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# FLUID

The Newsletter of **EXOL LUBRICANTS Ltd**

ISSUE 10 2019



## EXOL ACHIEVES PREMIERSHIP STATUS!

**LAUNCH** New Brochures from Exol

**EXPANSION** Power Generation Division expands

**ALL NEW** Latest products and specification upgrades

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

# NEW EXOL BROCHURES



Exol has taken the wraps off five new product brochures for various sectors including: Automotive, Commercial, Off-highway, Gear & Transmission and Industrial.

The A4 documents, available to download and in hard copy, are broken down into sections and each product is highlighted along with its corresponding part number and quantity.

Relevant to each product group, there is information on Exol's Fluid Check analysis and diagnostic service, Tank monitoring and product approvals.

The brochures also provide extensive information on Exol's technical support and easy to use guides on finding the correct product for the right application.

Finally, the publications highlight Exol's increasingly popular website [www.exol-lubricants.com/oil-check](http://www.exol-lubricants.com/oil-check) where users can simply enter their vehicle registration to arrive at the correct oil or lubricant for a vehicle.

For more details on the latest brochures and to order your free copy, please contact your Exol representative.

## NEW VRM UPDATE FOR EXOL WEBSITE

A new VRM update has been made to the increasingly popular Exol website. The system now includes HGV and off-highway equipment and can be found via a text search or drop-down menus.

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.

The new Exol website [www.exol-lubricants.com](http://www.exol-lubricants.com) is succeeding in attracting more visitors than ever before.

Traffic has increased by more than 10 percent to the fully optimised and mobile responsive website. The site features a responsive layout and simplified navigational structure, which

is also 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.

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.

Updates to the website are being made daily - please visit [www.exol-lubricants.com](http://www.exol-lubricants.com) for more information.



# POWER GENERATION EXPANDS

Exol has expanded its power generation division, set-up to supply, support and offer training to the growing requirements of the green energy sector.

Targeting sectors including STOR stand by generation, gas engines, gas compression, alternative fuels and wind power, the company has set up a bespoke, sector specific range of lubricants.

Thanks to extensive investment and new technologies, it will ensure Exol is at the forefront of lubricants supply to this sector for years to come.

The power generation division team has more than 100 years

lubricants experience in sales, development and engineering, all of which has been acquired from diverse industries.

Working within the UK, Europe, Middle East and Asia, Exol has developed supply links from the smaller operators with small generators to the large power generation and CHP sites with up to 10MW electrical outputs.

Landfill sites are commonplace within the UK and Europe and a source of methane which, unless controlled, would contribute significantly to global warming if released into the atmosphere. Gas engines situated on mature and existing sites can utilise the available methane to generate power to the national grid with a UK output of over 900 MW (3,04 TWh).

## BUKY'S BRAND HATCH TRIUMPH IN CIVIC CUP

Racing driver David Buky celebrated the first win of the season in the Civic Cup Championship's 10th race at Brands Hatch.

Following a difficult qualifying session which saw Buky cross the finish line in tenth position, with just 0.8 seconds covering the top ten, he seized ninth place in Race 1 after a battle in several tough laps, giving him a front row start for Race 2 on the top 10 reverse grid.

Race 2 saw Buky off to a blistering start, taking position and gaining a lead advantage to just under two seconds within the first few laps, with the battle on for second and third place, Buky was able to extend his lead and win the race.

Exol Lubricants, which is powering the Civic with its Optima FS 0W-40, is in constant dialogue with the team and Buky uses the Exol Fluid Check Service to test fluid after every race. A recent sample was within 0W-40 SAE limits and VI was

acceptable. TBN and additive content remained at robust levels.

There was no evidence of significant contamination or component wear and the oil performed well over the course of three races and was still in specification.







## EXOL SCORES MAJOR TIE-UP WITH WORCESTER WARRIORS IN 2019/20 SEASON

Exol has announced a major sponsorship deal with Worcester Warriors in the forthcoming Rugby Union Gallagher Premiership season 2019/20.

The company is supporting its local rugby team as Warriors look to build on last year's performance where they finished tenth in the Premiership. It already has a close association with Warriors having enjoyed a long-standing Player Sponsorship of former England full-back Chris Pennell.

