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## Eaton Revises Its Lubricant Suppliers Lubrication Guide

Eaton has revised its Lubricant Suppliers Lubrication Guide (TCMT0020 EN-US), which lists Eaton Approved Heavy-Duty Transmission Lubricants and Eaton Recommended Axle Lubricants.

The revised approved/recommended lubricants lists (listing all suppliers and product names) are broken down geographically to show the regional availability of each of the approved and/or recommended products:

- Eaton Approved PS-386 Transmission Lubricant Suppliers - United States, Canada, Mexico, Australia & New Zealand, India, China and Europe
- Eaton Approved PS-278 Precision Transmission Unique Lubricant Suppliers - United States, Canada, Mexico, Australia & New Zealand, India, China and Europe
- Eaton Recommended Axle Lubricant Suppliers - United States, Canada, Mexico, Australia & New Zealand, India, China and Europe

This bulletin was last modified on August 2017. This modification added Schaeffer Manufacturing Company to Eaton Approved Heavy-Duty Transmission Lubricant Suppliers (see page 3) and updated D-A SynSure™ SAE 75W-90 (see page 5) and Valvoline HD Synthetic Gear Oil EP 75W-90 (see page 7) to Category 3 in Eaton Recommended Axle Lubricant Suppliers.

To view the approved lubricants lists, [click here](#).

## Finished Lube Price Increases Continue

This past week, Safety-Kleen, CITGO, ExxonMobil, Chevron, Phillips 66, Petro-Canada America, Royal Manufacturing, Smitty's Supply, Warren Distribution, Nu-Tier, Total Specialties USA and Allegheny Petroleum announced price increases on finished lubricants. