

FLUID

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

A LOOK BACK AT SUMMER

Agricultural review, plus a pull out and keep
quick reference guide to our agriculture products

EXOL NEWS

2024 - Celebrating **40 years**
in business

Clarke Oils becomes another
million litre distributor

Distributor of the Year
award winner announced

PRODUCT DEVELOPMENT

Taurus Euro Plus 10W-40 &
Taurus Euro FE Plus 5W-30
launched

EXOL WORLD

Exol back on the
Rugby Pitch!

UK MANUFACTURING HAS NEVER BEEN SO IMPORTANT

To all our valued customers,

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

We have always had a philosophy at Exol of reinvestment, in our people, products, infrastructure and customers. This has delivered a proven track record of growth for the business. Our UK manufacturing is at the heart of this, the ability to ensure confidence through a transparent, secure and competitive supply chain means our customers are best placed to prosper. I'm pleased to say we will not retreat from this approach.

Key to serving our customers is the healthy dialogue that we enjoy each and every day and so we encourage all customers to engage with us and help shape the future of Exol together.

As the world returns to normal following the pandemic, we're pleased to be back 'on the road' visiting our loyal customers across the world. We look forward to seeing more of you in person and celebrating 40 years in business together. We will be announcing our events and trade show calendar soon.!

Excellence in Lubricants!

Steve Dunn

Sales & Marketing Director
Exol Lubricants



ROTHERHAM'S CARBON FOOTPRINT AIMS

We're continuing to invest heavily in our Rotherham site to not only improve product movement onsite but also massively reduce our carbon footprint via waste stream reductions.

The Rotherham site redevelopment involved the demolition of the existing Dobson Plant and a new purpose-built building – ready to house additional blending vessels and storage tanks – put in its place.

The site 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.



HAMPSHIRE OIL AND GREASE WIN DISTRIBUTOR OF THE YEAR!

Hampshire Oil and Grease has been awarded our prestigious Distributor of the Year award for 2022.

The company has been a proud distributor of Exol for more than seven years.

David Harrington, Managing Director at Hampshire Oil and Grease:

"I would like to express my gratitude to Exol Lubricants for providing us with the necessary support, resources, and guidance to thrive in this industry. Its commitment to innovation, quality, and customer satisfaction has been a driving force behind our achievements.

Receiving this award is a testament to the collective efforts of our entire team. It reflects their hard work, determination, and unwavering commitment to excellence. I am truly privileged to work with such a dedicated and talented group of individuals."

Steve Dunn comments: "Congratulations to David and the whole Hampshire Oil and Grease team on winning this hotly contested accolade. Our long-standing relationship with the company is great example of how investing in our customers brings a number of benefits to both parties."



Area sales manager at Exol Lubricants, Darren Arnold, presented Hampshire Oil and Grease with the award. He adds: "We've grown together over the years, navigating many challenges and coming out on the other side. With our continued support we look forward to helping grow their business and sales of Exol products even further in the future."

CLARKE OIL BECOMES ANOTHER MILLION LITRE DISTRIBUTOR

Clarke Oil has received its certificate of achievement award for one million litres of oil purchased in 2022.

"Our distribution business success is about great partnerships with both its suppliers and customers," says Paul Clarke, Managing Director of Clarke Oil.



Alongside wife and business partner, Emily, Clarke Oil was established in 2007 with the vision initially to supply local end user businesses. Now 16 years on the company has prospered with significant growth in the Agricultural, Automotive, Commercial, Industrial and Plant/Off Highway sectors.

Paul said, "Through consistent support, Exol Lubricants has played a big part in this success and as a company Clarke Oil feel choosing Exol as a brand in the beginning has been one of the best decisions we made".

He continues, "The strength of our partnership enables us to be versatile enough to send products from one litre to bulk tank deliveries. Price is of course important to customers, but quality of product is paramount and Exol has this in abundance. Exol are on hand to discuss all areas of the business and all of us at Clarke Oil feel this strong relationship elevates them above the competition.

Mark Rosen, Area Sales Manager at Exol Lubricants comments: "I'd like to congratulate Clarke Oil on this fantastic achievement. I've been working and building business with the company for the past 15 years and am delighted to see them reach this milestone. Steve Dunn adds: "Congratulations to everyone at Clarke Oil for winning this award. The company's values mirror our own and this award demonstrates our commitment to excellent customer service and building long-term relationships."

WASTE NOT, WANT NOT

Following an investigation into process losses through finished products and efficiencies, Exol has made a multi million pound investment into an advanced, fully automated liquid transfer technology.

Pigging refers to technologies that use specialist projectiles to recover, rather than waste, residual liquid in pipelines. Liquid Product Recovery is used to reclaim product from pipelines, the main purpose of which is to reduce waste, increase yields and capacity, and improve the efficiency of manufacturing and production process.

The projectile that is used in the pipeline used to make a squeal similar to a pig, which is where the machine gets its moniker from.

Following the initial commissioning process, losses of up to 50,000 litres per day have been recovered with multiple transfers speeding up loading times by up to 50 percent.

The installed system also forms part of a SCADA system linking together both product transfer, volume control and delivery through highly accurate, mass flow meters to ensure full traceability of all process volumes between sites, targeting our commitment to environmental controls.



ASK THE EXPERTS

Contact Exol for any issues or technical help.
No matter what the question, our team are here to help.
Use the following communication lines:

