

fluid

The Newsletter of Exol Lubricants Ltd



EXCELLENCE IN LUBRICANTS

Issue 6 | 2017

News & Information from the UK's largest independent lubricants blender



Exol - the driving force behind you...



Rooster Racing
Exol aims for team success



Pride of Britain
Barge wins award



New! Tank Sensors
24/7 oil monitoring

Inside Fluid - what's new at Exol Lubricants

Welcome to the latest edition of Fluid, the newsletter from Exol Lubricants. Throughout this issue, you'll find lots of useful information about a range of products and services available from Exol, but also information affecting the many industries in which we operate. This issue features news on MOT proposals, apprentices and our new tank monitoring solution, which offers you 24/7 control of your oil supply.



MOT proposals

The options being proposed by the DVSA in relation to MOT testing are as follows:

- To keep the current period for vehicles requiring a first MOT at 3 years, with no change
- To increase the age all vehicles get their first MOT from 3 to 4 years
- To increase the age cars and motor cycles get their first MOT from 3 to 4 years, but keeping it at 3 years for vans in classes 4 and 7.



Tank Monitoring Solution

- Innovative sensor uses ultra-sonics to measure the levels in your tank population
- It transmits the information to the Sensor data centre via a built-in SIM card
- The data is then hosted and distributed daily or weekly via multi-platform mediums - choose which platform suits your business best 24/7 app monitoring, increasing traceability and improving stock check.



Fluid Check evolves

Fluid Check provides effective fluid analysis management to help you make the most of your oil condition monitoring programme while eliminating the risk of machines / applications failing prematurely as contaminant and wear issues can be quickly identified.

A number of improvements have been made to the system, notably its function and performance of graphical information presented to the user.

“Chemodex has been working with Exol for 30 years. The technical department goes above and beyond to assist us with any queries. What sets Exol apart is its all-round expertise, ensuring that everything from the company, from product support to customer service is at its highest”
Matt Armstrong, Operations Manager, Chemodex

Free technical support...

Exol's technical department has more than 60 years of experience in the oil industry, helping to advise customers on which oil to use and in what application on a daily basis.

Exol's technical support program is supported by our new updated R&D laboratory at our Wednesbury head office.

Technical Support Initiatives:

- Lubricant advice by phone, website and VRM Look Up
- Recommendation on the correct use of our products
- Lubrication problem solving
- Product information
- Material Safety Datasheets (MSDS) support
- Sample analysis on all lubricants through Fluid Check program

Follow Exol's Rooster Racing in 2017 Championship

"We're delighted to continue our sponsorship with Rooster Racing and will be on hand to offer our full support throughout the season"



Exol's sales director Steve Dunn with Rooster Racing driver Luke Taylor

Exol will once again be powering Luke Taylor in his Rooster Racing Truck for 2017. What's more, Exol is giving away a number of tickets for customers wishing to attend championship races.

We will once again be sponsoring Rooster Truck Racing and driver Luke Taylor in 2017's British Truck Racing Championship (BTRC).

After a successful season of sponsorship during the current 2016 campaign, we will continue to support Rooster Truck Racing as Taylor revives his championship hopes in the new year. Rooster Racing uses Exol products and the brand's exceptional quality can help push the truck to glory in 2017.



We're delighted to continue our sponsorship with Rooster Racing and will be on hand to offer our full support throughout the season.

This collaboration will continue to maximise Exol's exposure and highlight the quality of our range of premium lubricants for the CV industry.

If you are interested in attending the races, please contact your Exol sales representative.

BTRC championship dates

Pembrey 22nd-23rd April

Thrupton 3rd-4th June

Nogaro 23rd - 24th June (Non BTRC championship race)

Nurburging 1st - 2nd July

Donnington Park 22nd- 23rd July (10 truck races)

Lydden Hill 5th - 6th August (Demonstration - a non-championship fun event)

Snetterton 9th - 10th September

Pembrey 14th - 15th October

Brands Hatch 4th - 5th November (10 truck races)

CBOA 'award of excellence' for Exol's use of waterways

Exol has won the Award of Excellence from the Commercial Boat Operators Association (CBOA) for its economic commitment to the waterways.

The award was presented to Exol sales director and IAAF CV Committee chairman Steve Dunn at the FTA Multimodal awards, held at the Vox, Resorts World, in front of more than 600 guests.