Exol Lubricants' name will now be displayed on Warriors' first team shirts in the 2019/20 season following the agreement for them to become one of the club's sponsors.

**Warriors' Operations Director Peter Kelly, said:** "We are delighted that Exol Lubricants have become one of our shirt sponsors. They are a company that we know well from their sponsorship of Chris Pennell for many seasons and we look forward to working closely with them during the coming season. Exol has its head office in the area and have roots in the community from which Warriors draw their support. We greatly value our partnerships with local companies."

**Steve Everitt, Exol group managing director, said:** "We're extremely proud to once again be sponsoring Worcester Warriors, a team that is on the rise in professional rugby. The Exol brand is gaining increased traction in the UK and aligning it with Worcester Warriors provides us with the ideal opportunity to promote the company and its high-quality products."

"We're anticipating an enthralling season ahead for Warriors fans and we're delighted that both Exol and its customers can share in it."







Group Managing Director, Steve Everitt with the 2019-20 Worcester Warriors rugby union team.

## EXOL CONTINUES TO INVEST – EX-BOX ‘BAG IN THE BOX’ SET FOR LAUNCH

Exol will be launching a new “Bag in a Box”, an environmentally friendly alternative to plastic bottles.

Offering optimum storage ability, the “Bag in the Box” will launch in January 2020 and the range will feature hydraulic oil grades to begin with.

Further investment has been made in Exol’s anti-freeze filling capabilities with an additional strong-arm filling machine.

An additional mezzanine floor has been installed at Exol’s Wednesbury site, along with new sky lights, new floor in despatch area and, an additional 4-head filling machine.

On the road with Exol, the company has added a new 19-plate Scania truck to its fleet.

And, in sales, the Exol sales team has grown to more than 15 individuals.





# DO WE NEED AN OIL EDUCATION REVOLUTION?

Such is the reliance on technical support to assist workshops with using the correct engine oil, it is important to ask whether we as an industry are putting a sticking plaster over an ever-increasing wound or whether resources would be better spent on investing in long term expertise and knowledge.

Before we delve into the solutions, it's important to see where this increasing reliance on technical support comes from. Put simply, the fear of using the incorrect product is the highest it's ever been.

Taking an automotive workshop as an example, a garage will fit hundreds of different types of products to a vehicle. Some of these product groups demand more technical expertise than others, such as their evolution. Engine management and dual mass flywheels are just two product groups that dominate the technical forums online.

For an automotive garage, the consequences of using incorrect parts – and fluid – can be catastrophic. As many businesses in this sector are SME's, the repercussions can be felt far and wide.

Technology – such as VRM look-up – has never been better and this significantly improves a customer's ability to order the correct grades of oil. The problem or confusion often stems from the mis-information in the market, with incorrect claims on packaging being the biggest contributor.

The complexities of the engine oil sector should, in theory, make it difficult for new entrants to gain any kind of foothold in the market. But we constantly find workshops have barrels of oil which do not cover the OE specifications they require, the most frequent being an ACEA C3 5W-30. The ACEA C3 specification is

the common basis for many different OE specifications, but does not itself guarantee OE performance.

Many workshops are unaware that there are a multitude of different C3 5W-30 products being promoted to aftermarket workshops, each one offering a different suite of OE specification coverage, and with some listing none.

### Education, Education, Education

We highlight the different oils in our extensive product range and the benefits of each grade, providing useful information to enable workshops to determine the most suitable oil for a customer's needs.

As an industry, we should empower garages to encourage customers to check their oil regularly. By doing so, this will raise awareness to some of the pitfalls of incorrect oils.

By encouraging garages to promote the importance of good quality oil, motorists are more inclined to use premium products of greater quality that offer long-term benefits rather than a cheaper alternative.

High quality lubricants, such as fuel-efficient options, bring about savings of their own. Since the incremental cost of introducing a fuel-efficient lubricant is low in comparison to the potential fuel savings, this results in significant economic benefits.

It's important to be in complete control of the production process and there is a real requirement for suppliers, especially in the automotive industry, to demonstrate their quality. This provides the lubricants industry with an opportunity to educate the market for the long term, thereby securing its prosperous future.