 +44(0)121 568 6800

 hello@exol-lubricants.com

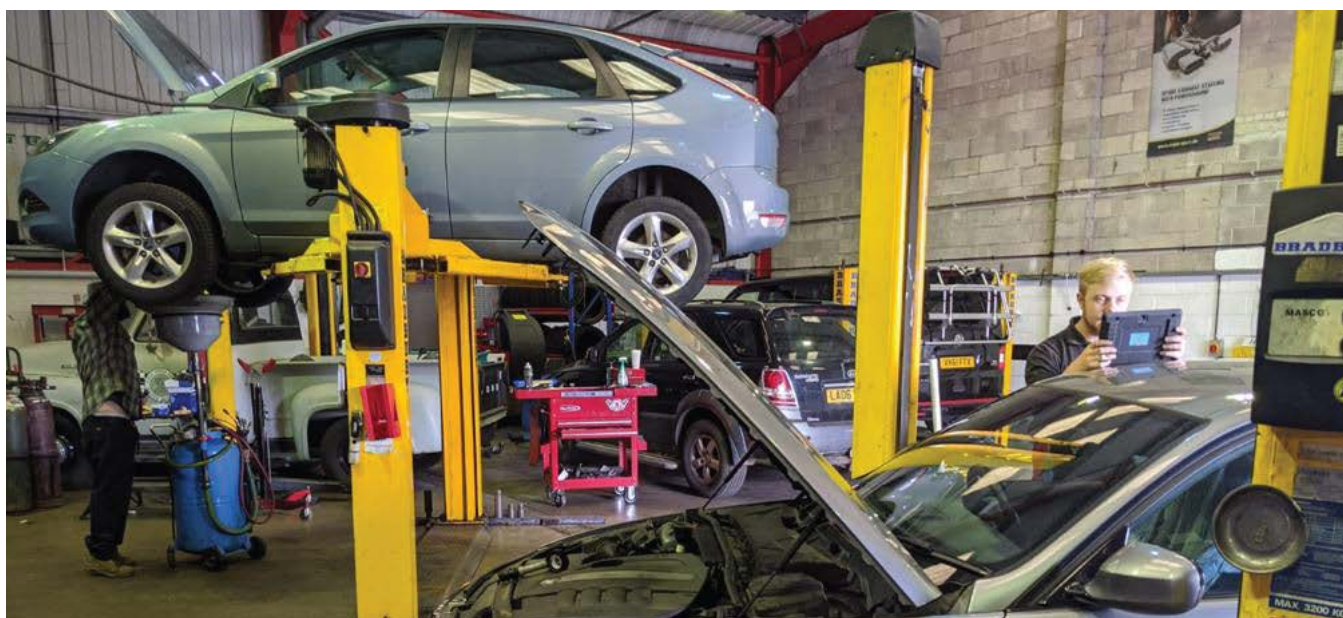
 www.exol-lubricants.com

LANDMARK AFTERMARKET REVISIONS IN NEW MV-BEO NOW IN UK LAW

UK AFCAR's lobbying ensures several gains for independent aftermarket operators including wider access to vehicle repair and maintenance data and information UK AFCAR, the lobbying coalition comprising UK trade federations and commercial organisations, has secured critically important gains in the revised Motor Vehicle Block Exemption Order (MV-BEO) ensuring effective competition and choice for millions of UK motorists.

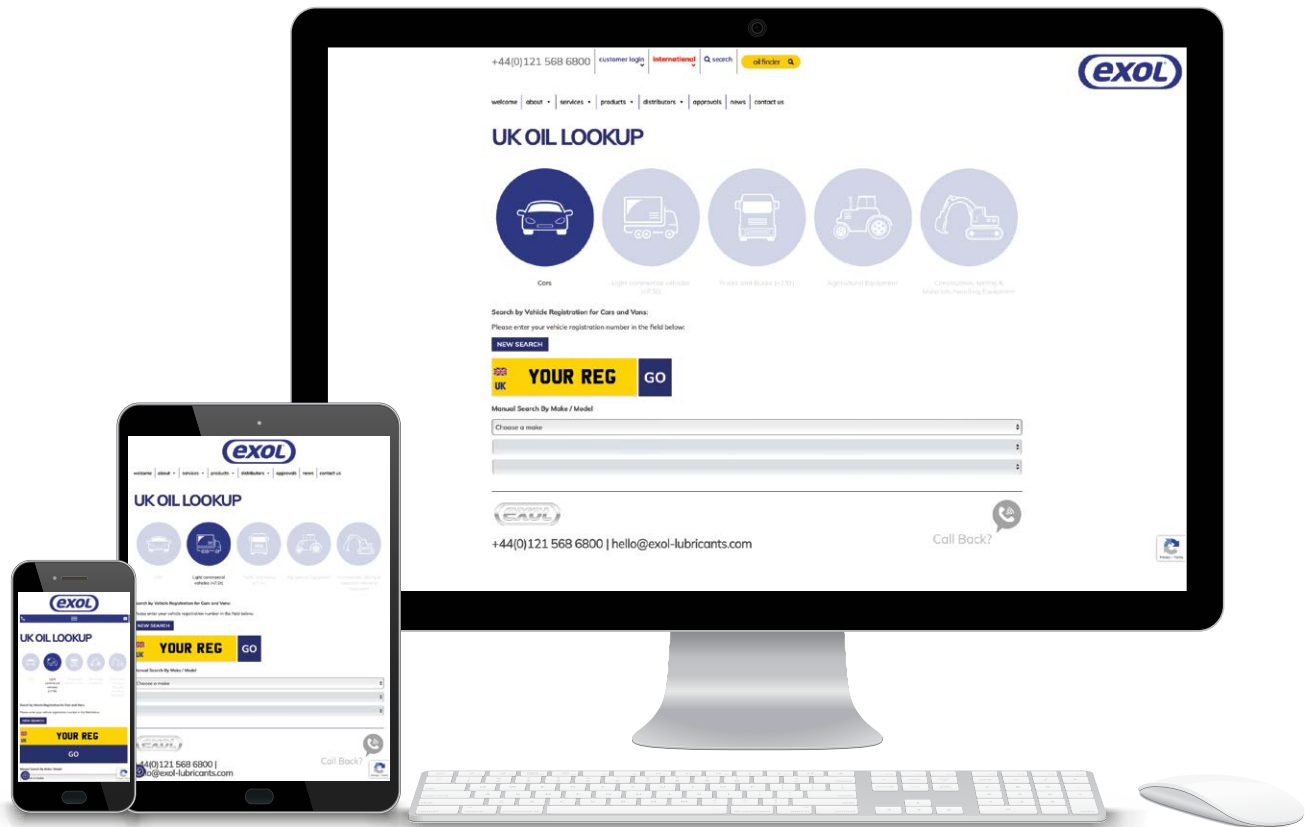
significant improvements when compared to the European MV-BER and guidelines, in particular clearer definitions to support the way vehicles are diagnosed, repaired and maintained.

References are also made in the guidelines to the type approval requirements for access to RMI, which will also need to be revised to ensure continued effective competition that supports consumer choice and affordable mobility.



In the accompanying guidelines, UK AFCAR has secured full access and recognition for independent garages, parts distributors and parts suppliers / manufacturers to full repair and maintenance information and data from vehicle manufacturers. For parts distributors as well as the workshops who finally fit these parts, software and coding must now also be made available to ensure their ability to complete vehicle repairs. Importantly, the inclusion of the reference to Chapter II of the UK Competition Act introduces the basis for 'horizontal' agreements between vehicle manufacturers and independent operators. The previous Motor Vehicle Block Exemption Regulations (MVBER) expired on 31 May 2023, with the new post-Brexit competition law and guidelines now in effect. Months of intense lobbying by members of UK AFCAR has created

Mark Field, IAAF Chief Executive and UK AFCAR chairman said: "This is major achievement for the independent automotive aftermarket, and I would look to pay tribute to intense work of the UK AFCAR and its members, Neil Pattemore and our colleagues in FIGIEFA. I'd also like to acknowledge and thank CMA for their detailed understanding of the need to protect consumer choice and their commitment to working with UK AFCAR to ensure compliance of MVBERO."



OIL LOOK-UP TOOL CONTINUES TO EVOLVE

Our popular oil finder search tool has been updated to include Irish, commercial vehicle (CV) and agricultural applications to give customers the most up-to-date information and to cover the widest range of applications.

The new system adds lubricant data for HGVs, buses, coaches, agriculture and construction equipment, passenger cars and vans. A text search function has also been updated for the new categories, in addition to the drop-down menu, to provide even more ways for customers to find the right oil.

Top level search choices between categories are now made on the basis of large, clear icons, making the system quicker and easier to

use. Plus, our electronic trading with automotive aftermarket customers continues to evolve through common trading platform, PACT, meaning Exol can now connect with more than 2000 buyer locations across the UK.

The latest adaptation of the VRM oil finder is part of Exol's continued investment in the business to enable automotive customers to connect and trade with us in a more efficient way. Simply enter the vehicle registration on the Exol oil finder page to discover the correct oil for cars, vans – and now commercial vehicles and agriculture vehicles.



HEAVY DUTY ENGINE OILS SECURE LATEST ACEA SPECIFICATIONS

Our Taurus Euro Plus 10W-40 and Euro FE Plus 5W-30 heavy-duty engine oils have been upgraded to meet specifications in the ACEA 2022 Oil Sequences for Heavy Duty Engines and can now claim the new E8 and E11 sequences.

ACEA's new E8 and E11 replace the E6 and E9 specifications respectively, and the updated sequences cover both the historical needs of legacy engine technology, and incoming

needs identified by European vehicle manufacturers and original equipment (OE) manufacturers.

These latest upgrades show that they are future-proofed for the latest engine technology as well as satisfying the exacting criteria set out by ACEA, further demonstrating our credibility for producing high-quality engine and transmission oils for the commercial vehicle sector.



HAMMER TO FALL

Exol hammer grease is now available in 500g screw-in grease cartridges to meet demand in the heavy plant machinery market for high quality adhesive grease.

Hammer grease is specially developed using a blend of polymer and base oils, manufactured with a high temperature thickener containing a high level of graphite to extend lubrication periods.

It is designed particularly for hydraulic hammer lubrication and pin and bush type of applications, on large earth moving and general off-road heavy plant machinery.

Hammer grease is enhanced by the addition of laminar lubricating solids, and its adhesive properties resist water wash off. This product has also found use in the lubrication of open gears.



EXOL TECHNICAL EXPERTISE BY EMAIL & PHONE



All Exol products are supported by an experienced technical department and team of area sales managers.

Customers can call or email for technical support including lubricant application advice and recommended use of Exol products, problem solving, technical datasheets, sample analysis and on-site technical support can be booked.

Exol's technical department draws on over 60 years' experience in the oil industry and is here to help customers match the right product to the right application. They are also on hand where you have problems, or special requirements.

PRODUCT SPOTLIGHT!

Exol's heavy-duty Taurus GEO G240 (M448) is a high-end gas engine oil with diverse application characteristics. The low ash additive system has been developed to ensure rings, liners and valve seats do not suffer damaging wear and recession.

Strongly recommended in high output four stroke gas engines operating on landfill or digester gas, Taurus GEO G240 is formulated from ultra-high purity, low sulphur base oils and the latest in additive technology to provide excellent control of deposits, wear, oxidation,

nitration, and valve recession under the most severe operating conditions.

Offering extended oil life, Taurus GEO G240 features excellent anti-wear properties with reduced sludge formation and also has outstanding deposit control on pistons and valves.

Exol's power generation lubricants range encompasses sectors including natural gas, biogas, landfill and syngas, with several OEM approvals for major manufacturers such as INNO Jenbacher, MWM, and MAN.



SPECIFICATION UPGRADE FOR OPTIMA LSBM 0W-30

The specification of our Optima LSBM 0W-30 (M514) oil has been updated as part of our commitment to constantly advancing products to cover the ever-growing vehicle parc.

The upgraded oil's main additions are to cover Ford WSS-M2C950-A, which was previously only on Optima C2 LSF 0W-30, and also a new requirement, MB 227.61, which is a specific natural gas engine specification found in some Mercedes trucks and bus models, including the Eonic refuse collection vehicle and Citaro bus.

In addition, Optima LSBM 0W-30 is also recommended in applications from numerous manufacturers where a low SAPS, fuel saving engine oil with low-speed pre-ignition prevention credentials is required.

The upgraded Optima LSBM 0W-30 means we can also add two Fiat recommendations, 9.55535-DS1 and 9.55535-GS1 to our growing number of vehicle makes and models the oil covers.



MERCEDES BENZ APPROVAL OPTIMA C5 LSOV 0W-20

Optima C5 LSOV 0W-20 (M520) has received approval from Mercedes Benz to its 229.72 specification.

Optima C5 LSOV 0W-20 is a generation fully synthetic, low SAPS, fuel economy engine oil designed for use in a variety of modern petrol and diesel engine applications. It provides Low Speed Pre-Ignition (LSPI) protection and delivers significant levels of fuel economy in the latest OEM tests.

It is an ideal choice in hot running engines where its prevention of deposits keeps turbochargers in optimum condition and its carefully controlled SAPS levels protect after-treatment systems including petrol particulate filters.

Optima C5 LSOV 0W-20 (M520) is available in 20 litre or 25 litre drums, 205L barrels, 1000L IBC's and bulk tanker deliveries.



INTRODUCING TAURUS EURO XFE

We've launched a new product in our high-end Taurus Euro range, recommended for use in Scania- and MAN-engined heavy commercial vehicles.

Taurus Euro XFE 5W-20 (M542) is a fully synthetic engine oil delivering improved fuel consumption, compatibility with after treatment systems such as diesel particulate filters (DPFs) and selective catalytic reduction systems (SCRs), and outstanding thermal and oxidative stability.

