA JOINS

SSP is the latest company to take on distribution of the Exol brand.

The highly regarded company imports and sells automotive lubricants and chemicals across Korea.

Based on more than 20 years of industry experience, the company is expanding its product portfolio and has chosen Exol as a major brand to promote to customers.

Such is the flexibility of Exol that the company has worked in partnership with SSP to introduce an engine oil specifically for the Korean market.



NZ MOTOR OILS APPOINTED SOLE DISTRIBUTOR IN NEW ZEALAND



Deal signed: Exol and NZ Motor Oils secure agreement

"We're very proud to announce our exclusive partnership with NZ Motor Oils. On our recent visit, we were extremely impressed with the company's set-up which resulted in the signing of the International Distributor Agreement."

As one of the fastest growing trade lubricant companies in the New Zealand market, NZ Motor Oils is a family owned company servicing a mixture of dealership and independent workshops throughout New Zealand. The addition of the EXOL brand adds strength to NZ Motor Oils' offer, with the business on target to achieve sales of one million litres in 2019.

New Zealand's light commercial fleet sector continues to grow, with new vehicle sales remaining at high levels in 2018. The country also has one of the most developed automotive markets in the world.

This announcement comes after Exol's recent enhancement of its approved export status, which has now seen its export offering increase by supplying more than 40 countries worldwide.

Over a number of years now, Exol has successfully grown its export business throughout Africa, Asia, Europe and the Middle East, appointing strategic partners in various countries. This latest approval extends its global coverage to Mexico, South Africa, Moldova, Serbia, South Korea and Ukraine, as well as to EFTA members states including Norway, Iceland and Switzerland, to name a few.

Steve Dunn said: "We're very proud to announce our exclusive partnership with NZ Motor Oils. On our recent visit, we were extremely impressed with the company's set-up which resulted in the signing of the International Distributor Agreement."



EXOL POWERS BTRC HOPEFUL

Exol has signed a new sponsorship deal with Newell & Wright Transport in this season's British Truck Racing Championship (BTRC).

Exol branding will feature on the side of the truck and most notably down the sleeves of experienced driver John Newell, brother of Newell & Wright's Director, Stephen and son of Managing Director Frank. Exol will also take advantage of entertaining customers on race days, seeing the truck in action.

Newell & Wright Motorsport first appeared on the truck racing scene in 2001. In 2018, the company decided to make a return to the professional circuit with a brand-new custom-built MAN racing truck, built from scratch with the help and expertise of Stefan Honens Racing Services and MAN.

Nicknamed Winnie, the 2019 1100BHP truck is built on a MAN TGS chassis and weighs 5.3 tonnes. Featuring eight races, 2019's BTRC starts on April 20/21 at Brands Hatch, before returning to the same venue on November 2/3 for the season finale. Pre-season success saw John placed first and third after 18 years away on the track, giving the team a confidence boost as they head into the new season in Division 1.



POWELL'S MOTORSPORT CHOOSES EXOL

Sponsorship has also been agreed with Steve Powell's Powell's Motorsport who will compete in Division 2 of the British Truck Racing Championship.

With 12 years racing experience, having won the division 2 championship in 2011 and 2015, Powell finished the 2018 season in fourth position, amassing 354 points.

In 2019, Powell will drive the Exol powered MAN TGX fitted with Detroit 60 series engine.

To support this engine, Powell will use the Exol Taurus Resilient 10W-40 (M385). Taurus Resilient 10W-40 is a fully synthetic blend of severely hydrotreated base stock, viscosity index improver, pour point depressant and a powerful state of the art performance system that is right at the forefront of modern additive technology.

Working closely with Exol, Powell's Motorsport will also take part in condition monitoring of the oil after each race, as part of the increasingly popular Fluid Check programme.



If you would like to attend any of the truck races, please contact your Exol representative for more details.

BRITISH TRUCK RACING DATES 2019

- 21 - 22 April, Brands Hatch
- 10 - 11 August, Donington
- 11 - 12 May, Pembrey
- 7 - 8 September, Snetterton
- 29 - 30 June, Thruxton
- 5 - 6 October, Pembrey
- 19 - 21 July, Nurburgring
- 2 - 3 November, Brands Hatch

LUBRICANTS TO COVER

Exol's new product catalogues will be launching soon!