# AFRICA OIL TAKES CROWN AS EXOL'S EXPORT DISTRIBUTOR OF THE YEAR

Company overwhelmed with award from 'high profile' Exol brand

The award was presented to Nasser Houdrouge owner of Africa Oil by Exol's Export Sales Manager Paul Eastwood and Exol Sales & Marketing Director Steve Dunn.

Africa Oil has the sole distribution rights for the Exol brand in the Ivory Coast. The company stocks and supplies Exol's full range of premium quality lubricants exclusively across a number of sectors including commercial, plant, automotive and industrial. Established in 2009 and based in Abidjan, Ivory Coast, Africa Oil is known for its excellent customer service, technical expertise and high-quality products. Operating its own fleet of vehicles ensures daily deliveries to customers all over the country.

Nasser Houdrouge owner of Africa Oil said: "We are overwhelmed to have won this award. When we started the business, we knew the key to succeeding was to offer a well-known European brand. As a result of extensive research, Exol came out on top. From our initial communication with the company, we were impressed by the responsiveness of its sales team. Exol has since naturally integrated into our company following the first orders and its lubricants range has been quickly taken up by our customers."

"We have worked very hard to establish Exol in the market, promoting the brand's undeniable quality and through the regular distribution of branded merchandise, including shirts, keychains, pens, USB sticks, notebook covers etc and promotional material sent to our customers for their own display purposes."

Offering regular visits and the same benefits a UK customer experiences including 24hour response times to emails, full technical support and training, overseas customers are given peace of mind with the assurance that Exol is extremely easy to deal with globally.



**Steve Dunn, Exol sales & marketing director, added:**

*"Exol's export growth continues and the brand is now supplied to more than 40 countries worldwide. It is clear there is a real appetite for a UK manufactured brand of the highest quality and in recent times, Exol has enhanced all areas of its branding from new packaging to website and product ranges."*

# SARS AUTO AND EXOL SUPPORT MINI-RALLY “CĒSIS-PIEKUĻI” IN LATVIA

Exol, along with Sars Auto, were proud sponsors of mini-rally “Cēsis-Priekuļi” which took place in Cēsis, Latvia, which took place in the middle of July and saw an unprecedented high number of participants consisting of 105 crews competing in seven stages.

The heavy rain that had fallen the previous week had soaked the roads and turned the race into a real challenge. The final stage took place in Cēsis city, with a significant amount of spectators flocking to watch the competition.

Mitsubishi EVO driver Kalvis Blūms and his co-driver Ralfs Lipstoks won the event, finishing ahead of Kristaps Sarma/Ervins Zgirsks, with third place going to duo Gatis Bunclers and Raivis Aigars.



Sars Auto and Exol were among the partners and supporters of the event. Sars Auto provided a car for mini-rally officials and observers, with Exol providing branded flags in the service park as well as on the start podium, as well as Exol branding on each of the race cars.

Artūrs Leinasars, director of Sars Auto commented: “We are extremely pleased with the co-operation of the mini-rally organisers who did a great job in delivering a fantastic event. It proved an ideal opportunity to introduce both participants and spectators to our company and Exol”.

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## DRIFTING WITH EXOL

Team Clover Leaf has won 1st place in the Thailand Underground Drift “New-Gen” class competition. The Nissan Cefiro AE 31 is powered by Exol’s Optima C3 LSX 5W-40 engine oil.



The drifter, Tanupun Suangka (Mr. Drive), said: “In a drift car, high engine power at high revs is essential in order to get a controlled power slide.

As a result of using Exol’s Optima LSX 5W-40 engine oil, engine temperature was substantially lower and we achieved exceptionally smooth flow rate results in higher acceleration. Team Clover Leaf would like to thank Exol for all their support.”

The next underground drift will take place on 22 to 24 November.





## BRITISH CONSULATE ACKNOWLEDGES EXOL WORK IN IRAQ

Exol Lubricants has been acknowledged by the British Consulate for its work in Iraq.

During a special event arranged by Exol and Awra Company, its official distributor in the Iraqi Kurdistan region, British Consul General, James Thornton, spoke of Exol's fantastic export work and its supply of quality engine oils into the region's automotive sector.

Exol's distributor Awra has successfully grown the Exol brand in the Iraqi Kurdistan region through its modern infrastructure, warehouse facilities, high quality team and customer service.