The latest product development features a combination of synthetic base stocks and performance additives, blended to an SAE 5W-20 viscosity grade. Taurus Euro XFE provides extended oil drain intervals, even in severe on-highway operating conditions.

Taurus Euro XFE 5W-20 is recommended for use in certain Euro 6-certified Scania and MAN engines, fitted to trucks and buses. These include Scania DC13 173, 174, 175 and 176 engines, as well as MAN D26 and D38 units.

AGRICULTURAL REVIEW



FIND YOUR
PERFECT
OIL

With the arrival of autumn we take a look back at how the spring and summer season has been for the agriculture industry. Exol's area sales manager and agriculture specialist, John Kirkwood gives his thoughts on the market.

The season has been very mixed. The dry spell in late May and June allowed farmers to get the first cut silage and hay made in record time, but the wet July and August meant it was a bit of 'snatch and grab' for the second and third cut silage.

Early harvest in the South suffered with the poor weather but the nice start to September allowed farmers to roar ahead - and the farmers in the North began to catch up.

With weather patterns like this, when the forecast says that there are two or three dry days everyone is flat out trying to get their crops in. This puts a major strain on machinery as the last thing you want to happen is to have a breakdown when the sun is shining. That's where Exol comes in, our 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.

Farm machinery has become so expensive that it makes good financial sense to take care of your investment. Oil costs around two percent of the running costs of a tractor, but the oil affects more than half of the components which keep a tractor working – engine, transmission, hydraulics and axles.

Over the past 10 years there's been a trend for farmers to move to larger horsepower tractors but have fewer of them. This allows

them to cover more acres with fewer machines and less staff – meaning lower costs. For many jobs, contractors are now used as the capital cost of the machinery is beyond the reach of most farmers, and again cuts down the need for more staff.

Years ago there would be eight to ten extra men required for hay making. Now one man can do the same job - and quicker - with £100,000 of machinery!

Exol's Optifarm UTTO is by far the biggest seller in the market as it can be used for the transmission and hydraulics of upwards of 90% of the tractor manufacturers. This year we've noticed a change with customers moving from our Taurus SHPD E7 15w/40 engine oil to our Taurus SHPD E9 15w/40. This is because many farms now have a new tractor which uses AdBlue. This means that the engine oil also needs to be updated to help protect sensitive after-treatment systems.

Exol also recently introduced Optifarm HP to the range which is used axles and transmissions. This new product eliminates squawk in oil immersed brakes and extends equipment life.

Over the past 25 years, oil changes intervals have been extended from 150 hours to some tractors now requiring an oil change every 750 hours. That's an increase of over 500 percent.

In the same time, the cost of machinery has increased. Looking after this machinery is more important than ever and a regular oil change with the correct oil will extend the life of the machinery and avoid expensive breakdowns.

AGRICULTURAL & OFF HIGHWAY RECOMMENDATIONS



OPTIFARM LV UTTO - A048 Universal Tractor Transmission Oil

API GL-4, VOLVO WB 102 (97304), WB 101 (97303), JOHN DEERE J20D, J20C, J20B, J20A, MASSEY FERGUSON M1145, M1143, M1141, M1135, CASE NEW HOLLAND MAT 3540, MAT 3526, MAT 3525, MAT 3505, CASE MS 1206, MS 1207, MS 1209, MS 1210, NEW HOLLAND NH 420A, NH 410B, ZF TE-ML 03E, 05F, 06K, 17E, KUBOTA SUPER UDT, UDT, VALTRA G2-08, ALLISON C-4, CATERPILLAR TO-2, FORD M2C134-D, M2C86-B, KOMATSU AX080



OPTIFARM UTTO - A006 Universal Tractor Transmission Oil

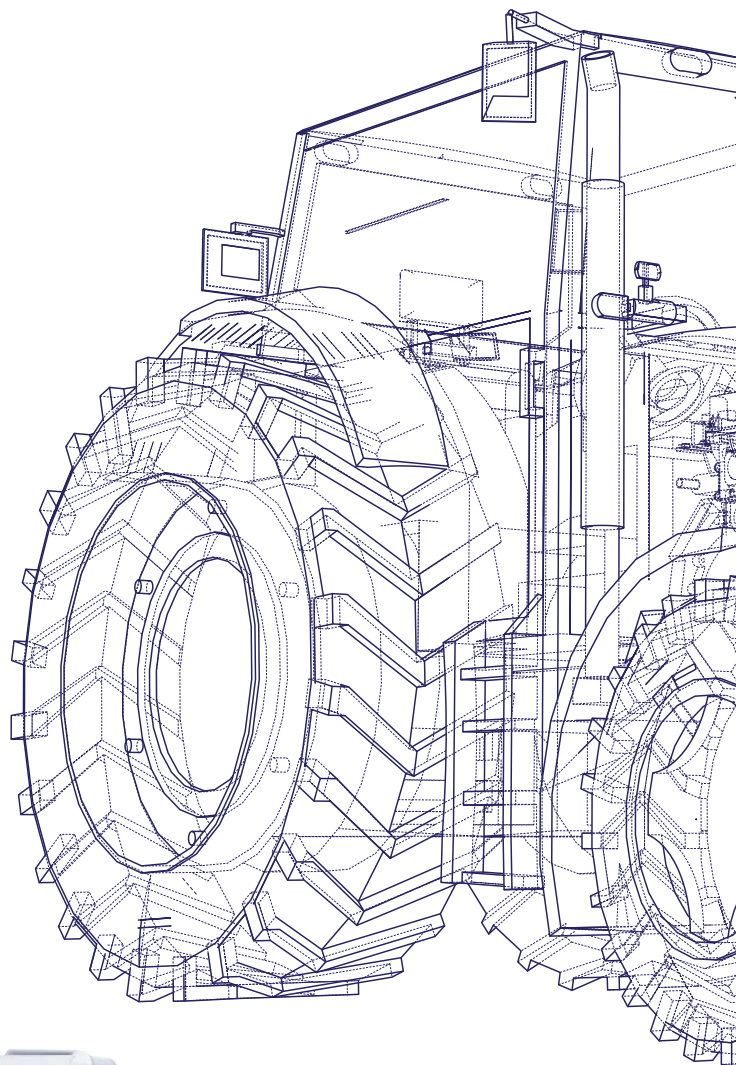
API GL-4, JOHN DEERE J20C, J20A, MASSEY FERGUSON M1145, M1143, M1141, M1135, CASE MAT 3525, MS 1206, MS 1210, NEW HOLLAND NH 420A, NH 410B, VOLVO WB101, 97303, FORD ESN-M2C134-D, ESN-M2C86-B, ZF TE-ML 03E, 05F, 06E, 06F, 06K, 17E, 21E, 21F, KUBOTA UDT, ALLISON C-4, CATERPILLAR TO-2, VALTRA G2-08, G2-B10