Contact your Sales Representative if you require one of the following brochures from our Lubricants and Fluids Range, alternatively visit **www.exol-lubricants.com/downloads** for an electronic copy.



AUTOMOTIVE

Exol's comprehensive range of automotive lubricants combine a high level of protection to engines and transmissions with long, trouble free service life.

The range includes premium grade low SAPS engines oils, robust semi synthetic and mineral oil based grades and manual and automatic transmission fluids.

Technical Data and SDS are available to view and download through Exol's website product pages.



COMMERCIAL

Exol's commercial vehicle lubricants satisfy the needs of the most modern trucks and buses as well as older models. The exhaustive range features low SAPS, fully synthetic engine oils, long drain semi synthetics and traditional mineral oil grades as well as sophisticated automatic transmission fluids, manual gear oils and ancillary products.

Technical Data and Safety Data Sheets are available to view and download through Exol's website product pages.

A RANGE OF SECTORS



AUTOMOTIVE & COMMERCIAL GEAR & TRANSMISSION

Exol's comprehensive range of automotive and commercial gear and transmission lubricants combine a high level of protection with long, trouble free service life.

The range includes premium grade fully synthetic, robust semi synthetic and mineral oil based grades for manual and automatic transmissions.

Technical Data and SDS are available to view and download through Exol's website product pages.



AGRICULTURAL, PLANT & OFF HIGHWAY

The highly developed agricultural machinery in use in today's intensive farming environment needs the specialised protection afforded by Exol's range of agricultural lubricants. Exol's agricultural product range has been developed to satisfy the requirements of the latest specialised tractors through to older types of farming machinery and ancillary equipment.

Exol's off-highway range of lubricants and fluids encompasses a wide variety of sectors including construction, marine and forestry. The range includes specialised transmission fluids, marine specific engine oils, biodegradable lubricants and sophisticated greases.

Technical Data and SDS are available to view and download through Exol's website product pages.



INDUSTRIAL

Exol's extensive industrial product range has been designed to cover all the needs of machine shops and industrial plant. The range includes both neat and water miscible metal cutting and forming fluids through to machine tool lubricants and rust preventatives.

Technical Data and SDS are available to view and download through Exol's website product pages.



EXOL OPENS ITS DOORS TO THE FUTURE

Commercial vehicle apprentices enjoy one day visit to Exol

Exol has welcomed students to its headquarters in the Midlands to offer them insight into the lubricants market, as part of a new training initiative from Reaseheath College for people interested in entering the commercial vehicle and agricultural service and repair sector.

Students attended Exol's production facility in Wednesbury, which highlighted all aspects of the Exol operation.

The students were welcomed onsite by Exol's team where they were given an introduction to the company's history, followed by a site tour where they were able to glean a clearer perspective of the various roles and daily routines undertaken by staff. The visit presented them with the ideal opportunity to ask questions and to become immersed in the technical side of lubricants, such as the importance of correct oil, difference in oils, specifications and the identification of correct oil for different vehicle applications.

Available through Reaseheath College, the course gives apprentices exposure to the CV workplace, as part of the practical aspect of their qualification, an IMI Level 2 Diploma in Vehicle Parts principles.

Reaseheath is renowned for its excellent engineering facilities and for its experienced lecturers, many of whom have worked in the industry.

Carl Downes, Programme Leader Engineering Apprenticeships at Reaseheath College, said: "Our visit to Exol was fantastic and everyone thoroughly enjoyed it. We are very grateful for the time and effort they all put into a wonderful day."

"We are delighted to open our doors to such young talent. We look to these people as the future of the aftermarket, and by offering them our industry expertise we hope to help equip them with the market knowledge and practical know-how to succeed in their chosen career."

TAURUS EURO FE PLUS 5W-30 MEETS NEW SCANIA LUBRICANT SPECS



Exol Taurus Euro FE Plus 5W-30 complies with the latest Scania specification LDF-4, covering heavy duty vehicle applications.

This state of the art, low SAPS, fully synthetic engine oil is designed to offer the user exceptional fuel saving benefits without compromising on drain intervals or component protection. It achieves this by using a synergistic combination of premium synthetic base stocks, specialised polymers and performance additives blended to an optimised SAE 5W-30 viscosity grade.

Taurus Euro FE Plus 5W-30 meets a very wide range of industry and OEM specifications and allows extended oil drain intervals to be achieved. In addition, Taurus Euro FE Plus 5W-30 is compatible with after-treatment devices fitted in modern heavy-duty diesel engines such as diesel particulate filters and selective catalytic reduction units.

The lubricant is ideally suited for use in the very latest Euro V & VI emission engines and is backwards compatible to older models, making it the ideal choice for a typical heavy-duty fleet operator running a range of vehicle types and ages and who wishes to reduce fuel costs.



NEW BRANDING RECIVES CUSTOMER APPROVAL

Exol's new branding has received an overwhelmingly positive response since its rollout.

The new branding includes a substantial product re-design of its one and five litre small pack range, which features retail-friendly packaging, new bottles and containers with Exol's logo embossed on to the packaging. This has also coincided with Exol product name changes as part of a wider trademarking and brand identity exercise.

The new Exol branding labels offer more information than ever before on approvals and specifications, along with the Exol guarantee that the product meets the quality of Original Equipment Manufacturers, providing peace of mind to customers.

All new branding and new product names will feature in the Exol product brochures – coming soon.

STATIONARY GAS ENGINE RANGE GROWS

Exol's stationary gas engine range continues to evolve following the addition of Taurus GEO LFG 240 to its wide range of lubricants, a premium landfill gas engine oil approved by GE-Jenbacher that is recommended for use in engines running on landfill or digester gas.

Potential cost-savings, coupled with incentives to reduce carbon emissions and work with new sustainable energy sources, have led to a significant increase in the use of stationary gas engines.

Stationary gas engines work in the same basic way as all internal combustion engines: energy from exploding fuel is harnessed by pistons and delivered to a crankshaft. But, rather than turning wheels, in this case the rotation of the crankshaft drives an alternator which produces electricity.

GAS ENGINE RANGE

- I Natural gas - Taurus GEO G240, Taurus GEO HD40
- I Wood gas - Taurus GEO MAG 240
- I Landfill gas - Taurus GEO LFG 240
- I Biogas /anaerobic digestion (AD) - Taurus GEO MAG 240





ENGINE OIL SPEC CHANGES, EXOL HAS IT COVERED

Changes have arrived for some key engine oil specifications, but don't panic, Exol already have everything covered. Every single Exol product that carries these performance claims has already been updated for compliance with the new standards.

The European Automobile Manufacturers' Association (ACEA), that produce the well-known "C" specifications for low SAPS engine oils, have updated their requirements. December 1st 2018 marked the cut-off date when all oils claiming the ACEA specifications C1, C2, C3, C4, A3/B3, A3/B4 & A5/B5 for passenger cars and light commercial vehicle engines, and E4, E6, E7 & E9 for heavy-duty commercial diesel engines must comply with this revision. This new standard also removes the A1/B1 category, replacing it with a new low SAPS "C5" classification.

The new C5 category focusses on fuel economy oils, such as Optima C5 VC 0W-20 (used in new Volvo passenger car petrol and diesel engines) and Optima FE 5W-20 (used in Ford EcoBoost petrol engines).

