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FLUID

The Newsletter of **EXOL LUBRICANTS Ltd**

ISSUE 12 2022



ROTHERHAM EXPANSION SUPPORTS EXOL GROWTH

INSIDE FLUID:

Antifreeze range expands

Gas Engine Oils growth

Export sets new standards

How to optimise your supply chain

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

“PROUD OF THE EXOL FAMILY”

Welcome to the latest edition of Fluid, the newsletter from Exol Lubricants.

The past two years with the coronavirus pandemic have been considerably challenging for all, but the directors of Exol are extremely proud in the way in which the Exol family, its customers and wider industry have worked tirelessly to meet the increased demands placed on them.

In this period of immense change, Exol has remained resilient and determined to see its investment programme continue.

With improvements continually made at our Wednesbury facility, we have also completed our Rotherham development, boosting capacity and our ability to meet increased demand.

Looking ahead for the rest of the year and as you will see throughout the pages of this edition, we're introducing more products and gaining more approvals than ever before, as we look to lead the lubricants industry.



“The directors of Exol are extremely proud in the way in which the Exol family, its customers and wider industry have worked tirelessly to meet the increased demand place on them in the past two years”

STEVE DUNN JOINS IAAF COUNCIL

Exol Lubricants sales director Steve Dunn has been elected to the IAAF Council. The IAAF Council is a group of aftermarket individuals made up of the Federation's representatives, including distributors, suppliers, buying groups, service providers and garages, who come together regularly to debate industry issues and IAAF policy, ensuring the independent aftermarket can continue to thrive and develop.

Steve said: “It's exciting times for the federation and I look forward to supporting its busy agenda of activity, designed to raise the profile of the sector among the UK govt and add further value to its membership. After spending many years on the CV committee and also a term as CV Chairman, I am really pleased to be elected to join the prestigious Council.”





EXOL SHOWS LEADERSHIP IN “PERFECT STORM”

Emerging from the coronavirus pandemic has brought numerous challenges for businesses and industries across the world. These challenges are brought about through a combination of issues, from rising inflation to global supply chain disruptions, labour shortages to rising prices of raw materials – the list continues.

Oil prices, to name but one, remain volatile and often spike in an upwards trend. As a responsible business, Exol, through its proven track record of re-investment, ensures any effects on its business and that of its customers from this “perfect storm” are minimal.

Over the years, our investment in an efficient supply chain, largely through automation, ensures we remain extremely competitive and a valued partner to customers.

While we and other businesses navigate through a climate of continued unpredictability, we remain true to our core values and focus on our goals of supporting customers with the best products and service.

Our Rotherham plant overhaul is just one example where Exol continues to progress, enabling a greater availability of Exol products.

The challenges faced by industry, notably the availability of labour, equipment and raw materials, should also be met head-on as we seek to better ourselves as businesses.

Exol embraces the benefits a diverse workforce can bring and also partners with local colleges and universities to promote exciting careers to new people coming into our industry.

While we can't solve these challenges on our own, we are pleased that Exol continues to play a leading role in changing perceptions across industry and the promotion of a robust, transparent and efficient supply chain, for the benefit of our customers.

PREPARE FOR THE WINTER SEASON WITH EXOL'S ANTIFREEZE RANGE

Exol Lubricants is encouraging technicians, garages and workshops to prepare for the winter season by stocking up on its leading Antifreeze range to cover the passenger car (PC) and commercial vehicle (CV) sectors.

Exol's comprehensive range of Antifreeze coolants provide excellent corrosion protection and long service life. The range includes premium grade hybrids, OAT's and IAT technologies.

The complete Antifreeze product portfolio is made up of three collections: Concentrates, Professional and Universal Top Up.

Exol's Concentrate products category includes:

- Opticool Antifreeze Blue
- Opticool Antifreeze HD Green
- Opticool Antifreeze HDX Blue Green
- Opticool Antifreeze SOAT Lilac
- Opticool Antifreeze Red
- Opticool Antifreeze Universal Clear

These antifreeze products have been developed from innovative inhibitors to respond to the evolving technological development of cooling systems that are used in modern vehicles, as well as offering a long coolant operational life.

This year two new products join the Opticool range:

- Opticool Antifreeze P-OAT
- Opticool Antifreeze SP-OAT

These latest generation hybrid coolants have been specially developed for vehicles from the Asian markets and the latest generation of engines requiring Phosphated / Silicated technologies for extended life and protection to anodic and cathodic areas of the cooling system. The PRO range includes:

- Opticool Antifreeze PRO Blue
- Opticool Antifreeze PRO Red

Both of which are ethylene glycol-based engine coolants which can be used as concentrates or further diluted to give workshops maximum versatility without compromising corrosion, sediments or elastomer compatibility.

Finally, the Universal Top Up range includes the Opticool Antifreeze Universal (Clear), a monoethylene glycol based ready-to-use engine coolant which uses Organic Acid Inhibitor Technology and is free from nitrites, amines, phosphates, borates and silicates (BTC Classification Type 4E).

All of Exol's coolants feature a number of different additives that are required in order to protect vehicles.

These additives are suitable for a wide range of vehicle makes and models to deliver year-round protection as well as offering a high level of performance in challenging conditions.