The CBOA said it recognises our 'vision, commitment and good business sense' in using barge transport, having recently introduced our new barge, Exol Pride, to the North East waterways to transport raw materials from the port of Hull to our bulk-blending plant at Rotherham, Yorkshire.

David Lowe, CBOA chairman, said: "The Award of Excellence – CBOA's highest honour – acknowledges Exol's significant contribution towards developing inland waterway transport in the UK and promoting this means of shipping within its industry. Many congratulations to the company."

We have become a recognised user of the waterways, leading the oil and lubricants market by investing in the environmentally-friendly alternative to transport large loads.

This continued investment in the waterways is part of our larger strategy of reducing our carbon footprint and exploring ways to protect the environment.

We're delighted to receive such prestigious recognition from CBOA and will continue to develop our contribution to barge transport.



David Gower OBE presenting the award to sales director Steve Dunn



"The award acknowledges Exol's significant contribution towards developing inland waterway transport in the UK"

David Lowe, CBOA chairman



Maktec Marine joins Exol distributorship

Maktec Marine has become an official distributor of Exol's high quality approved lubricants.

Based in the UK with agents globally, Maktec Marine are known as senior consultants, supervisors and managers of large international marine and industrial machinery projects, able to quickly identify a company's requirements and now able to supply and test any specification of oil for all types of application.

Maktec has accumulated a wealth of experience in the maritime and power generation industries, delivering and promoting innovative cost-effective solutions for more than 20 years and its fully authorised dealership of Exol oils is another example of the company's business growth.

After been involved in case studies and carrying out extensive research, Maktec has found that the majority of failures are oil related such as oil starvation, fuel dilution or incorrect filtration.

As a result, it has embraced Exol's Fluid Check service, the market-leading complete fluid analysis programme for monitoring all types of fluid lubricated and insulating oil systems.

Vessel owners and operators must ensure their vessels remain on schedule, efficient and meet legal requirements. Maktec will promote Fluid Check, encouraging customers that samples sent will have a report within 24hrs of receipt, ensuring the product meets the approved specification and is working as it should or if fault identified process offered to reduce risk to the machinery.

This programme will help Maktec customers to reduce unplanned downtime and unnecessary oil changes, identify excessive fuelling and contamination, extend oil drain intervals, and detect future failures before they happen.

Mark Cornforth, technical director of Maktec Marine, said:

"Maktec was looking for a premium brand to support our customers and offer a quality product at reasonable cost. Exol was chosen as it is an established expert in this field and has a name in excellence that we felt follows our professional standards and business strategy.

"We are excited about becoming an authorised distributor and being a technical advisor to Exol. We feel our joint expertise provides the marine industry with alternatives that have never been seen before."

VLS outlines activity in lubricants market

Exol Lubricants, as part of its commitment to bringing greater transparency to the lubricants market, is a member of the Verification of Lubricant Specifications (VLS) organisation.

VLS is a subsidiary company of the United Kingdom Lubricants Association (UKLA) and is committed to promoting the importance of lubricant quality and performance specifications in the UK. It provides a credible and trusted means of verifying lubricant specifications and has embarked on a drive to raise awareness and educate at both consumer and trade levels.

The remit of VLS also includes responding to complaints about lubricants products by independently investigating and checking compliance to industry standards and performance claims within the UK marketplace, and engaging with market participants.

UEIL clarifies approvals

Some months ago, UEIL was informed by several members that OEMs from three different sectors (Cars, Trucks, Engines and Power Systems) had stated that lubricant manufacturers had to get their products formally approved if they wished to refer to their specifications on Technical Data Sheets, packaging etc.

A lubricant manufacturer who produces a lubricant that fully meets the requirements of a technical specification can indicate on their documentation that the product meets this specification.

An OEM cannot oblige a lubricant manufacturer to go through an approval procedure in order to do this. It can only prevent a lubricant manufacturer from claiming his product has formal approval if it is not the case.

MoT proposal - reaction

Trade Bodies react against frequency changes

The Independent Automotive Aftermarket Federation (IAAF) says that proposals to extend the MOT test from three years to four for newer vehicles are fraught with danger.

With proposals to extend the frequency of MOTs currently at the consultation stage, the IAAF is highlighting the dangers involved and the risks that threaten driver safety.