Its strategy strengthens its leading position in the oil sector and aims to meet the global energy demand within a framework of responsibility.

Awra has made a massive investment in all areas of its business, particularly marketing, to establish Exol as a premium brand. It has also been instrumental in the appointment of service centres, thereby helping other businesses set up in the region.

**Exol's Export manager, Paul Eastwood, who hosted the event with Awra, said:** "It was fantastic to see the Exol brand so well received in Iraq and underlines the desire for businesses around the world to work with a high quality product, backed up by extensive customer and technical support. The work Awra Company, their regional distributors and direct customers are doing in Iraq is nothing short of remarkable and we will support their continued growth and development."

Exol supplies more than 40 countries worldwide and offers regular visits and the same benefits a UK customer experiences including 24hour response times to emails, full technical support and training. Export customers are given peace of mind with the assurance that Exol is extremely easy to deal with globally.



# EXOL PRODUCT NAME

For more information, please see website [www.exol-lubricants.com](http://www.exol-lubricants.com)

## OLD

## NEW

### PREMIUM SYNTHETIC ENGINE OILS

OPTIMA VIMAX 0W-40	OPTIMA FS 0W-40
OPTIMA LSV 5W-30	OPTIMA C3 LSV 5W-30
OPTIMA LSM 5W-30	OPTIMA C3 LSM 5W-30
OPTIMA VIMAX LL 5W-30	OPTIMA LONGLIFE 5W-30
OPTIMA VIMAX FD 5W-30	OPTIMA FD 5W-30
OPTIMA LSP 5W-30	OPTIMA C2 LSP 5W-30
OPTIMA VIMAX SZT 5W-30	OPTIMA FS 5W-30
OPTIMA LS 5W-30	OPTIMA C3 LS 5W-30
OPTIMA LSG 5W-30	OPTIMA C3 LSG 5W-30
OPTIMA VIMAX PD 5W-40	OPTIMA PD 5W-40
OPTIMA LSX 5W-40	OPTIMA C3 LSX 5W-40
OPTIMA LSZ 5W-30	OPTIMA C1 LSZ 5W-30
OPTIMA LSR 5W-30	OPTIMA C4 LSR 5W-30
OPTIMA LSH 0W-30	OPTIMA C2 LSH 0W-30
OPTIMA VIMAX F 5W-20	OPTIMA FE 5W-20
OPTIMA VIMAX 0W-20	OPTIMA FS 0W-20
OPTIMA LSF 0W-30	OPTIMA C2 LSF 0W-30
OPTIMA LSC 0W-30	OPTIMA C2 LSC 0W-30
OPTIMA VIMAX VC 0W-20	OPTIMA C5 VC 0W-20
OPTIMA DX1 5W30	OPTIMA DX1 5W-30
OPTIMA VIMAX M 10W60	OPTIMA SPORT 10W-60
OPTIMA LSGM 5W30	OPTIMA C2 C3 LSGM 5W-30
OPTIMA VIMAX 5W-40	OPTIMA FS 5W-40
OPTIMA VIMAX 0W-30	OPTIMA FS 0W-30
OPTIMA VIMAX ZT 5W-30	OPTIMA SS 5W-30
OPTIMA VIMAX 10W-40	OPTIMA SS 10W-40
OPTIMA 4T 10W-40	OPTIMA 4T SS 10W-40

## OLD

## NEW

### PREMIUM HPD ENGINE OILS

TAURUS EURO 5 10W-40	TAURUS EURO 10W-40
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### PREMIUM MINERAL ENGINE OILS

VANGUARD RALLY 15W-40	OPTIGUARD 15W-40
VANGUARD RALLY 10W-40	OPTIGUARD 10W-40
VANGUARD RALLY 10W-30	OPTIGUARD 10W-30
VANGUARD RALLY 20W-50	OPTIGUARD 20W-50

### PREMIUM MONOGRADE ENGINE OILS

VANGUARD 10W	OPTIGUARD 10W
VANGUARD 30	OPTIGUARD 30
VANGUARD 40	OPTIGUARD 40
VANGUARD 50	OPTIGUARD 50

### ECONOMY MONOGRADE ENGINE OILS

CLASSIC HD 10W	CLASSIC 10W
CLASSIC HD 20W	CLASSIC 20W
CLASSIC HD 30	CLASSIC 30
CLASSIC HD 40	CLASSIC 40
CLASSIC HD 50	CLASSIC 50