The updated Antifreeze range from Exol offers garages and service centres the opportunity to get winter ready, to find out more visit <https://www.exol-lubricants.com/products/antifreeze/>





GAS ENGINE OILS RANGE GAINS FURTHER APPROVALS

Leading lubricants supplier, Exol Lubricants, has received further manufacturer approvals for its high-quality gas engine oils range.

The company's Taurus GEO CH G240 (M518) high performance gas engine oil has gained approval from Rolls Royce for their latest B36:45 engines and older series. The oil has outstanding anti-wear properties to protect heavily loaded components, pistons, liners and bearings.

It also benefits from proven low oil consumption, enhanced corrosion protection, outstanding cleanliness even during ultra-long drain intervals, proven performance, exceptional oxidation and nitration resistance.

Exol's Taurus GEO G240 (M448) has also gained approval for MAN 3271-2. This oil has the latest in additive technology to provide excellent control of deposits, wear, oxidation, nitration and valve recession under the most severe operating conditions. It offers outstanding performance with a

wide range of composition in gaseous fuels, including biogas.

Exol continues to expand its power generation division, set-up to supply, support and offer training to the growing requirements of the energy industry.

Targeting sectors including STOR stand by generation, gas engines, gas compression and alternative fuels, Exol is committed to a program of continuous product development, manufacturing investment, thorough testing, training and support, eco-friendly practices and increased flexibility to meet demand.

"Exol continues to expand its power generation division, set-up to supply, support and offer training to the growing requirements of the energy industry"

EXOL NIGERIA WINS QUALITY AWARD

Exol Nigeria has won Global Best Premium Quality Lubricant Brand 2021 from the Global Quality Excellence Award & World Quality Committee, for its oil.

Exol Nigeria blend Exol products using Exol's additives and locally sourced base oils, to create the award-winning product. To judge the awards, the World Quality Committee take a sample of the product, analyse it and measure it against their strict standards.

Fayomi Oluwatobi, Business Development Manager at Exol Nigeria comments: "We're delighted to receive this accolade. It will help further promote the Exol brand in Nigeria as premium quality - and give our customers peace of mind that what they are buying is the highest quality product."

Paul Eastwood, Export Sales Manager said: "This is an excellent achievement for our blending partner in Nigeria. Exol is committed to ensuring our premium quality lubricants are available globally, to all industry sectors,"

The awards ceremony was held on Thursday 11th November in Lagos where Fayomi and the rest of the Exol Nigeria team were presented with the Global Best World Class Premium Quality Lubricant Brand of the Year 2021 award.

We're delighted to receive this accolade. It will help further promote the Exol brand in Nigeria as premium quality - and give our customers peace of mind that what they are buying is the highest quality product."



EXOL ALGERIA PARTNERSHIP STRENGTHENS BRAND



Exol Lubricants has an exclusive and long-standing agreement with Exol Algeria, giving them the sole rights to blend and market the entire Exol product range in its blending plant, located in Oran, Algeria.

Exol Algeria has invested heavily in marketing over recent years which has helped raise brand awareness for the Exol name in the country. Their successful collaboration with YouTuber Turbo DZ and continued investment in packaging and labels improvements is helping to grow the brand even further.

The multi-language label offers customers maximum product information and easy access to key technical info via the QR code.

As part of Exol UK's partnership with Exol Algeria, a new Arabic Exol logo has been launched. The logo will be displayed on all new Exol Algeria packaging in conjunction with the English Exol logo. This has been launched in line with the new multi-language labels and packaging to meet the needs of the market in Algeria.

EXPORT DRIVES AHEAD

Exol Lubricants has been shortlisted for the Make UK 'Manufacturing Matters' Awards for the Midlands & East region.

Now in its 11th year, Make UK's annual celebration of Midlands manufacturing showcases the key role the sector has played in the region's recovery.

The awards highlight the scale and breadth of innovation and capability in the Midlands and showcases the fact that this region is a major global centre for manufacturing.

A huge well done to all of our team members who make these amazing things happen. Check back in the next Fluid newsletter to find out if we've won.

insider **MADE IN THE MIDLANDS**



EXOL AZERBAIJAN SETS NEW STANDARDS

Exol Azerbaijan continues to go from strength to strength. Working closely with the Exol team in the UK, both technical teams continue to solve problems and Sanan Abdullayev, Exol Azerbaijan Director, sees a bright future ahead.

“The Exol brand has set us apart from the competition. Not only is the packaged product and brand of exceptional quality but the support across many sectors in something we can really get behind.”

The Exol Azerbaijan operations endeavours to mirror that of the UK, supplying high quality approved products into a variety of markets including automotive, industrial and commercial vehicle sectors. This was something identified by Sanan as hugely successful in other countries and so was keen to replicate it in Azerbaijan.

Since the beginning the business has worked tirelessly to grow and it has been rewarded with some very prestigious customers.

Furthermore, Exol Azerbaijan is fully supported in the supply of Gas Engine and Marine oils within Azerbaijan and the Caspian sea. These sectors are ever evolving and reliant on continuous condition monitoring with samples and results continuously exchanged between bespoke laboratories in the UK.

A dedicated technical team working between the two sites ensures base stocks are continuously monitored for quality, additives and new technologies are



robust and able to meet the demanding operations of both primary and operational reserve power generation.

As with any large engine operating either on demand or continuously it is vital to condition monitor on a regular basis. Through the bespoke program initiated various problems have been identified and corrected allowing engines to reach running hours in excess of 7,000 hours without mechanical breakdowns or unnecessary downtimes caused by shorter oil drains.