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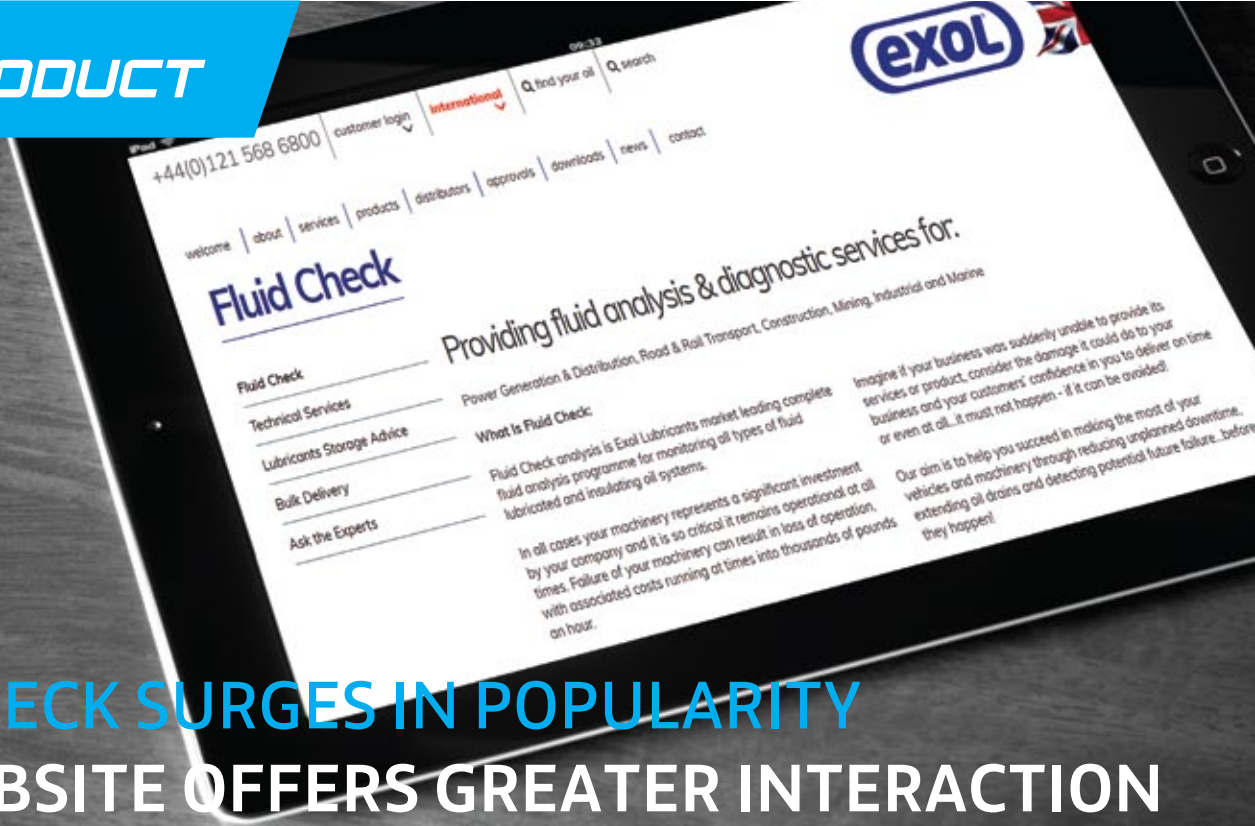
Other additions to the ACEA sequences included stringent requirements to address sludging, piston deposits and oxidation in

the presence of biodiesel, and a new GDI (gasoline direct injection) engine test for passenger car petrol engine oils. GDI engines have received a lot of attention in recent times, as LSPI issues (low speed pre-ignition or "superknock") have emerged in some of these applications. Engines oils have helped play a part in reducing this phenomenon, with the recent API (American Petroleum Institute) "SN Plus" and the General Motors dexos1™ Gen 2 specifications both introduced to counteract the effect. Exol meets these advanced requirements with Optima DX1 5W-30.

Commercial diesel engines have also received recent attention from the API, with the introduction of the new CK-4 low SAPS standard for diesel engine oil. This replaces the previous CJ-4 standard, and is available right now on Exol's Taurus SHPD E9 15W-40.

Exol's commitment to staying at the forefront of lubricant technology means that all of these complex new challenges have already been addressed, leaving customers to continue using and supplying our products with complete confidence.

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FLUID CHECK SURGES IN POPULARITY NEW WEBSITE OFFERS GREATER INTERACTION

Fluid Check analysis is Exol Lubricants' market-leading complete fluid analysis programme for monitoring all types of lubrication and insulating oil systems.

The system, available via the Exol website, now offers enhanced online features allowing you to keep up to date with condition monitoring and find out more about the expanded service within Exol.

In all cases, your machinery represents a significant investment by your company and it is so critical it remains operational at all times. Failure of your machinery can result in loss of operation, with

associated costs running at times into thousands of pounds an hour.

Imagine if your business was suddenly unable to provide its services or product? Consider the damage it could do to your business and your customers' confidence in you to deliver on time or even at all. It must not happen - if it can be avoided!

Our aim is to help you succeed in making the most of your vehicles and machinery through reducing unplanned downtime, extending oil drains and detecting potential future failures, before they happen!

MONITOR VOLUMES MORE EFFICIENTLY

Additional Tank Monitoring for bulk containers – allowing customers to monitor volume more efficiently – is available from Exol.

The system's central, secure databases communicate with remote transmitters using mobile and internet networks. Customers can benefit from full flexibility, choosing the platform that best suits their requirements when receiving data.

A high-tech alarm and innovative monitoring equipment is fitted to the tank with the remote monitoring technology informing the customer when the tank needs to be emptied or filled after reaching a set level.