# CHANGES



## OLD

## NEW

### AGRICULTURAL OILS

HARVEST ULTRAFARM SS 10W-40  
HARVEST ULTRAFARM 15W-40  
HARVEST ULTRAFARM 10W-30  
HARVEST MASTERFARM 15W-30  
HARVEST UTTO  
HARVEST LV UTTO  
MILKING MACHINE OIL  
CHAINSAW OIL  
HEAVY CHAINSAW OIL

OPTIFARM ULTRA SS 10W-40  
OPTIFARM ULTRA 15W-40  
OPTIFARM ULTRA 10W-30  
OPTIFARM MASTER 15W-30  
OPTIFARM UTTO  
OPTIFARM LV UTTO  
OPTIFARM MILKING MACHINE OIL  
OPTIFARM CHAINSAW OIL  
OPTIFARM HEAVY CHAINSAW OIL

### MARINE OILS

EXOLMARINE 153  
EXOLMARINE 154  
EXOLMARINE E7 15W-40  
EXOLMARINE STERN TUBE OIL 680

OPTIMA MARINE 153  
OPTIMA MARINE 154  
OPTIMA MARINE E7 15W-40  
OPTIMA MARINE STERN TUBE OIL 680

### TWO STROKE OILS

EXOL TWO STROKE  
OPTIMA RACING TWO STROKE  
MARINE TWO STROKE  
SUPER TWO STROKE

OPTIMA 2 STROKE  
OPTIMA RACING 2 STROKE  
OPTIMA MARINE 2 STROKE  
OPTIMA SUPER 2 STROKE

## OLD

## NEW

### MINERAL BASED GEAR OILS

ATHENA EP 80W-90  
ATHENA EP 85W-140  
ATHENA HD 80W-90  
ATHENA HD 85W-140  
ATHENA EP 80W  
ATHENA EP 90  
ATHENA EP 140  
ATHENA HD 80W  
ATHENA HD 90  
ATHENA HD 140  
ATHENA LS 90

ATHENA PROGEAR EP 80W-90  
ATHENA PROGEAR EP 85W-140  
ATHENA PROGEAR HD 80W-90  
ATHENA PROGEAR HD 85W-140  
ATHENA PROGEAR EP 80W  
ATHENA PROGEAR EP 90  
ATHENA PROGEAR EP 140  
ATHENA PROGEAR HD 80W  
ATHENA PROGEAR HD 90  
ATHENA PROGEAR HD 140  
ATHENA PROGEAR LS 90

### TRANSMISSION OILS

AUTOTRANS UNIVERSAL  
ATF DEXRON III  
AUTOTRANS DEXRON VI

AUTOTRANS UNIVERSAL D II  
AUTOTRANS D III  
AUTOTRANS D VI





## SUCCESS FOR EXOL'S TRUCK RACING TEAMS

It was a thrilling end to the British Truck Racing Championship with Exol sponsored trucks Powell's Motorsport and Newell & Wright Motorsport achieving their objectives in their respective divisions.

With it all to play for going into the final weekend of the season at Brands Hatch, Newell & Wright Motorsport's John Newell was looking for a points haul to cement third place in the championship. With treacherous conditions playing their part on Saturday, Newell crossed the line in sixth place at the first race of the weekend. With the weather doing a complete turnaround on Sunday, and thousands in attendance, Newell stayed ahead of his nearest rival in all races to finish third in championship.

Exol branding features on the side of the racing truck, team truck and most notably down the sleeves of experienced driver John Newell.

Steve Dunn, Exol sales & marketing director, said: "Congratulations to Newell & Wright on a very successful year. The Exol brand is continuing to grow in stature among the truck racing championship and wider commercial vehicle market and we hope to develop this in the years ahead."

Meanwhile, it was a near perfect weekend for Steve Powell of Powell's Motorsport, who won all but one of the four division two races of the final weekend to secure second in the championship.

Powell's truck uses Exol Taurus Resilient 10W-40, a fully synthetic, ultra-heavy-duty engine oil that provides unparalleled protection to trucks, whether on the track or the road.