Customers of Exol Azerbaijan have been impressed by not only the professional response but the wealth of data they receive on the health of their engines allowing planned maintenance without interruption to power supply to the nations grid.

The Exol brand has therefore helped established this success and the future will see an even greater working relationship to ensure it continues to grow and develop.

“The significant changes made to our product labelling and packaging have enabled us to grow further. The Exol trademarked brand has a real identity in the Azerbaijan market, in a variety of quantities from IBCs to 1 and 5 litre products,” Sanan said.

Exol Azerbaijan supplies the full Exol branded range, simplified for ease of use and features new bottles and containers with Exol’s logo embossed on to the packaging.

The 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.

“With additional information,” said Sanan, “combined with technical support, we’ve been able to utilise both technical teams and solve problems. The partnership between our two great companies benefits everyone.”



EXOL-SPONSORED LANE HEAD VIXENS KICK OFF NEW SEASON

Exol Lubricants-sponsored grassroots girls' football team, the Lane Head Vixens have kicked off the new season in the Staffordshire under-10s girls' league.

Based in Willenhall and affiliated with Staffordshire FA, Lane Head Vixens' 10-strong squad plays seven-a-side games and during summer took part in two pre-season tournaments at Wyrley Girls FC and Rugby Girls FC.

Luke Steventon, senior supervisor at Exol Lubricants' Wednesbury site, and Lane Head Vixens coach, said: "The two pre-season tournaments at Rugby Girls FC and Wyrley Girls FC were great for the team, they helped the girls develop their game and further their match experience. The whole team enjoyed their first experience of competing in a tournament and they took the games in their stride."

Prior to the start of the new season, Lane Head Vixens were flag bearers for EFL League Two side Walsall FC, waving the team's flags as the senior men's

team ran out for their game against Stevenage. The talent within the team is already being spotted with last season's goalkeeper being signed by the West Bromwich Albion academy.



The start of the new season was pushed back a week following the passing of Queen Elizabeth II but on the restart Lane Head Vixens kicked off against Eccleshall Eagles.

EXOL LUBRICANTS AND CHEMODEX JOIN FORCES

Exol Lubricants and its distributor JP Oils have teamed up with Leyland-based KH Hire Rallying for selected rounds of the 2022 British Trial and Rally Drivers Association (BTRDA) Rally Championship and 2022-23 MSN Rally Championship.

Lancashire driver Kieran Hankin and co-driver James Swallow will be at the wheel of a new-for-2022 R5-spec Peugeot 208 T16 rally car, customised for tarmac rallies in the selected series. The Peugeot has Exol Lubricants' high-end engine, transmission and hydraulic oil on board, keeping the high-performance rally car operating at peak levels.

"Having the support of JP Oils in providing the latest generation of Exol Lubricants products gives me 100 percent confidence that our car will continue to run at

high performance, even in demanding settings such as circuit and forest rallies," Hankin said.

His first event with Exol oils on board his new Peugeot was at the Altratech SMC Stages on Anglesey in Wales earlier in 2022.



SHIP CHANDLERS: HOW TO OPTIMISE YOUR SUPPLY CHAIN IN 2022

Rationalisation of your supply chain has many key benefits from reduced inventory, prevention of supply issues to lower costs if orders are bulked. Whilst there are many possible routes the outcome should always be the same.

Review Your Customers and Requirements

How well do you really know your customers and their requirements? Whilst some customers will no doubt keep ordering the same oils having knowledge of their use can be advantageous. For example, if you know your customers only have MAN, MTU and Wärtsilä engines, then keeping oils on the shelf for Perkins would-be slow-moving stock. This example can be drawn into many areas. What type of hydraulic oils are being used and their grades? Which grades are the most popular and which have the highest volumes, and which can be the most problematic to obtain?

Look at each customer offtake over the last two years. Are they increasing or decreasing? Some accounts may have closed but you still have stocks which you agreed to keep others maybe increasing but using very similar grades of product.

Consult Your Oil Supplier or Suppliers?

In many cases your oil supplier will be able to look at your offtake and offer ways to rationalise supply. Many grades could easily be rationalised to allow you to not only reduce inventory but also increase savings by purchasing in larger quantities. Are you able to switch delivery types, Barrels to IBC's etc.

Look at Your Supply Base

As with all supplier bases there will be those that can deliver the next working day and those which take 3 to 5 days or longer. With specialty products this may not

present an issue but with high volume materials such as hydraulic oils, this would require either additional storage expenses or additional overnight freight costs to keep your customers supplied. If you can use more local suppliers, then this makes logistical sense.

Ensure You Have the Right Infrastructure in Place

Look at your business model, are you able to deliver the services you offer on time every time? If you are selling Marine oils, do you have the right equipment to deliver and service your customer base. Does your warehousing meet your needs today and your future growth potential?

Do you have the right staff and skill base? Does your IT meet the needs of your business model?