Exol's new system puts customers in complete control while offering a vast range of beneficial features including 24/7 monitoring, increased traceability and improved stock management.

Email or text alerts are also available, notifying the customer with consumption data and reports when lubricant levels change or reach a high or low capacity.

Essential carbon and energy reporting is also provided, including Carbon Reduction Credits and DECC calculations, helping customers to comply with environmental regulations.

MAJOR OEM RECOGNISES EXOL'S PRODUCT PERFORMANCE

Exol's Optima C2 LSF 0W-30 engine oil has been recognised by Jaguar Land Rover as meeting its engine oil specification STJLR.03.5007

Optima C2 LSF 0W-30 is the latest new generation fully synthetic low SAPS (sulphated ash, phosphorus and sulphur) multigrade engine oil formulated using ultra high quality base stocks and sophisticated additive chemistry.

Optima CS LSF 0W-30 was initially developed for modern Ford vehicles requiring the WSS-M2C950-A specification.

In addition, this product is recommended for applications requiring an ACEA C2, SAE 0W-30 specification making it suitable for a variety of models from manufacturers including Toyota, Honda and Kia.

Optima C2 LSF 0W-30 is a low SAPS lubricant and so allows effective emission control and provides full compatibility with after-treatment systems such as diesel particulate filters and three-way catalytic converters.

It also demonstrates a high degree of tolerance towards biodiesel contamination which is known to compromise the oxidation resistance of the engine lubricant.



LATEST FULLY APPROVED MERCEDES-BENZ PASSENGER CAR ENGINE OIL NOW AVAILABLE



Engine oil Optima CS C3 LSGM 5W-30 has been approved to Mercedes-Benz specification 229.52.

As a new generation fully synthetic multigrade engine oil formulated from premium synthetic base stocks, Optima C2 C3 LSGM 5W-30 contains the very latest detergent-dispersant additive package and shear stable polymers.

The reduced levels of SAPS (sulphated ash, phosphorus and sulphur) in Optima LSGM 5W-30 ensures compatibility with after treatment systems, such as particulate filters and catalytic converters, and its frictional characteristics promote a reduction in fuel consumption.

Fully approved by General Motors, Optima C2 C3 LSGM 5W-30 is also recommended for use in a wide variety of passenger cars and vans fitted with petrol and diesel engines, including Citroen, Honda, Land Rover, Nissan, Peugeot, Renault, Toyota and Vauxhall.

This recent certification underscores Exol's continuing commitment to bringing the benefits of fully approved fuel-efficient lubricants to distributors, while covering a wide range of vehicle applications.

The oil is available now in a wide selection of quantities.

TRADEMARKED™ EXOL PRODUCT

The following Exol products have been successfully trademarked by the company.

Trademark registration gives Exol the right to exclusive use of the mark in respect of the goods or services covered by it.

This protects Exol and its customers when going out to market with the Exol brand.

EXOL ULTRAMAX

EXOL CYCLONE

EXOL AUTOTRANS

EXOL ATHENA

EXOL OPTIMA

OPTICOOL

OPTIGUARD

TAURUS

OPTIMA

POWERTRANS

OPTIFARM



KEEP PACE WITH PRODUCT NAMES

New product names, aimed at simplifying Exol's offering, including its Optima range and range of antifreeze products, which will be available under the new trademarked name Opticool™, plus its range of agricultural lubricants, which will now be introduced under the name Optifarm™.

The new Exol branding labels offer more information than ever before on approvals and specifications, along with the Exol guarantee that the product meets the quality of original equipment manufacturers (OEMs), providing peace of mind to customers.

With the transition from existing to new branding now underway, Exol's new identity has been hailed as a "game-changer", placing the Exol name amongst the very best in the world to give further confidence to both the distributor and end user.

To request your copy of the Exol product name changes flyer, please contact your Exol representative.

For more information, and to keep abreast of the latest Exol developments, please visit the new Exol website www.exol-lubricants.com



AN INTRODUCTION TO CUTTING FLUIDS

The range of metals used in modern manufacturing processes seems to be matched only by the variety of different methods for machining them. The materials required for the latest generation of aircraft components present a different set of demands and requirements to those of simple mild steel. However, the same basic reasons for using a cutting fluid remain:

- To cool the tool and workpiece, and reduce friction and heat generation
- To increase machine speeds while maintaining accuracy and good tool life
- To protect tool, workpiece and machine from corrosion
- To reduce power consumption

Cutting fluids can be commonly divided into two basic types: neat fluids and soluble cutting fluids. Neat cutting fluids are used as supplied, and soluble cutting fluids are combined with water before use. Both types have their advantages and disadvantages.

Neat cutting fluids provide excellent lubricity, low in-use maintenance cost, improved tool life and avoid issues with corrosion and microbial growth that can occur in poorly-maintained soluble fluids. However, neat fluids represent a more expensive initial cost, and are susceptible to greater losses by drag-out (where the oil remains on the workpiece and swarf, and is lost from circulation) and can present a fire risk if used incorrectly. The selection of neat fluids includes choosing the best viscosity for the operation, as well as the types of additives needed. Base oil choice can also vary from mineral oil to various synthetic options. Soluble cutting fluids offer superior cooling properties, lower initial cost once dilution rates are taken into account, and eliminate any fire risk. Where they are at a disadvantage against neat fluids is in maintenance requirements. If soluble fluids are not regularly monitored for concentration, pH and microbial content, they can become unsuitable for use and unsafe for machine operators. The selection of soluble fluids includes choosing the right emulsion type, oil content and additive technologies to match the operation and materials. Concentrations can also be varied according to performance requirements; a higher concentration can lead to better machining performance, but too high a concentration is needlessly expensive, and can cause issues with foaming.

Depending on the choice of metal and operation, the priority of performance requirements can change. Harder metals will require the use of specific EP (extreme pressure) additives in order to achieve a good surface finish and extend tool life, but some of these additives will react with certain metals, so potential interactions need to be taken into account when choosing chemistries. Using advanced but expensive EP additives may also be unnecessary for a simple operation, so cost is another important consideration here too.

Exol produce a comprehensive range of both neat and soluble cutting fluids to suit all operations, and provide experienced technical support that guarantees that the best product is used in every circumstance.

Exol Neat cutting oils:

Excelcut 402 – Medium-duty general purpose cutting oil
Excelcut 432 – Heavy-duty general purpose cutting oil
Excelcut 433 – Heavy-duty drilling and broaching oil
Excelcut EP Liquid – Viscous tapping fluid for manual application
Excelcut G314 – High purity, low volatility general purpose cutting oil

Exol Soluble cutting fluids:

Exelfluid NP – High oil content fluid for general-purpose use
Exelfluid GP – Semi-synthetic fluid for general-purpose use
Exelfluid EP – Semi-synthetic extreme pressure fluid for difficult operations
Exelfluid Ultra EPDX – Semi-synthetic multi-metal high performance fluid
Excelgrind XL – Synthetic grinding fluid

More options are available, contact Exol's technical department for more info.

EXOL POWERING JET SKI HOPEFUL IN 2019

Exol is delighted to be sponsoring professional jet skier Darren Leeper once again for the forthcoming season.

Leeper started racing in the early 90s and after a break, returned to competition in 2016 with the bug having bitten him again.

He's now ready to roll in 2019, having booked six rounds of the Belgium championships and seven rounds in the UK JSRA. Leeper is also heading to the European finals and expects a busy season ahead.

Leeper uses Exol Optima Racing Two Stroke, principally designed for use in medium to high output engines. Exol wishes him all the best for 2019 where no doubt more glory and success awaits.

Kingsbury Jet Bikes

Watersport specialist Kingsbury Jet Bike has renewed its agreement as official stockist of lubricants from Exol marine's extensive range.

Exol will extend its partnership by sponsoring Kingsbury Jet Bikes who hold promotional events for competition Jet Skiers who include Darren Leeper.

The stockist is now selling Exol marine grades including Optima 4T 10W-40, Optima Racing Two Stroke and, Exol Two Stroke.

Home of Kingsbury Jet Bike, Kingsbury Water Park is a 42-acre lake, one of the largest lakes in the UK, dedicated to jet skiing in Kingsbury Water Park, West Midlands.

Tony of Kingsbury Jet Bike said: "I'm delighted to be working with Exol again, the feedback we have received on the brand and product has been excellent and the product is widely requested."



EXOL'S OWN COMPLETES WORLD'S GREATEST MARATHON

Exol's financial controller, Anthony Eddowes, has successfully completed the world's greatest Marathon, the London Marathon 2019.