Supported by this level of technology, Powell has complete confidence in the reliability of the product, allowing him to push the truck to the maximum and challenge for the win at every race weekend.





## EXOL'S MARK ROSEN JOINS IAAF CV COMMITTEE

The commercial vehicle section of the Independent Automotive Aftermarket Federation (IAAF) has welcomed Exol's area sales manager Mark Rosen to the IAAF CV Committee.

Exol has been a long-standing member of the IAAF and Rosen will share his expertise with the council and work with IAAF to drive the CV section forward. The committee is a voluntary group of senior aftermarket executives that come together regularly to debate industry issues and set IAAF policy.

The IAAF supports the activities of the independent CV automotive aftermarket and offers guidance and advice where necessary.

Rosen said: "My first meeting with the committee was very interesting and it was great to be involved and support the Federation's activities in the CV sector."

Rosen continues Exol's prominence within IAAF, as sales & marketing director, Steve Dunn completes his tenure on the council and CV committee.



## DON'T MISS YOUR EXOL COMMERCIAL VEHICLE PRODUCTS BROCHURE

Please contact your Area Sales Manager for the latest commercial vehicle (CV) lubricants brochure from Exol.

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

The range is of the highest quality and approved by Original Equipment Manufacturers (OEMs).



# NEW PRODUCT EXCELMOULD B3

## Excemould B3 – biodegradable concrete mould release oil

Excemould B3 is a readily biodegradable mould release oil specially formulated to give easy release from pre-cast moulds and formwork and provides a high-quality surface finish to the concrete.

The optimised level of release agents provide excellent mould release properties and result in attractive concrete surfaces free of blowholes, chips or other blemishes.

### Benefits:

- Biodegradable
- Optimised viscosity for easy application
- Contains high levels of release agent
- Clean separation from moulds
- Excellent surface finish
- Bland odour

### Application:

Excemould B3 is recommended as a release agent on all types of pre-cast moulds and formwork. It should be applied by swab, brush or spray and should be applied liberally.



# YELLOW ANTIFREEZE OFFERS EXTRA PROTECTION

**Opticool Antifreeze Yellow is an ethylene glycol-based engine coolant concentrate, which uses Organic Acid Inhibitor Technology and is free from nitrites, amines, phosphates, borates and silicates. It is BTC Classification Type 4E.**

Fleet trials have shown that when used at the correct concentration coolants based on Organic Acid Inhibitor Technology continue to provide effective corrosion protection for up to 250,000km for passenger cars and 500,000km in commercial vehicles. It is recommended that the coolant is replaced when the above mileages have been reached or after 5 years. Opticool Antifreeze Yellow provides excellent protection to engine cooling systems, whether they are predominantly of ferrous or aluminium construction.

Unlike traditional coolants which employ inorganic inhibitors, Opticool Antifreeze Yellow has excellent hard water stability and very low inhibitor depletion rates.

Opticool Antifreeze Yellow is suitable for all year round usage in automotive and commercial petrol and diesel engines and certain industrial applications.



# NEW PRODUCT EXCELFLUID LFDX

Excellfluid LFDX is the latest in chlorine free technology offering significant advantages in performance without the use of chlorinated additives. It is inherently low foaming and hard water stable. It is suitable for use on a wide range of difficult materials and is a perfect choice for aerospace manufacturing.

Excellfluid LFDX offers unrivalled cutting performance and can be used in all types of manufacturing applications. The performance incorporated into the fluid provides outstanding surface finish on all types of aluminium and associated alloys as well as steels. The unique formulation prevents scum and soap formation associated with more reactive materials.

Benefits and features include: Excellent machining characteristics, ultra low foaming tendency, chlorine free, outstanding levels of boundary lubrication.



## FULLY SYNTHETIC CUTTING FLUID

Excellfluid FSLF is a fully synthetic water-mix cutting fluid that forms a true solution when diluted with water. It provides superior cooling and flushing characteristics, whilst providing excellent swarf settlement characteristics.

Excellfluid FSLF provides excellent corrosion protection on both the machine tool and components whilst minimising the

build-up of sticky residues and maintaining excellent machine tool cleanliness.

It produces a transparent solution which allows for excellent visibility for the machine operator and has an ultra-low foaming tendency making it suitable for the most arduous modern day machining requirements.

More information on Exol's full range of industrial and metalworking products can be found on our website and latest brochure.



# TAURUS SHPD E9 15W-40

Taurus SHPD E9 15W-40 is a new generation heavy duty diesel engine oil formulated to meet the latest low emission engine requirements. This advanced lubricant utilises the latest mid SAPS additive technology which helps protect sensitive after-treatment systems found in many modern heavy duty vehicles. Taurus SHPD E9 15W-40 has improved levels of anti-wear performance, bore protection and soot handling and brings the following benefits.

The engine oil, which now meet the latest Volvo VDS-4.5 approval, is highly resistant to oxidative thickening and tolerant of increased bio fuel levels.

Taurus SHPD E9 15W-40 covers a wide range of applications including original equipment manufacturers (OEMs) such as Volvo, Scania, Renault, Mercedes, DAF and MAN. It is also an ideal choice for many buses, tractors and off-highway applications particularly where the latest low emission engines are used.



# TAURUS SHPD E9 10W-30

Taurus SHPD E9 10W-30 is a new generation heavy duty diesel engine oil formulated to meet the latest low emission engine requirements including API CK-4 and Volvo VDS-4.5.

This advanced lubricant utilises the latest mid SAPS additive technology which helps protect sensitive after-treatment systems found in many modern heavy duty vehicles. The optimised SAE 10W-30 viscosity grade provides significant fuel saving benefits compared with more conventional products.

The engine oil offers enhanced component durability, fuel saving benefits, long oil drain capabilities and covers a wide range of applications.

Taurus SHPD E9 10W-30 is an ideal choice for many applications including original equipment manufacturers (OEMs) such as Volvo, Renault, Mercedes, DAF and MAN. It is also an ideal fuel economy choice for many buses, tractors and off-highway applications particularly where the latest low emission engines are used.







## OUTSTANDING AUTOTRANS RANGE

Exol has continued to grow its Gear and Transmission Oils range, with many Autotrans products now available in one litre.

More products are going to be added to the Autotrans range in the coming weeks and months.

The range currently comprises of the following:

Autotrans CVT  
Autotrans D VI  
Autotrans MVA  
Autotrans DIII

Autotrans Universal D II  
Autotrans G  
Autotrans ELC  
Autotrans DCT



## OPTIMA C5 VC 0W-20

API SN is now claimed for Optima C5 VC 0W-20, making it ideal for hybrid vehicles.

Optima C5 VC 0W-20 is a premium quality fully synthetic low SAPS engine oil which, as a result of its specialised formulation and low viscosity, provides significant fuel saving benefits to the motorist. Optima C5 VC 0W-20 also possesses exceptional low temperature characteristics meaning that the oil circulates quickly even in the most demanding cold start conditions.

### Benefits:

- Provides significant reductions in fuel consumption
- Superior Oxidative Stability
- Excellent low temperature fluidity
- High thermal stability
- Outstanding wear protection
- Fully synthetic low SAPS formulation

Optima C5 VC 0W-20 is also recommended for many of the latest petrol and diesel engines in Volvo cars as well as, for example, Hyundai, Honda, Toyota, Mazda and Suzuki.

# NEW PRODUCT! ONE SHOT - OPTIMA SUPER TWO STROKE

Optima Super Two Stroke is a specially formulated, high performance semi-synthetic two-stroke oil.

Optima Super Two Stroke utilises the latest additive technology along with a balanced combination of clean burn synthetic and highly refined mineral base oil in order to meet the complex and severe demands laid down by JASO. Offering an ultra-low smoke formulation and protection against piston and cylinder scuffing, the new oil prevents pre-ignition and power loss by reducing unwanted combustion chamber deposits.

It also offers high film strength for ultimate engine protection.

Optima Super Two Stroke is suitable in two stroke motorcycles of medium to high output but can also be used in other two stroke applications such as mopeds, motor scooters and chainsaws. It is suitable for pre-mix and oil injection systems. Always refer to the manufacturer's handbook for mixing ratios.

Due to popular demand, the product is available in 100ml bottles and are sold in packs of 24.



## PRODUCT INSIGHT – ULTRAMAX ECO AF RANGE

Exol's Ultramax ECO AF oils range offers four viscosity options, AF 232 (ISO 32), AF 246 (ISO 46), AF 268 (ISO 68) and AF 2100 (ISO 100), all manufactured from very pure, low sulphur Group II base oils which possess outstanding oxidation resistance and thermal stability.