Also available Optifarm UTTO dyed red – A027



OPTIFARM HP - A051 Specialised High Performance Tractor Transmission Oil

API GL-4, FORD ESN-M2C 41-B, 132-D, JOHN DEERE JDM J20C, MASSEY FERGUSON CMS M1141, M1143, M1145, CATERPILLAR TO-2, CASE MS 1207, 1209, 1210, WHITE NEW IDEA Q-1802, Q-1826, ALLISON C-4



ULTRAMAX 46 - H008 Mineral Hydraulic Oil

DIN 51524 PART 2, CATEGORY HLP, ISO 6743/4, CATEGORY HM, DENISON HF-2, TP-02100 FILTERABILITY TEST, SPERRY VICKERS M-2950-S, I-286-S, AFNOR NF E 48-600, THYSSSEN TH N-256132, US STEEL 127, SEB 181.222, VDMA 24318



EXCELLENCE IN LUBRICANTS



**FIND YOUR
PERFECT OIL**



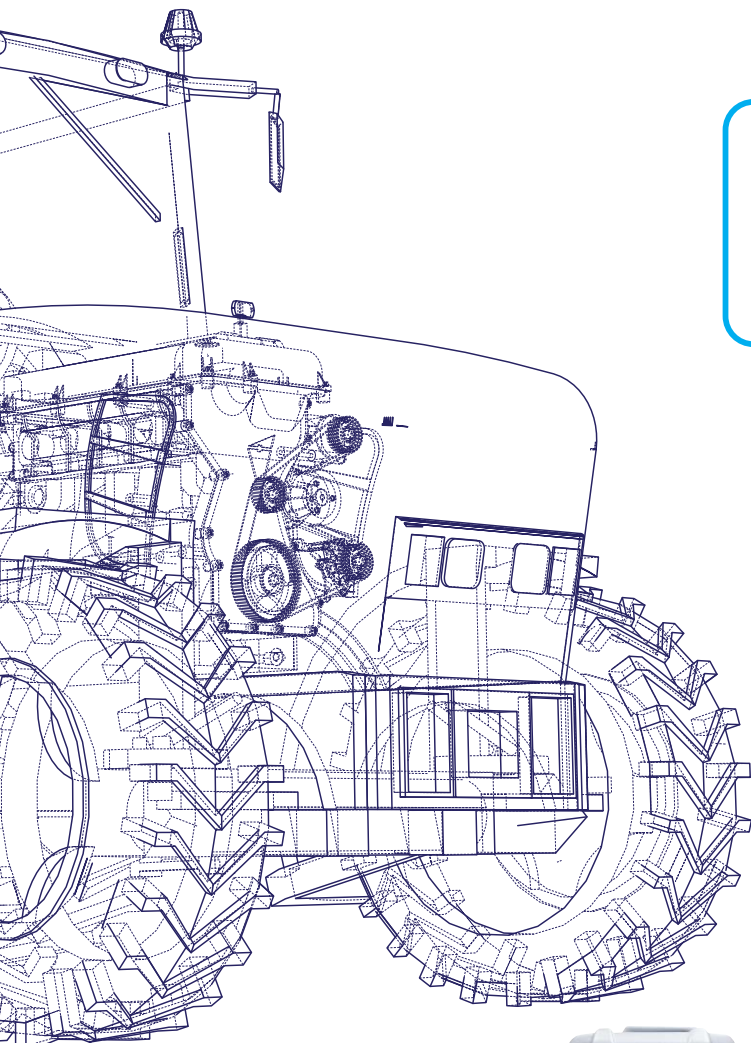
Est. 1984



OPTIFARM ULTRA SS 10W-40 - M427

Super Universal Tractor Oil

STOU SPECIFICATIONS: MASSEY FERGUSON M1145, M1144 ZF TE-ML 03A, 06B, 06C, 07B, 07D UTTO SPECIFICATIONS: MASSEY FERGUSON M1145, M1143, JOHN DEERE J20C, FORD M2C134-D GEAR & TRANSMISSION SPECIFICATIONS: API GL-4, ALLISON C4, CATERPILLAR TO-2, AFNOR NFE 68603 E ENGINE SPECIFICATIONS: ACEA E3, API CG-4, CF-4, CF, CE/SF, MB 227.1, MAN 271, FORD M2C121-B, CCMC D4, MILITARY MIL-L-2104D



TAURUS SHPD E9 15W-40 - M408

Premium Low SAPS Engine Oil

ACEA E11/E7, API CK-4/SN, CUMMINS 20086, DAIMLER TRUCK DTFR 15C100 (MB 228.31), MAN M3775 & M3575, MTU TYPE 2.1, RENAULT RVI RLD-3 & RLD-4, VOLVO VDS-4.5, CATERPILLAR ECF-3, JASO DH-2, DEUTZ DQC III-10LA, DETROIT DIESEL DFS 93K222, FORD WSS-M2C171-F1, MACK EO-S-4.5, ALLISON TES-439



TAURUS SHPD E7 15W-40 - M363

Mineral Engine Oil

ACEA E7, A3/B3, A3/B4, API CI-4, CF, SL, MB 228.3, 229.1, CUMMINS APPROVED CES 20078, CES 20071/72/76/77, MAN M3275, MTU TYPE 2, MACK APPROVED EO-N, EO-M PLUS, VOLVO APPROVED VDS-3, RENAULT RVI APPROVED RLD-2, RLD, GLOBAL DHD-1, ZF TE-ML 04C/07C, CATERPILLAR ECF-2, ECF-1-A, ALLISON C4, DETROIT DIESEL DDC 93K215, JASO DH-1, DEUTZ DQC III-10



TAURUS SHPD E9 10W-30 - M432

Premium Low SAPS Engine Oil

ACEA E11/E7, API CK-4, CUMMINS 20086, DAIMLER TRUCK DTFR 15C100 (MB 228.31), MAN M3775 & M3575, MTU TYPE 2.1, RENAULT RVI RLD-3 & RLD-4, VOLVO VDS-4.5, CATERPILLAR ECF-3, JASO DH-2, DEUTZ DQC III-18LA, DETROIT DIESEL DFS 93K222, FORD WSS-M2C171-F1, MACK EO-S-4.5



ULTRAMAX MG 46 - H017

Mineral HVI Hydraulic Oil

DIN 51524 PART 3 CATEGORY HVLP,
DIN 51517 PART 2, ISO 6743/4 CATEGORY
HV, SPERRY VICKERS M-2950-S & I-286-S



EXOL RECOMMENDATIONS

JCB CODE	JCB HYDRAULIC	EXOL CODE	EXOL HYDRAULIC
4002/2800	JCB HYDRAULIC FLUID UP 32	H214	ULTRAMAX ECO AF 232
4002/2000	JCB HYDRAULIC FLUID OP 46	H017	ULTRAMAX MG 46
4002/2700	JCB HYDRAULIC FLUID OP 68	H018	ULTRAMAX MG 68
4002/2700	JCB HYDRAULIC FLUID EP 46	H017	ULTRAMAX MG 46
4002/0500	JCB HYDRAULIC FLUID HP 15	H107	ULTRAMAX MG 15
4002/1000	JCB HYDRAULIC FLUID HP 32	H006	ULTRAMAX 32
4002/0800	JCB HYDRAULIC FLUID HP 46	H008	ULTRAMAX 46
4002/0700	JCB HYDRAULIC FLUID HP 68	H009	ULTRAMAX 68
4002/0700	JCB HYDRAULIC FLUID BIODEGRADABLE	H193	ULTRAMAX SE46
JCB CODE	JCB ENGINE	EXOL CODE	EXOL ENGINE
4001/2900	JCB ENGINE OIL UP 15W40	M408	TAURUS SHPD E9 15W-40
4001/3000	JCB ENGINE OIL UP 10W30	M432	TAURUS SHPD E9 10W-30
4001/3100	JCB ENGINE OIL UP 5W30	M502	TAURUS EURO FE PLUS 5W-30
4001/2800	JCB ENGINE OIL OP 15W40	M363	TAURUS SHPD E7 15W-40
4001/1800	JCB ENGINE OIL EP 15W40	M097	TAURUS SHPD E7 15W-40
4001/2700	JCB ENGINE OIL EP 5W40	M488	TAURUS FS 5W-40
4001/1500	JCB ENGINE OIL HP 15W40	M099	OPTIGUARD 15W-40
4001/1700	JCB ENGINE OIL HP 10W30	M111	OPTIGUARD 10W-30
4004/0300	JCB UNIVERSAL AGRICULTURAL OIL	M080	OPTIFARM ULTRA 10W-30
JCB CODE	JCB TRANSMISSION	EXOL CODE	EXOL TRANSMISSION
4004/5100	JCB GEAR OIL EP 80W90	G014	ATHENA PROGEAR HD 80W-90
4000/0600	JCB GEAR OIL EP 85W140	G017	ATHENA PROGEAR HD 85W-140
4000/2200	JCB GEAR OIL HP PLUS	A051	OPTIFARM HP
4000/0300	JCB GEAR OIL HP 90	G016	ATHENA PROGEAR HD 90W
4000/6300	JCB TRANSMISSION FLUID OP	M427	OPTIFARM ULTRA SS 10W-40
4000/2500	JCB TRANSMISSION FLUID EP 10W	A012	TRANSMISSION TO-4 SAE 10W
4000/2600	JCB TRANSMISSION FLUID EP SAE 30	A014	TRANSMISSION TO-4 SAE 30
4000/0200	JCB TORQUE CONVERTOR FLUID	M305	OPTIGUARD 30
4000/2300	JCB HP UNIVERSAL ATF	A020	AUTOTRANS D III
JCB CODE	JCB GREASE	EXOL CODE	EXOL GREASE
4003/2000	JCB SPECIAL HP GREASE	Z104	LITHIUM COMPLEX HV2 LS
4003/1500	JCB SPECIAL MPL-EP GREASE	Z005	LIBRA EP2
4003/1300	JCB EXTREME PERFORMANCE MOLY GREASE	Z008	LIBRA EP2M
4003/1100	JCB SPECIAL HAMMER GREASE	Z055	HAMMER GREASE

The above Exol lubricants recommendations are based on information available at the time of printing and are given for information only without endorsement. For the latest advice on Exol Lubricants products, please contact our technical department.

BRAND AWARENESS GROWING IN LATVIA

Sars Auto, Exol's distributor in Latvia, has highlighted its marketing efforts in the country as it continues to grow brand awareness.

The sponsorship includes supporting the return of the Rally Cesis with Exol on hand to support the drivers on and off the racetrack.

Sars Auto has also sponsored the Latvian men's and women's volleyball teams. The sport is growing in Latvia, with both teams hoping to finish in the top three of the national leagues this year.

Finally, Sars Auto will be supporting Disc Golf, a community sport which offers players a chance of winning Exol gift cards so they can find the best oil for their vehicles.

Paul Eastwood said: "It's great to see our distributors grow the Exol brand in their own country, showing off our product quality, whilst supporting local communities."

Reinis Furmanis of Sars Auto adds "We like to show our support to the local community as well as getting the Exol brand name – and product quality - out there in Latvia."



EXOL-POWERED ENDURANCE RACING TEAM COMPLETES 25-HOUR RACE

A racing team using Exol Lubricants completed the IDEMITSU 1500 Super Endurance 2022, a 25-hour long race at the Buriram International Circuit, in north-eastern Thailand.

The NS Max Taker ISR Racing Team, run by Exol's Thailand distributor, Shinsiri, finished 5th in the Super NZ class and 25th of 64 finishers overall in their Toyota Vios touring car, completing 609 laps.

Paul Eastwood said: "It's great to see racing teams more frequently using Exol's high-end range of lubricants and coolants in highly demanding racing environments, and what better platform to prove Exol's enduring capabilities than a 25-hour long race.

"Even getting to the finish line of a 25-hour race is an incredible

achievement, let alone securing a top-five finish in class. Congratulations to the whole team."



Kobchai Chinthamraks, owner of Shinsiri, exclusive distributor of Exol Lubricants in Thailand, said: "Unlike many of our competitors using Ester-based and race specific engine oils, we wanted to use a product that is available to all our customers. Racing with Optima C3 LSX 5W-40 was an easy decision and I think the results speak for themselves."

The team of four drivers completed over 600 laps of the internationally recognised 4.5km Buriram circuit, with Exol Lubricants' Optima C3 LSX 5W-40 delivering optimum performance for the demanding racing circuit setting.