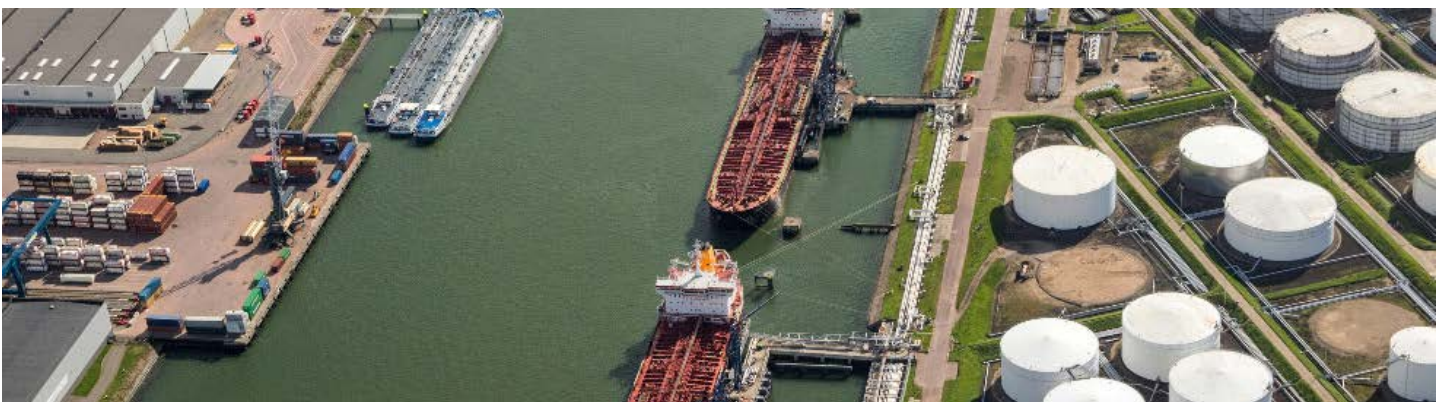
Ensure That You Conform to The Highest Quality Standards

Conforming to the highest standards covers all parts of your business from the first phone call to the receipt of payment for goods and services. Many businesses are known for being more expensive but also known for quality and reliability.

Every business exists to maximise profitability but as with all things in life there is a balance. If your competitors are offering lower pricing this could be due to many factors. Letting standards slip in the pursuit of increased orders will eventually implode.

Looking For the Fastest Way to Fulfil an Oil Order? Read Our Useful Guide Here to Compare Your Options

Need to fulfil and quickly but are unsure on what your options are? Check out our useful guide to compare your best options by clicking here.



AUTOMOTIVE / LCV



OPTICOL ANTIFREEZE RED

Organic Acid
Technology (OAT)

ASTM D3306, ASTM D 4985, SAE J 1034,
BS 6580: 2010, AFNOR NF R15-601*,
FFV Heft R443, CUNA NC 956-16

See Technical Data Sheet for further information
(* with the exception of reserve alkalinity)

D017S535	15 x 1L
D017S704	4 x 5L
D017D117	20L
D017D00	25L
D017B01	205L



OPTICOL ANTIFREEZE BLUE

Inorganic Acid
Technology (IAT)

ASTM D 3306, ASTM D 4985,
SAE J 1034, BS 6580: 2010

D001S564	15 x 1L
D001S704	4 x 5L
D001D117	20L
D001D00	25L
D001B01	205L



OPTICOL ANTIFREEZE HD (GREEN) OAT + Borate, Silicate, Nitrite (Hybrid)

ASTM D 3306, ASTM D 4985,
ASTM D 6210,
SAE J 1034, BS 6580 (2010),
AFNOR NF R15-601,
Cummins CES14603,

See Technical Data Sheet for further information

D027S535	15 x 1L
D027S704	4 x 5L
D027D117	20L
D027D00	25L
D027B01	205L



OPTICOL ANTIFREEZE HDX (BLUE/GREEN)

OAT + Borate, Silicate
(Nitrite Free Hybrid)

ASTM D 3306, ASTM D 4985, ASTM D 6210,
SAE J 1034, BS 6580 (2010),
AFNOR NF R15-601

See Technical Data Sheet for further information

D031S535	15 x 1L
D031S704	4 x 5L
D031D117	20L
D031D00	25L
D031B01	205L



OPTICOL ANTIFREEZE SOAT (LILAC)

OAT + Silicate (Si-OAT)

ASTM D 3306, ASTM D 4985,
SAE J 1034, BS 6580 (2010),
AFNOR NF R15-601*,
CUNA NC 956-16

See Technical Data Sheet for further information
(* with the exception of reserve alkalinity)

D032S535	15 x 1L
D032S704	4 x 5L
D032D117	20L
D032D00	25L
D032B01	205L



OPTICOL ANTIFREEZE UNIVERSAL (CLEAR)

OAT (Universal Top Up)

ASTM D 3306, ASTM D4985,
SAE J 1034, BS 6580: 2010,
AFNOR NF R15-601*,
CUNA NC 956-16

See Technical Data Sheet for further information
(* with the exception of reserve alkalinity)

	15 x 1L
	4 x 5L
M412D117	20L
M412D00	25L
M412B77	205L



OPTICOL ANTIFREEZE SP-OAT

Monoethylene Glycol Based
Silicated-Phosphated OAT

ASTM D3306, ASTM D4466,
BS 6580:2010, SAE J 1084

See Technical Data Sheet for further information

	15 x 1L
	4 x 5L
	20L
D047D00	25L
	205L

ANTI-FREEZE RECOMMENDATIONS

MANUFACTURER	MODEL	D.O.M FROM	D.O.M TO	EXOL RECOMMENDATION
Alfa Romeo	All models	1976	2005	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	2006	Current	OPTICOL ANTIFREEZE RED - D017
Audi	All models	1981	1996	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	1996	07/2007	OPTICOL ANTIFREEZE RED - D017
	All models	08/2007	05/2018	OPTICOL ANTIFREEZE SOAT (LILAC) - D032
BMW	All models	06/2018	Current	OPTICOL ANTIFREEZE SP-OAT - D047
	All models	1975	12/2018	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	01/2019	Current	OPTICOL ANTIFREEZE SP-OAT - D047
Chevrolet	All models	2001	Current	OPTICOL ANTIFREEZE RED - D017
Chrysler	All models		2010	OPTICOL ANTIFREEZE HD (GREEN) - D027
	All models	2011	Current	OPTICOL ANTIFREEZE RED - D017
Citroën	All models	1993	Current	OPTICOL ANTIFREEZE RED - D017
Dacia	All models	2005	Current	OPTICOL ANTIFREEZE RED - D017
Fiat	All models	1982	2005	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	2005	Current	OPTICOL ANTIFREEZE RED - D017
Ford	All models		1997	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	1998	Current	OPTICOL ANTIFREEZE RED - D017
	All models	1993	Current	OPTICOL ANTIFREEZE RED - D017
Honda	All models	1982	Current	OPTICOL ANTIFREEZE RED - D017
Hyundai	All models	1986	1999	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
Jaguar	All models	1999	Current	OPTICOL ANTIFREEZE RED - D017
	All models	2011	Current	OPTICOL ANTIFREEZE RED - D017
	All models		2010	OPTICOL ANTIFREEZE HD (GREEN) - D027
KIA	All models	1991	Current	OPTICOL ANTIFREEZE RED - D017
Lancia	All models	1976	2005	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	2005	Current	OPTICOL ANTIFREEZE RED - D017
	All models	1998	Current	OPTICOL ANTIFREEZE RED - D017
Land Rover	All models	1994	Current	OPTICOL ANTIFREEZE RED - D017
Lexus	All models	1977	Current	OPTICOL ANTIFREEZE RED - D017
Mazda	All models	1976	04/2014	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
Mercedes Benz	All models	05/2014	Current	OPTICOL ANTIFREEZE SOAT (LILAC) - D032
	Petrol engines	2001	Current	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	One D / Cooper D	2007	2011	OPTICOL ANTIFREEZE RED - D017
Mitsubishi	Carisma	1996	2004	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	Colt	2004	2007	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	Other models	1982	Current	OPTICOL ANTIFREEZE RED - D017
Nissan	All models	1982	Current	OPTICOL ANTIFREEZE RED - D017
Peugeot	All models	1993	Current	OPTICOL ANTIFREEZE RED - D017
Porsche	All models		1995	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	1996	2009	OPTICOL ANTIFREEZE RED - D017
	All models	2010	05/2018	OPTICOL ANTIFREEZE SOAT (LILAC) - D032
	All models	06/2018	Current	OPTICOL ANTIFREEZE SP-OAT - D047
Renault	All models	1995	Current	OPTICOL ANTIFREEZE RED - D017
Rover	All models	1982	Current	OPTICOL ANTIFREEZE RED - D017
Saab	All models	1975	2000	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	2001	Current	OPTICOL ANTIFREEZE RED - D017
Seat	All models	1985	1996	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	1997	2007	OPTICOL ANTIFREEZE RED - D017
	All models	2008	05/2018	OPTICOL ANTIFREEZE SOAT (LILAC) - D032
	All models	06/2018	Current	OPTICOL ANTIFREEZE SP-OAT - D047
Skoda	All models	1989	1998	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	1998	08/2008	OPTICOL ANTIFREEZE RED - D017
	All models	09/2008	05/2018	OPTICOL ANTIFREEZE SOAT (LILAC) - D032
	All models	06/2018	Current	OPTICOL ANTIFREEZE SP-OAT - D047
Smart	All models		10/2014	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	11/2014	Current	OPTICOL ANTIFREEZE RED - D017
Subaru	All models	1977	Current	OPTICOL ANTIFREEZE RED - D017
Suzuki	All models	1981	Current	OPTICOL ANTIFREEZE RED - D017
Toyota	Diesel engines	2015	Current	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	Petrol engines	1978	Current	OPTICOL ANTIFREEZE RED - D017
Volkswagen	All models	1975	1996	OPTICOL ANTIFREEZE HDX (BLUE/GREEN) - D031
	All models	1997	08/2008	OPTICOL ANTIFREEZE RED - D017
	All models	09/2008	05/2018	OPTICOL ANTIFREEZE SOAT (LILAC) - D032
	All models	06/2018	Current	OPTICOL ANTIFREEZE SP-OAT - D047
Volvo	All models		Current	OPTICOL ANTIFREEZE SP-OAT - D047

Details correct at time of printing - please contact Exol Technical Department on hello@exol-lubricants.com for further advice. Opticool Antifreeze OAT Universal (Clear) - D033 - is recommended as a universal top-up fluid and is compatible with the coolant technologies originally recommended by OEMs.

OPTIMA C5 LSVW 0W-20 (M506) RECEIVES VW APPROVAL

Exol has gained approval from Volkswagen for its Optima C5 LSVW 0W-20 (M506), to their VW 508 00 / 509 00 specification.

This specification has been developed for the latest generation of petrol and diesel engines from Volkswagen, Audi, Skoda and Seat. The specification has strict fuel economy demands, which in turn helps manufacturers achieve CO2 reduction targets.

Exol's Optima C5 LSVW 0W-20 has a distinctive green colour and zirconium marker, both of which

are manufacturer requirements to demonstrate authenticity.

Optima C5 LSVW 0W-20 is the latest generation fully synthetic, low SAPS engine oil, formulated using state-of-the-art synthetic technology together with cutting-edge additive chemistry for extreme engine oil performance.

It offers advancements in fuel economy, as well as supreme engine protection over extended drain intervals.



ACEA A6 SPECIFICATIONS MET BY OPTIMA C5 LSOV 0W-20

Exol Lubricants' fully synthetic fuel economy oil, Optima C5 LSOV 0W-20, now meets the latest ACEA C6 specifications, underlining the company's efforts to be one of the first to market with products that cover the latest engine oil specifications.

The oil provides low speed pre-ignition (LSPI) protection and has enhanced anti-wear properties, while delivering significant levels of fuel economy in the latest OEM tests. It is designed for a wide variety of modern petrol and diesel engine applications.

Optima C5 LSOV 0W-20 is the perfect partner for hot running engines where prevention of deposits keeps turbochargers in optimum condition and its carefully controlled SAPS levels protect after-treatment systems including petrol particulate filters.

The product is recommended for passenger car applications including Vauxhall / Opel, BMW, Mercedes Benz, Hyundai, Kia and Toyota. Optima C5 LSOV 0W-20 is also compatible with select Jaguar Land Rover vehicles.



ATHENA MULTIGEAR TRANSMISSION FLUID BOOSTS

Exol Lubricants' new Athena Multigear MTF LV bolsters the company's credentials for delivering versatile engine and transmission oil solutions. Athena Multigear MTF LV, Exol Lubricants' latest fully synthetic, ultra-low viscosity transmission fluid, is suitable for modern cars and light commercial vehicles.

The oil is recommended for use in manual transmissions where ultra-low viscosity fluid is required by the vehicle manufacturer, and provides excellent fuel economy properties, outstanding oxidation stability, and exception low temperature fluidity.

Athena Multigear MTF LV has been engineered by Exol Lubricants' carefully selected synthetic base stocks and specialised, advanced additives, which help protect transmission systems, and in turn offer improved fuel economy in all driving conditions.

The product is recommended for passenger car applications including BMW, Fiat, Ford, General Motors, Hyundai, Nissan, PSA Group and Volkswagen Group vehicles.



ATHENA PROGEAR RAISES THE BAR FOR PERFORMANCE

Exol Lubricants' new premium-quality Athena Progear FS 75W-80 transmission oil raises the standards for synchroniser performance and fuel efficiency.

Athena Progear FS 75W-80 is a fully synthetic manual transmission fluid, suitable for use in both light commercial vehicles and passenger cars, and exceeds the performance levels of conventional API GL-4 and GL-5 lubricants for thermal and oxidative stability and shift quality.

Athena Progear FS 75W-80 is formulated with premium base oils and advanced

additive technology to ensure component durability over extended periods.

Athena Progear FS 75W-80 performs very well in low temperatures and protects from corrosion, boosting Exol Lubricants' credentials for winter driving performance across both passenger cars and commercial vehicles.

It can be used in certain manual gearboxes and differentials from a variety of manufacturers, such as BMW, Ford, General Motors, Honda, PSA Group, Volvo and Volkswagen.



NEW TRANSMISSION OIL IMPROVES COMPONENT DURABILITY

Exol Lubricants' new Athena Progear FS 75W-85 transmission oil delivers improved fuel efficiency and maximises component protection.

Athena Progear FS 75W-85 is a fully synthetic transmission oil suitable for use in highly stressed manual gearboxes and heavily loaded axle drives for both light commercial vehicles and passenger cars.

With Athena Progear FS 75W-85, Exol Lubricants brings to market a high-quality transmission oil engineered with anti-wear additives. The high thermal stability of the oil allows drain

intervals to be extended, and boosts durability of the vehicle's core components.

Athena Progear FS 75W-85 is manufactured from very high quality synthetic base stocks, highly effective extreme pressure additives and premium shear stable viscosity modifiers.

It can be used in certain manual gearboxes and differentials from a variety of manufacturers including Mercedes-Benz, Fiat and Hyundai.



ACEA C5 AND C6 SPECIFICATIONS MET BY OPTIMA LSFE 0W-20

Exol Lubricants' new Optima C5 C6 LSFE 0W-20 is the latest in a line of fully synthetic, low SAPS engine oils delivering improved fuel economy, and meets the latest ACEA specifications.

The next-generation Optima engine oil is designed for use in a variety of new petrol and diesel engines. Optima C5 C6 LSFE 0W-20 provides low speed pre-ignition (LSPI) protection and delivers improved levels of fuel economy in the latest OEM tests.

Optima C5 C6 LSFE 0W-20's carefully controlled SAPS levels make it a perfect operating partner for hot running engines, protecting after-treatment systems including petrol particulate filters, and its prevention of deposits keeps turbochargers in optimum condition.

The product is recommended for passenger car applications, recommended for use in the latest Ford EcoBlue engine range, and is an ideal choice for service fill applications for Hyundai, Toyota and Kia cars.



EXOL LUBRICANTS APPOINTS JOINT OPERATIONS MANAGERS FOR ROTHERHAM PLANT

Exol Lubricants, has appointed two new joint operations managers to oversee activity at the company's Rotherham plant.

Simon Clegg and Daniel Hector join the role with over 40 years' combined experience of the company and lubricants industry, with both Clegg and Hector having already spent long periods of their respective careers with Exol.

Their main responsibilities will be to oversee running of the company's Rotherham blending plant, ensuring continued delivery of Exol's quality portfolio. Both Clegg and Hector will be tasked with managing the team at the Rotherham site, streamlining quality control procedures and delivering a strategy for cost efficiencies across the company's operations.

Clegg has been promoted to the job of operations manager having previously held roles as a shift manager, lab assistant and production operative, and Hector has spent all his 20-year working career with Exol, following a similar path of progression to his counterpart, moving up from the position of shift manager.



EXOL'S SHAWN SMITH COMPETES IN POOL TOURNAMENT

Exol Lubricants' Shawn Smith has took part in the Leicester Pool Tour Amateur Series pool tournament, with a total prize fund of £38,400 available.

Smith, based at Exol's Wednesbury site in the small pack facility, is being backed by the lubricants company to take part in the Leicester Pool Tour event, which kicks off on March 19th. Smith will carry Exol branding on his clothing for each round.

Steve Dunn, sales and marketing director of Exol Lubricants, said: "We're delighted to support Shawn at the Leicester Pool Tour. He has competed in various pool tournaments including at national level, and given the reach of the Leicester Pool Tour and the prestigious venue it's great for Exol to get involved."

The tournament will take place at the Club147 venue

in Leicester, a premier venue for cue sports. Club147 has a strong history of taking players from a young age to World and European championships, including Mark Selby, the 2016/17 world number one.



MATTHEWS CELEBRATES MILESTONE FOR ROYAL SOCIETY OF CHEMISTRY MEMBERSHIP

Product Development Manager for the Power Generation Division, Simon Matthews, has achieved 30 years as a member of the Royal Society of Chemistry.

The Royal Society of Chemistry is the UK's professional body for chemical scientists with a worldwide community, providing members with relevant networking opportunities and support through tailored initiatives.

Matthews has worked around the globe in the lubricants market for over 34 years and is an expert in finding the right solutions for specific ranges. At Exol, Simon is responsible for managing the power generation product range, researching and developing new technologies and providing technical support to customers.



EXOL LUBRICANTS TO MAKE WAVES WITH FOX IN JET SKI CHAMPIONSHIPS

Exol Lubricants will join forces with 18-year-old jet skier Danielle Fox as she takes part in the high-octane JSRA British Jetsport Championships.

Fox, based near Exol Lubricants' blending plant in Rotherham, started in the Ski Lite Novice category of the championship in 2021, taking a stunning podium finish in her debut race weekend, before tackling rounds in the Ski Lite class.

Ahead of the new season starting in March, Fox has her sights set on moving up the Ski Lite field even further, this time with Exol Lubricants keeping her 80-horsepower Kawasaki jet ski moving, which is capable of up to 50 miles per hour on the lakes.

Fox will be using Exol's Optima Racing Two Stroke oil on board her Kawasaki jet ski, specially formulated to meet the needs of high-performance outboards and two-stroke engines operating under extreme conditions.

Optima Racing Two Stroke's superior lubrication properties help protect from corrosion, reduce carbon build up, and extends valve life.

"I've been using Exol oil since our freestyle jet ski engine seized with our previous supplier," Fox said.

With Exol Lubricants providing the engine oil for Fox's jet ski, she has been working every weekday evening to fund the series alongside studying at college, with her dad looking after maintenance.

"I've been training over the winter months, and we've made modifications to the ski to improve handling, so we're putting in the preparation now to hopefully take home some good results this year," Fox said.

"It's a challenge to juggle the racing alongside working and studying for my A-Levels. Ever since my first race I've had the bug though, so I'm really excited to get stuck into the new season," she added.

EXOL COMPLETES ROTHERHAM DEVELOPMENT

Exol Lubricants has completed the redevelopment of its Rotherham site, which is now in full operation, designed to meet increased demand for Exol products.

The new development opened at the end of August and is part of Exol's strategic reinvestment plans.

After initial delays due to Covid-19, contractors began work on the redevelopment at the end of January, starting with the demolition of the existing Dobson Plant. Next, the outer frame of the new building was erected around the remnants of the old Dobson building, ready to house additional blending vessels and storage tanks.

The new development has a taller ridge height (increased from 7m to 12.5m), to house the new 9.5m storage tanks to further aid consistency of supply, bulk storage for increased production volumes, accuracy, infrastructure, and product diversification.

In May, the final cladding panels were fitted ready for internal work to be done and the finishing touches put in place. At the end of August, Exol's new facility was complete and fully in operation.

The project was part of Exol's committed programme of continuous product development, manufacturing investment, thorough testing, training and support, eco-friendly practices and increased flexibility to meet demand, and to ensure that its premium quality lubricants are available to all industry sectors now, and in the future.

Steve Dunn, Sales and Marketing Director at Exol Lubricants, said: "We are extremely proud of our new Rotherham development. It's part of our focused plan of continued re-investment to increase the capacity at Rotherham to further support our commitment to customers."

As the UK's largest independently owned oil blender, Exol Lubricants sells more than 80 million litres of oil every year.



ROTHERHAM TIMELINE



Step 1

Demolition Day

After initial delays due to Covid-19, contractors begin work on the redevelopment, starting with the demolition of the existing Dobson Plant. The new development is part of our continued reinvestment strategy.



Step 2

Steel Erection

After demolition, the outer frame of the new building is erected around the remnants of the old Dobson building. This will house additional blending vessels and storage tanks to increase our blending capabilities.



Step 3

Roof Installation

The frame of the new building is completed, next up is installation of the roof. The new development will have a taller ridge height (increased from 7m to 12.5m), to house the new 9.5m blending/storage tanks to further help with consistency of supply, bulk storage for increased production volumes, accuracy, infrastructure, and product diversification.



Step 4

Final Stages of External Cladding

The final cladding panels are being fitted before internal work begins and the finishing touches are put in place.



Step 5

Completion

Exol's new blending facility is now complete and in operation. We are committed to a programme of continuous product development, manufacturing investment, thorough testing, training and support, eco-friendly practices and increased flexibility to meet demand, and to ensure that our premium quality lubricants are available to all sectors of the market now, and in the future.

EXOL LUBRICANTS HELPS INSPIRE NEXT GENERATION OF ENGINEERING TALENT WITH DONATION

Leading lubricants supplier, Exol Lubricants, has donated its Optima engine oil to Reddish Hall School in Stockport, a school for pupils aged 5-18 with complex educational needs.

Reddish Hall School set up a charity to equip children and young adults with vocational skills, including in mechanical engineering. Exol Lubricants answered the call for parts and consumables to help the team learn new engineering skills while working on the school's project cars.

Paul Eastwood, export sales manager at Exol Lubricants, said: "Exol is delighted to support the new automotive engineering course at Reddish Hall School. The wider automotive industry must do more to equip the next generation of engineers with the skills and products it'll need, so we're delighted to step in and help play our part.

"Exol has donated some of its Optima LSGM 5W-30 engine oil for the facility's cars which should go some way to serve as a fantastic learning resource for future mechanical talent."

Reddish Hall School's facility has expanded its the new mechanical site which now features two ramps and a tyre fitting machine. Initially, the facility had resources for carpentry and brick laying courses but has since widened opportunities for pupils with a range of automotive training aids.

For more information on Exol Lubricants' product lines, visit the company's website: <https://www.exol-lubricants.com/products/automotive/>



EXOL-SPONSORED WSCC CYCLING TEAM COMPLETES CHALLENGE

Exol Lubricants supported the WSCC cycling team as they took on the Sea to Sea challenge (C2C), cycling from Whitehaven to Tynemouth on 5 and 6 August, raising over £4,000 for three of their favourite charities.

The team, which included Exol's export sales manager Paul Eastwood, was started in lockdown to raise important funds for The Alzheimer's Society, The Christie Cancer Charity and MIND (Manchester).

Paul and the six-strong team finished the challenge in the evening of 5th August, after a gruelling 11,500 feet climb and 222km ride in wet and windy conditions.

Thanks to generous donations, the total money raised was £4,180.95 against their target of £3,000. The funds will be split between their three chosen charities to help support the excellent work each one does.

Exol purchased team shirts for the cycling enthusiasts to wear on the ride, showcasing the Exol logo.

Paul Eastwood said: "It was an amazing feeling crossing the finish line together after battling the unfortunate weather. Team spirit took hold and all of the kind and generous donations got us through the challenge."

"We'd like to thank Exol for sponsoring us and to everyone who has donated. Being able to smash our target makes the sore legs worth it!"



EXOL-SPONSORED GILES TRUST CHARITY GOLF DAY HAILED SUCCESS

Exol Lubricants continued their charitable endeavours by sponsoring and attending The Giles Trust Charity Golf Day at the end of July, to help raise funds for The Queen Elizabeth Hospital in Birmingham.

The total amount raised for The Giles Trust was a very impressive £10,430 which will allow them to continue funding their important work.

Droitwich Golf Club hosted the golfing event, with 22 teams taking part. Tee off began at 2pm and after each team had played the course, a three-course meal followed, along with a prize giving ceremony, raffle and silent auction.

The Giles Trust was founded, and is supported, by Stine Giles and England cricketer Ashley Giles, to raise money to fund vital brain tumour research at the Queen Elizabeth Hospital Birmingham.

Exol-sponsored ex-Worcester Warriors full-back Chris Pennell was also seen on the course taking part in the event.

Prizes in the auction included a signed Lewis Hamilton cap, signed England cricket shirt, UK holiday breaks, beer from a local brewery and much more.





Exol Lubricants is committed to total quality management from design to production, distribution, and customer support.

YOU CAN TRUST EXOL TO:

WARRANTY

Supply products that meet any relevant OEM warranty.

SUPPORT

Support customers with market leading service and technical support.

SPECIFICATIONS

Provide products that meet or exceed original specifications.

RANGE

Increased product range with improved specifications.

MANUFACTURE

Manufacture products in accordance with the requirements of OEM and international specifications, including quality and manufacturing protocols.

DEVELOPMENT

Upated technical support, product development, laboratory services and field visits.

FOLLOW EXOL LUBRICANTS ON:



EXCELLENCE IN LUBRICANTS

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