



In appreciation to your selling efforts, TOTAL Lubricants USA (formerly known as KEYSTONE Lubricants), is initiating an on-going communication strategy designed to increase your knowledge of TOTAL Lubricants, our products and services, and the many performance benefits guaranteed to enhance your customers' productivity. Do not hesitate to share this knowledge and forward our "Tips" to other interested parties in your company. Send us their contact info and we will add them to our e-mail distribution list. Please be sure to include their full name, email, phone number, fax number and mailing address.

HYDRAULIC OIL TOTAL Lubricants offers many versions of hydraulic oils

AZOLLA ZS products are rust and oxidation inhibited (R&O) and anti-wear fortified (AW). **AZOLLA ZS, with our stabilized zinc additive technology**, is suitable for all types of hydraulic systems, including high pressure hydraulics found in mobile, and industrial applications.

AZOLLA AF products are R&O and AW fortified. The "AF" formulations use an additive package commonly called "ash-less".

AZOLLA AF products are especially useful for systems that experience contamination with water. "Ash-less" products are less prone to sludge formation resulting from water. **AZOLLA AF** hydraulic oils, since they are formulated without zinc, can be a solution for facilities required to monitor and control zinc, in waste water discharged into the environment.

EQUIVIS products have an extremely high viscosity index specification. **EQUIVIS** products exhibit smaller changes in viscosity as the temperature changes. They can be very useful in outdoor applications; for example, mobile hydraulic systems. Outdoor hydraulic systems operate very slowly in the morning, since the viscosity of the hydraulic oil increased overnight, because of cold temperatures. Replacing standard hydraulic oil with **EQUIVIS** will provide a rapid improvement in performance and reduction in energy consumption.

NEVASTANE AW and **NEVASTANE SL** products are suggested for most hydraulic systems in food, pharmaceutical and other industries requiring NSF H1 lubricants. **NEVASTANE AW** products are recommended for most applications. The synthetic fluid, **NEVASTANE SL** products, will provide extremely long sump life and improved performance at low temperatures.

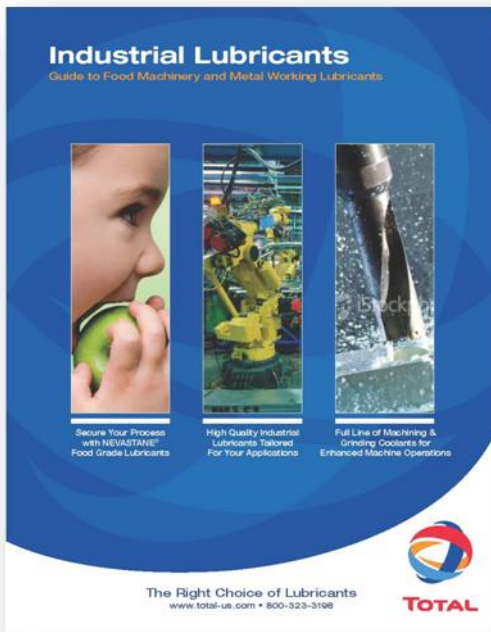


SAFEGARD SPRAY CONTAINERS



Our **SAFEGARD** spray containers are available for several of **TOTAL's** products. These spray containers use compressed nitrogen gas, to squeeze a bladder holding our lubricant. Nitrogen gas is colorless, non-toxic, does not contribute to global warming, or ozone depletion. One of the biggest advantages is, **SAFEGARD** containers can spray in any position, including upside down. We encourage you to compare **SAFEGARD** products, to our competition's aerosols upside down, and see the difference.

NEW LITERATURE



Our latest distributor brochure covers most of **TOTAL's** commonly sold products. Included are a full range of lubricants, metalworking fluids, greases, and of course, **NEVASTANENSF H1** lubricants. To simplify your search, we organized the product information by application. **Be sure to note, our NEVASTANE food grade lubricants appear highlighted in a light green color.** An electronic version of the distributor brochure has been attached to this newsletter. Do not hesitate to contact us at (800)323-3198 for additional printed copies.