The government is promoting the move in a positive light, claiming motorists could save up to £100m a year, but the IAAF is arguing that this could lead to an increase in road accidents and fatalities as there will be no formal inspection of a vehicle's road worthiness for a further 12 months.

By extending the test frequency there will more non-roadworthy vehicles on the

road for a further year with no official mileage or emissions recorded until after four years. The federation is working alongside other industry bodies to combat the unwelcome legislation and protect the safety of all road users and the future of the automotive aftermarket.

Wendy Williamson, IAAF chief executive, said: "The current test frequency is both safer and more cost effective for motorists. If these new proposals come into force we strongly anticipate an increase in defective vehicles on UK roads and all the statistics support this prediction."

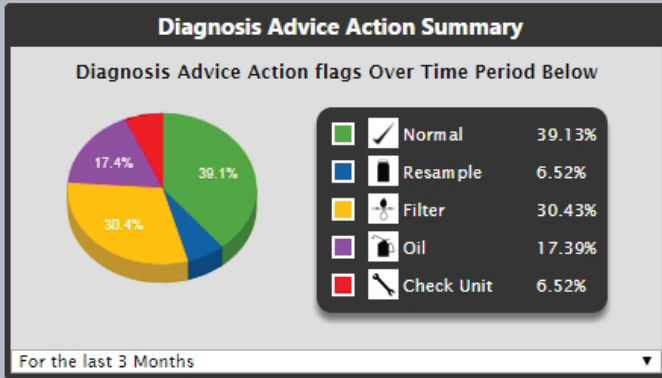


April 2017 will also see the commencement of the Apprenticeship Levy, the Government's initiative to ensure the creation of three million apprenticeships by 2020



Dashboard

Your Analysis Programme At A Glance



Pre-reg / App In-Transit Samples

Pre-Register a sample

What's Due for Sampling?

New Unread Reports Ready To View

<input type="checkbox"/> Serious	0 Reports Unread	<input type="button" value="View Unread Reports"/>	<input type="button" value="Mark All as Read"/>
<input type="checkbox"/> Caution	0 Reports Unread	<input type="button" value="View Unread Reports"/>	<input type="button" value="Mark All as Read"/>
<input type="checkbox"/> Normal	0 Reports Unread	<input type="button" value="View Unread Reports"/>	<input type="button" value="Mark All as Read"/>

For the last 1 Month

Samples Received & In Progress In Lab

2 of your samples are being analysed & will be ready soon

Fast Finder - Find Results Fast!

Sample Number Exact Match

Fluid Check enhances features

After receiving fantastic feedback from customers currently using Fluid Check, we have carried out a range of beneficial updates and further improvements to the fluid analysis service.

The speed of the service has been notably improved, while a wide range of graphical updates have also been added to the programme.

Fluid Check provides effective fluid analysis management to help you make the most of your oil condition monitoring programme while eliminating the risk of machines / applications failing prematurely as

contaminant and wear issues can be quickly identified.

In its first year, Fluid Check assisted customers with more than 250 reports, underlining its role as a key business tool. Operators simply draw a sample of fluid from their machine and then send it for comprehensive testing. The results are then posted to a secure web-based portal that operators can access to download the test data.

If the fluid needs to be changed, the data will tell the operator and they can schedule maintenance before a failure occurs.

New Fluid Check features

- Increased speed of programme
- Updated graphics
- More than 250 reports generated
- 24/7 access



New appointment

Robert Lundie promoted to Technical Services Manager

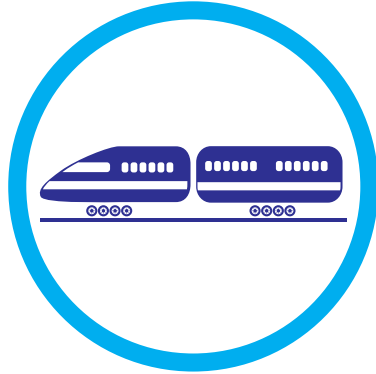


Robert Lundie has been promoted to the role of Technical Services Manager.

In addition to continuing his excellent support provided to customers and Area Sales Managers plus his detailed behind the scenes work regarding our vehicle lookup systems, Rob will be expanding his role to include regular technical articles for publication in our customer magazine Fluid.

He will also be creating training aids to help customers understand better the products they use and sell, and to generally help demystify the often complex world of lubricants.

Paul Timmis, Exol Group Technical Manager, said: "Robert has an excellent working relationship with both Exol ASMs and our customers and has played an integral part in making the Exol technical department one of the industry's leading in the lubricants sector. His new role will see him expand on his current work and provide customers with more insight, further supporting their partnership with Exol.



Exol product approvals increase

Exol Lubricants is proud to produce and supply the following highest quality products that have been approved by Original Equipment Manufacturers (OEMs) for use.

Automotive

Autotrans MVA
Optima Vimax F 5W-20
Optima Vimax FD 5W-30
Optima LSV 5W-30
Optima LSX 5W-40
Optima LSZ 5W-30

Agricultural

Harvest Ultrafarm 10W-30

Rail

Excelmotive ZF 20W-40
Taurus Extreme MB 10W-40
Taurus Extreme HST 15W-40

Commercial

Athena Super M 80W-90
Athena Super M 80W-140

Athena Super M 85W-140
Athena Super Syngear 75W-90
Athena Super Syngear 75W-140
Taurus Euro 5 10W-40
Taurus Euro Plus 10W-40
Taurus SHPD E7 15W-40
Taurus SHPD E9 15W-40
Taurus SHPD E9 10W-30
Taurus Resilient 10W-40
Taurus Euro FE 5W-30
Autotrans ELC

"You can see the company always looking to improve and continually gain approvals. The communication is excellent and we take full advantage of Exol's website, new product bulletins and newsletter to promote the brand" Richard Parker of Oilswell

Tank monitoring gives you control

Our new Tank Monitoring system allows customers with bulk containers to monitor volume more efficiently.

The system's central, secure databases communicate with remote transmitters using mobile and internet networks.

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

A high-tech alarm and innovative monitoring equipment is fitted to the tank with the remote monitoring technology informing the customer when the tank needs to be emptied or filled after reaching a set level. Email or text alerts are also available, notifying the customer with consumption data and reports when lubricant levels change or reach a high or low capacity.

The sensor is compatible with a range of telematic platforms, enabling you to receive important data from the platform that best suits your requirements. Essential carbon and energy reporting is also provided, including Carbon Reduction Credits and DECC calculations, helping you comply with environmental regulations.

The new sensors allow customers to take control of their assets while offering a monitoring solution with complete visibility, highlighting our commitment to providing added value in all areas of business.

If you are interested in Exol's Tank Monitoring solution, please contact your Exol sales representative or visit the Exol website www.exol-lubricants.com

Benefits

- Innovative sensor uses ultra-sonics to measure the levels in your tank population
- It transmits the information to the Sensor data centre via a built in SIM card
- The data is then hosted and distributed daily or weekly via multi platform mediums - choose which platform suits your business best
- 24/7 app monitoring, increasing traceability and improving stock check.



Racing oils

Getting you back on track

Exol Lubricants has introduced two new racing oils to its extensive range, Racing 0W-40 and Racing 5W-40, both of which are fully-synthetic engine oils specifically designed for motor sport applications.

The premium lubricants cover vehicles compatible with motor sport vehicles that require API SL service classifications.

As the new additions are developed for use in passenger car motorsport applications, they are formulated using specially selected base oils with high thermal and oxidative stability, highly shear stable polymer technology and an additive system tailored to the extreme demands of competition racing.

Recommended for use in a variety of motorsport applications, from endurance events to sprint courses and hill climbs, the new oils feature a number of benefits including: Excellent anti-wear protection, highly resistant to oxidation, excellent low temperature fluidity and, extended component life.



New packaging

AutoTrans gears down

Autotrans ELC, a premium quality multi-vehicle automatic transmission fluid, is now available in one litre packs for use in a wide range of passenger car applications.

Originally introduced for commercial vehicle automatic transmission applications, Autotrans ELC was developed to provide premium protection to ZF Ecolife gearboxes used in buses. Autotrans ELC is an ideal choice where the ZF TE-ML 20C specification is recommended for use over extended drain intervals and many other key specifications required by Allison, Voith and MAN.

For passenger cars, Autotrans ELC provides outstanding performance for vehicles with ZF 8 speed (8HP series) and ZF 6 speed (6HP series) automatic transmissions.

