

AMSOIL SERVICE LINE

NEWS AND IDEAS FROM AMSOIL

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NOTES

Fast Lube Operators Survey Shows Increased Popularity of Synthetics

The 2012 *National Oil & Lube News* Fast Lube Operators Survey indicates significant growth for synthetic motor oils and increasing oil change intervals. While synthetics accounted for 11 percent of total motor oil sales at fast lubes in 2011, the percentage increased to 15 percent in 2012. The average customer oil change interval increased 6 percent from 4,520 to 4,777 miles.

Increased Use of Synthetics in Commercial Market

According to a recent Kline and Co. study, volume demand for U.S. commercial automotive lubricants slipped 9.6 percent between 2008 and 2011, while market value increased 18.8 percent. Among the factors cited for this statistic are the increased use of synthetic lubricants and oil analysis services, increased practice of extended drain intervals and improved mechanical efficiency in commercial vehicles. The penetration of synthetic lubricants in the commercial market is expected to increase as original equipment manufacturers (OEMs) are faced with more stringent fuel economy regulations beginning in 2016.

"This may prompt OEMs to specify lower-viscosity engine oils, a potential technical driver to synthetic usage," said George Morvey, U.S.-based project manager with Kline's Petroleum and Energy Practice.

New 5W-40 Full-SAPS Synthetic Motor Oil Completes European Car Formula Lineup

AMSOIL Now Offers Low-, Mid- and Full-SAPS European Motor Oils

SAPS Content

Sulfated ash, phosphorus and sulfur (SAPS) comprise a significant portion of a motor oil's additive content. Sulfated ash works to improve antioxidancy, anti-wear properties, total base number (TBN), corrosion resistance, engine cleanliness and soot-handling ability; phosphorus provides further antioxidancy and sulfur contributes antioxidancy, anti-wear properties and engine cleanliness.

Prior to 2010, there were no lower limits on an oil's SAPS content. A low-SAPS oil could be used in a mid-SAPS application, while a mid-SAPS oil could claim full-SAPS specs (but not the other way around). However, because the vehicle emissions systems and aftertreatment devices of some European vehicles are sensitive to the SAPS content of oil, the European Automobile Manufacturers' Association (ACEA) and original equipment manufacturers (OEMs) have realized the importance of using motor oil formulated with a precise SAPS level, and lower



limits were established in 2010. In addition to the specifications established by the ACEA, most European OEMs have also developed their own specifications. To ensure proper engine protection and optimal emissions system performance and life, it is important to use an oil that meets the recommended specification listed in the vehicle's owner's manual.

AMSOIL European Car Formula Lineup

AMSOIL European Car Formula Synthetic Motor Oil is specially formulated to provide outstanding protection and performance for European gasoline and diesel cars and light trucks. Blended with advanced AMSOIL synthetic base stocks, premium additives and broad viscosity ratings, European Car Formula allows motorists to take advantage of the maximum extended drain intervals recommended by European automakers.

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