GAMA OIL MAKES NEW INVESTMENT

Exclusive distributor of Exol in Bulgaria, Gama Oil, has made a significant investment in its staff and facility to ensure it leads the way in product distribution in the eastern European market.

The investment, worth over 500,000 €, has seen Gama Oil's premises in central Bulgaria expand to increase stockholding capabilities, with a new headquarters comprising two buildings being completed in July 2022.

The buildings provide a combined 540m² of storage and includes offices and a warehouse for up to 200 tons of Exol product. Gama Oil's expanded stockholding capability means it can offer the full range of products for automotive, agricultural, heavy duty and mining machinery, and meet the needs of recent increased demand for cutting fluids and hydraulic oil.

As well as expanded premises to help position Gama Oil as the leading premium distributor of Exol in the Bulgarian market, the company is bolstering its team, with its current eight members of staff expected to grow, to help support customers' needs.

Hristo Petkov, general manager at Gama Oil, said: "Exol has always supported our work here, managing to satisfy the needs of products in every sector, assisting technically in matters related to the correct use of the products and their application and responding extremely quickly to all the challenges and needs of the market here."

As part of our commitment to overseas distributors, export sales manager, Paul Eastwood, makes regular visits to provide continuous support to both the distributor and its local customers.



Eastwood comments: "It's fantastic to see the investment Gama Oils has made to establish themselves as a premium distributor of Exol oils and support customers across Bulgaria."

"Exol has always supported our work here, managing to satisfy the needs of products in every sector, assisting technically in matters related to the correct use of the products and their application and responding extremely quickly to all the challenges and needs of the market here."

SUPPORTING CUSTOMERS ACROSS THE GLOBE

Exol Algeria welcomed Exol's technical director Paul Timmis and export sales manager Paul Eastwood to its plant in the north of Algeria in September.

Exol Algeria is set to expand its range of high-quality Exol products for the automotive and industrial markets, while also streamlining additive packs to ensure maximised stockholding of the most popular grades.

Paul Eastwood said: "It was fantastic to travel to Algeria and meet Exol Algeria for the first time since the Covid pandemic, and see the steps they've taken to reinforce their position as leading oils and lubricants distributors in the north African market."



The meeting exemplifies our commitment to our export customers globally, providing technical support and detailing future innovation.

EXOL TAKES TO THE STAGES OF THE HISTORIC RALLY CHAMPIONSHIPS

We are the official lubricants partner for the Historic Rally Car Register (HRCR) for the 2023 MINI Sport Cup and Stage Masters Challenge seasons.

The HRCR's two championships offer competitors a calendar of high-octane events on a mixture of surfaces across the UK, with the MINI Sport Cup open to all Mini and Mini derivatives built up to the end of 1990, and the Stage Masters Challenge open to any vehicle registered before the end of 1990.

Steve Dunn said: "We're delighted to be the official lubricants supplier to the championships. Exol has a strong affinity with rallying, having already proven itself with Kieran Hankin in the MGJ Circuit Rally Championship, and now we're looking to expand our involvement in motorsport to showcase our high performance credentials."

Exol has delivered its Optiguard 20W-50 (M166) to each of the competing crews for their use across the season plus a bonus prize for the championship winner in each category.



CHARITY VINTAGE CAR TOURS SUPPORT

Exol has supported Bognor Regis Motor Club's latest charity classic car tours (Triple C) event, raising funds for Ovarian Cancer Action, and Mesothelioma UK. with the donation of Optima engine oils.



The event took place in April, with a route between Puckrup Hall Hotel in Tewkesbury, and the finish in Tetbury, taking in the countryside roads of Gloucestershire and Worcestershire.

Ali Green, clerk of the course for the Triple C, said:

"As a club we run various charity events involving classic cars. If you've got a classic car, then you'll need to perform frequent oil changes, so we're delighted that Exol has offered us some products to support the event and our fundraising activity."

"We had a brilliant response to this year's Triple C event with 40 crews registered to raise vital funds for our chosen charities. In order to help offset carbon emissions from the event, we also arranged a donation to local wildlife trusts."

SEE US BACK ON THE RUGBY PITCH

We are returning to the rugby pitch for the 2023/4 season after agreeing a sponsorship package with Bromsgrove Rugby Club.

Our logo will feature on the front of the first men's team's shirt as Bromsgrove compete for promotion again from the Regional 1 Midlands league, the fifth tier of England's RFU league pyramid.

Steve Dunn, at Exol, said:

"We are delighted to support Bromsgrove RFC as they compete for promotion again. We have great cohesion with local sports clubs, and it is a way for us to not only promote Exol as a leading lubricants supplier but also help futureproof clubs and invest in their future success."

Beverley Haynes, commercial officer at Bromsgrove RFC said: "We're delighted that Exol Lubricants will support the club. Bromsgrove is a proactive club that does lots in the community, such as out of season charity fundraising.



We'd like to win the league and that would result in promotion to National League Two.

"Exol's sponsorship allows us to future proof the club and invest in both the game and our players for future success. Everything is raised through sponsorship, so we're working hard to push forward to gain more exposure for our commercial partners."

MOTO X FOR EXOL

Exol will be sponsoring sixteen-year-old Enduro rider, Kealan Harvey, for 2023, with his KTM 150 Enduro bike running on Optima Racing Two Stroke (M124) oil and our logo seen on his motocross bike and racing kit.

Kealan has been riding since he was six when he received his first bike, and his love of competing in the sport began in 2020 where he rode in his first enduro event in Wales.

The young rider kicked off this season placing ninth overall in the Welsh Open Sprint and getting consistent top tens in the Welsh Youth Hare and Hounds Championship. He also placed first in the 'Clubman A' at the Ben Saville Memorial event at Rogershill Raceway in Dorset.

Discussing the importance of using a high-quality brand of oil such as Exol when racing, Kealan comments: "Good quality oil is essential because it ensures the bike can perform at the highest level without causing engine damage. Some races are four hours long, so a good oil allows me to perform well on the track!"

Paul Eastwood says: "We are committed to building on our already successful motorsport sponsorships, and it's important for us to show our support to young British talent like Kealan. "The motocross circuit is a great proving ground for our oil to ensure riders it delivers high engine performance every time!"



DANI FOX FINISHES JET SKI CHAMPIONSHIP ON A HIGH

Exol-sponsored 18-year-old JSRA British Jetsport Championship jet skier Dani Fox finished her 2022 season in fifth place after a closely fought campaign on the water.