The range of energy-efficient hydraulic fluids is fortified with carefully selected additives to further improve performance characteristics, including anti-corrosion to protect the system should water be present, anti-wear to reduce wear in pumps used in hydraulic systems, anti-oxidants and anti-foam. All components are zinc and ash free to maximise cleanliness and to provide the best possible filterability.

Covering a wide raft of applications and with a clear, pale appearance, Ultramax ECO AF oils are suitable for industrial hydraulic systems, agricultural and plant equipment, mobile

units such as jacks, lightly loaded gears and many others. In addition to extended oil life and increased energy efficiency, the range offers excellent anti-wear performance and filterability, with high oxidation resistance and thermal stability. These oils are available now in a wide selection of quantities, with technical data and health and safety sheets provided on request.





# MATTHEWS JOINS NEW POWER GENERATION DIVISION

Simon Matthews has joined Exol as product development manager for the Power Generation division.

Having worked over the globe in the lubricants market for more than 31 years, working at national and multi-national businesses, Matthews is a renowned expert in finding the right solutions for specific ranges.

In his role at Exol, he will be responsible for managing the power generation product range, research and developing new technologies and providing technical support to customers. In addition, he will actively conduct field trials and lead R&D.

**Matthews said:** "Exol is perfectly placed to develop its position as a leader in the global supply of power generation lubricants, thanks to its manufacturing processes and ability to handle specialist lubricants."



## EXOL SUPPORTS RIVER RAFT CHALLENGE

Exol Lubricants has lent its support to a group of charity fundraisers to help keep afloat its three-day water raft challenge, while donating to Air Ambulance and Cancer Research.

The leading lubricants supplier has donated £250 in aid of both charities, as Kevin Wilkes took part in the Stratford-upon-Avon to Gloucester Raft Challenge, in memory of Colin Wilkes and Barry Mordue. Kevin, along with nine others, sailed a hand-built raft made for the 10-man crew on the River Avon and River Severn, starting in Stratford on July 19 and ending in Gloucester on July 22. The three-day journey saw the crew navigate their way along the 60-mile route and through 19 locks, to raise thousands for the worthy causes.

Not only that, but Exol also supported the crew by providing its two-stroke marine oil to ensure a successful course along two of the UK's main rivers.

## EXOL SPONSORS DROITWICH'S JUNIOR GOLF TEAM

Exol is supporting the UK's next generation of golfing talent by sponsoring Droitwich Golf Club's junior team.

The team has 43 junior members, ages 8 -18, with 23 owning club handicaps between 5 and 54, many receiving coaching on a regular basis by club coach Phil Cundy.

The team plays in the West Midlands Junior Golf League (WMJGL) and remains unbeaten this season. They have qualified for the league final in September, having already won Zone D (consisting of Cleobury Mortimer, Fulford Heath & Redditch).

Exol's branding will appear on the team's shirts and jackets during league and other club matches, enabling them to represent Droitwich Golf Club with considerable smartness and maturity.

Exol is proud to sponsor this pool of young golfing talent and wishes them all the best for the rest of the season and beyond.

**Good Luck to Martin Gibbons who is retiring from Exol Lubricants Wednesbury.**

Martin was a Class 2 HGV driver, who went above and beyond for Exol to help ensure the Exol fleet ran smoothly. Martin really typified the "pride of Exol" and everyone would like to wish him well in his retirement.

# DID YOU KNOW?...



## DID YOU KNOW?...

We are answering nearly 25,000 technical support calls every year!



## DID YOU KNOW?...

On average, Exol blends 360,000 litres per day.



## DID YOU KNOW?...

In 2019, we are expected to fill more than 80,000 barrels of oil!



## DID YOU KNOW?...

Exol Wednesbury packages and despatches an average of 210,000 litres of product per day.



## DID YOU KNOW?...

Exol Rotherham has 7 million litres of storage capacity and we also have 13.2 million litres of storage capacity at Hull.



## DID YOU KNOW?...

Exol's small pack operation can produce a pallet every 5 minutes.



EXCELLENCE IN LUBRICANTS

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