Anthony decided to run the 26.2mile race in aid of a charity called Papyrus, an amazing charity that strives to prevent suicide in young people. The charity exists to reduce the number of young people who take their own lives by shattering the stigma around suicide and equipping young people and their communities with the skills to recognise and respond to suicidal behaviour.

This is a cause very close to Anthony's heart and thanks to his amazing efforts, he has so far raised over £1800 for the charity. The London Marathon is the biggest race in the UK and sees over 40,000 people run the famous course. Athletes, celebrities and elite amateurs compete against each other in a huge global spectacle.

Anthony successfully completed the race in a very respectable time of 4 hours and 48-minutes. Well done Anthony!

Donations can be still be made here:
<https://uk.virginmoneygiving.com/AnthonyEddowes>



EXOL SALES TEAM WEIGH-IN FOR BHF

A donation to the British Heart Foundation, as a result of funds raised from its sales team in its quarterly "weigh in".

The donation has gone towards a group of friends, Neil Barber, Graham Barnard and Carl Edson, who are taking part in the London to Brighton Bike Ride event this summer. All three have had someone close to them suffer with a heart condition.

Together with Exol's donation, the team have raised an impressive £1,315 and hope to raise more in the run up to the event.

Exol's sales and operations teams came up with the idea of hitting the scales once a quarter in order to get fit and donate funds for every pound lost or gained. In a bid to support its staff, Exol has pledged to donate £5 for every pound each member loses, while the employees have pledged to donate £5 for every pound they have gained. So far, the Exol sales team has lost a combined total of 27lbs. Each quarter a charity is nominated to receive the monies raised.

The BHF funds over £100 million of research each year into all heart and circulatory diseases and the things that cause them, including heart diseases, stroke, vascular dementia and diabetes.

The fundraising team of Neil Barber, Graham Barnard and Carl Edson are now in training for BHF's London to Brighton Bike Ride event, taking place on 16 June, when they will be cycling the 54-mile route. If you'd like to find out more or pledge your support, you can visit their JustGiving pages:

<https://www.justgiving.com/fundraising/carl-edson>
<https://www.justgiving.com/fundraising/neil-barber2018>
<https://www.justgiving.com/fundraising/graham-barnard>



ASTON UNIVERSITY STUDENT JOINS FINANCE

For the second year running, Exol Lubricants has welcomed a new student on a 12-month placement with the company as part of its ongoing partnership with Aston University, offering invaluable insight into working with one of the leading lubricants businesses in the UK.

Gurpreet Singh (pictured) has joined the Exol team as Accounts Assistant, where he will work in the accounts department and get a taste of all aspects of accounting including credit control, customer liaison and invoicing processes, while dealing with various admin elements, monthly reporting and supply cost evaluations.

Gurpreet said: "I wanted to work in a large business to get a better understanding of how it operates. I decided that for my first steps into chartered accountancy, it was important for me to gain the best experience possible with a company that has excellent credentials, so Exol seemed to be a natural fit.



"Having met with the team, Exol seems a vibrant place to work and I'm really looking forward to experiencing all aspects of a modern, thriving business."

Aston University has acquired an excellent reputation among top employers, seeking out established businesses that will allow students to develop and progress as individuals.

PAUL ARKLEY JOINS EXOL AS AREA SALES MANAGER

Paul Arkley has become Area Sales Manager. In his new role, Paul is responsible for customers in industrial, commercial vehicle and passenger car sectors across the North East region.

With 10 years' experience in engineering working as a senior structural / mechanical draughtsman and a further 18 years' experience working with industrial lubricants, Paul has previously worked with major names in the lubricants industry.

His role will call on his wealth of expertise in the lubricants and total fluid management business, which includes a proven track record in driving projects that help deliver cost savings, increased efficiency and improved productivity.

Arkley said: "Exol is an exciting company that continues to innovate and progress throughout all sectors it serves. With the company's solid infrastructure and new branding, Exol is a name regularly talked about in the highest regard."



CONGRATULATIONS TO ALL STAFF CELEBRATING AN ANNIVERSARY IN 2019

Widnesbury

Ray Knight - 20 Years

Rotherham

Brian Tunnard - 20 Years • Angela Stokes - 25 Years

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OF WINNING £150 LOVE2SHOP VOUCHERS



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