With our Optima Racing Two Stroke oil keeping her 80-horsepower Kawasaki jet ski moving, which is capable of up to 50 miles per hour on the lakes, Fox raced up the Ski Lites leader board this season to fifth place. The young rider also made waves in the Vintage X2 Class for the first time – and is hoping to race in this class again next year along with Ski Lites.

Dani Fox comments: “Using quality oil is important to me when racing especially when the ski is running at high RPM on the long straights. Exol oil gives me confidence in the engine because since using it I have had no issues and my ski has run great.”

Steve Dunn said: “We’re pleased to support an up-and-coming racer like Dani, going from strength-to-strength during the season and align ourselves with such a visceral and high octane sport like jet ski racing. We’re looking forward to continuing to support Dani in 2023.”



EXOL-SPONSORED TAYLORS TRUCKSPORT GOES TO EUROPE

Exol and Chemodex continued to sponsor Taylors Trucksport Racing as the team competed for the first time in the European Truck Racing Championship (ETRC) in 2023.

Taylors Trucksport Racing is headed up by veteran driver, and fleet engineer, Mark Taylor, who stepped up following five successful seasons in the British Truck Racing Championship (BTRC) to the European series.

Our transmission, hydraulic, gearbox and steering oil and lubricants feature on board Taylor's racing truck, keeping the vehicle's key components working at high performance.

Mark Taylor, driver at Taylors Trucksport Racing, said: “Moving to the European series this year offered us a brand-new challenge, racing with drivers in the top flight of truck racing in longer, more demanding races.”



MADE IN THE MIDLANDS AWARDS 2023 FINALISTS!



Exol was shortlisted as a finalist in the Export Award category at this year's Made in the Midlands awards, in recognition of our excellent global customer service, international presence and export growth.

Now in its thirteenth year, Insider Media's Made in the Midlands awards celebrates the region's world-class manufacturing sector.

Steve Dunn, Exol Lubricants:

"We've worked hard to cement our position as one of the fastest growing lubricants companies, as well as one of the biggest exporters within the region."

Exol was the only business shortlisted in the category from the automotive, commercial, agricultural, industrial, of highway and rail sectors, further underlining our position as the UK's No. 1 independent lubricants company.

The judges said: "We saw a range of impressive international trade strategies being put forward. After the challenges of Brexit, Covid and chip shortages, it was heartening to see companies that had got their exporting mojo back."

Steve Dunn comments: "We are delighted to have our export efforts acknowledged in such well-known awards and we're pleased to have reached the final again. We've worked hard to cement our position as one of the fastest growing lubricants companies, as well as one of the biggest exporters within the region."

The winners were chosen from 10 categories including Manufacturer of the Year, Apprentice of the Year, Food and Drink Award, Automotive / Rail / Aerospace Award and the Export Award. Each shortlisted company was judged by an independent panel, with the winners announced at an awards ceremony which took place on May 4, at the Burlington Hotel, Birmingham.

FLEET EXPANSION CONTINUES

We've added more new Scania trucks to our fleet to upgrade with state-of-the-art transport ensuring timely deliveries, every time.

Our fleet of heavy goods vehicles is continually refreshed to ensure deliveries can be carried out with no interruptions due to breakdowns, and that fuel efficiency is maximised, amid a push to be as environmentally friendly as possible. Our fleet of delivery vehicles comprises a mix of dual-purpose vehicles and large tanker trucks to facilitate delivery of bulk orders ranging from 500 litres to 32,000 litres in one vehicle. The latest delivery fleet for the road is complemented by the use of waterways by the Exol barge, in the operation of the most environmentally friendly way of transporting raw materials from Hull to its bulk blending plant in Rotherham.



JODY AND PETER CELEBRATE 20 YEARS!

Congratulations to both Jody Bissek and Peter Bond who have been at Exol for 20 years!

Goods In Manager Peter started at Exol as an HGV driver, and after 12 months on the road he was pulled into the office to cover a route planner role for two weeks - and he never left the office! Peter took on the position of Distribution Manager for the next 17 years and most recently was promoted to Goods In Manager.

Peter comments: "I enjoyed my time on the road, but I always wanted to progress and Exol has allowed me to do that since moving into the office. I love my job, especially the people I work with. They've made my time here so great!"

Customer Service Administrator, Jody, adds: "My colleagues and our customers are what makes working at Exol so great! There's never a dull moment - and I love being part of a constantly evolving brand."

We'd like to thank Peter and Jody for all their hard work and dedication over the last 20 years.



EXOL'S CYCLING TEAM TACKLES ETAPE LOCH NESS



The WSCC cycling squad took to the picturesque roads surrounding Loch Ness in April for the 2023 Etape Loch Ness, a 66-mile mass participation cycling sportive.

Based in Inverness, the circular, closed-road route around the famous Loch takes in arduous climbs, including a King of the Mountain segment featuring an almost five-mile climb gaining 380 metres in height with gradients of up to 12 percent.

The team who tackled Etape Loch Ness was made up of Exol's export sales manager Paul Eastwood, plus Jack Appleton, Andy Turner, Pete Tickle, John Pietsch and Ben Pearson. Various Exol customers across Scotland were also on the start line and joined Exol's WSCC for the tough event. More information on the team's and Exol customers' success during Etape Loch Ness can be found on our social media channels.

DID YOU KNOW?...

In 2024, **Exol turns 40** and we're counting down to our anniversary by looking back at how the world was when Exol launched 40 years ago.



DID YOU KNOW?...

Exol was founded nearly 40 years ago



DID YOU KNOW?...

The most popular vehicle in 1984 was the Ford Escort



DID YOU KNOW?...

The Leyland Roadrunner was launched in 1984 and fast became the most popular truck



DID YOU KNOW?...

"Do they know it's Christmas" was the best selling song in 1984



DID YOU KNOW?...

The first Apple Macintosh personal computer went on sale in 1984



DID YOU KNOW?...

In May 1984 Liverpool won the European Cup

FOLLOW EXOL LUBRICANTS ON:



EXCELLENCE IN LUBRICANTS

CONTACT EXOL LUBRICANTS LTD

Head Office: All Saints Road, Wednesbury, West Midlands, WS10 9LL.

Bulk Blending Plant: Stevenson Wharf, Northfield Road, Rotherham, S60 1RR.

Tel: +44 (0) 121 568 6800 Fax: +44 (0) 121 568 6720

Website: www.exol-lubricants.com

Twitter: @ExolLubricants Facebook: facebook.com/exol.oils