With an extended fluid life, approval by ZF and Voith, exceptional oxidation resistance, proven anti-wear performance, improved anti-shudder characteristics, excellent sludge and varnish control, and also high levels of thermal stability, Autotrans ELC presents countless benefits to the passenger car market.



Did you know?

6500

The Exol technical department deals with more than 6500 technical queries annually!

Product Focus: 5W-30 “the problem solver”

As HGV manufacturers demand increasingly specific qualities from their engine oils, and fleet operators engage in a constant battle to keep fuel costs in check, is there a solution that meets both priorities? Exol's Taurus Euro FE 5W-30 may be the answer.

In addition to low-SAPS requirements, which limit the level of elements such as sulphur and phosphorus in engine oils, many commercial vehicle OEMs are now recommending or even stipulating low-viscosity engine oils.

These can seem a major departure from the traditional 15W-40 or 10W-40 products that have been the industry mainstay for decades. For example, MAN introduced a new engine oil standard for their Euro 6 vehicles (M3677) that can only appear as a 5W-30. Most Iveco Euro 6 HGVs require a 5W-30 ACEA E6 engine oil for extended drain intervals.

In a fleet containing vehicles from these OEMs it can seem like the only solution is to purchase a separate product specifically for them. But, using Taurus Euro FE 5W-30 can reduce the number of grades required.

Taurus Euro FE 5W-30 is a fully-synthetic, fuel-saving, low-SAPS engine oil also offering excellent rationalisation options. By combining the very latest additive and synthetic base-oil technologies, Exol can manufacture an OEM-approved* grade that covers a range of commercial fleet requirements, and reduces fuel consumption.

*Scania Low Ash approval

Along with the aforementioned MAN and Iveco Euro 6 requirements, the comprehensive range of new and older specifications on this product mean that the majority of Mercedes-Benz Euro 4/5/6 HGVs (MB 228.51), Volvo Euro 4/5/6 HGVs (VDS-4 & VDS-3), Renault Euro 4/5/6 HGVs (RLD-3 & RLD-2), DAF XF Euro 5/6 (ACEA E6 5W-30) can be serviced using one oil. Even including Scania Euro 5/6 HGVs, which would normally require 10W-40 ultra-heavy-duty oil receive coverage (Scania Low Ash approved, for standard drain intervals). And, what's more,

using Taurus Euro FE 5W-30 in place of a 10W- or 15W-40 product for the vehicles could lead to measurable fuel cost savings.

Firstly, using lower viscosity engine oil naturally leads to a slight decrease in fuel consumption by reducing drag on engine components. The challenge here is to reduce the oil viscosity and still retain the desirable protective qualities, an area where Taurus Euro FE 5W-30 excels.

Secondly, the innovative synthetic base-oils used allows engine components to move past each other more freely, minimising frictional energy losses, and improving overall engine efficiency.

The conclusion is that a large portion of the modern HGV parc can be serviced by using a single engine oil, and all potentially running with improved fuel economy.



Benefits

- Exceptional fuel saving benefits
- Compatible with after-treatment devices
- Low oil consumption
- Outstanding anti-wear protection
- Wide range of applications
- Excellent cold starting properties
- TAURUS EURO FE 5W-30 (M446) is available in the following quantities: 25L, 205L, IBC and part or full tankers.

Meet the Exol team at various events this year

Exol will be present at numerous events this year in a variety of sectors including automotive, commercial vehicle, marine, agricultural and industrial. Visit www.exol-lubricants.com to find out more.

Event spotlight: Commercial Vehicle Show, 25 to 27 April NEC, Birmingham
www.cvshow.com

The CV Show is the best attended road transport and commercial vehicle event held in Britain, providing truck and van operators with far greater choice than any other exhibition serving this vital industry. The Show attracts close to 21,000 business visitors and is the annual meeting place for sector suppliers.



Did you know?

Exol supplies more than 30 countries worldwide with its lubricants solutions. Each export customer receives the same customer service and support as UK customers and our dedicated export team works with customers to grow their sales and Exol brand.



Action for Children receives donation

Exol has donated £195 to "Action For Children", that helps children through fostering or adoption – and by intervening early to stop neglect and abuse.

The charity's 7000 staff and volunteers operate over 600 services, improving the lives of 390,000 children, teenagers, parents and carers every year.



EXCELLENCE IN LUBRICANTS

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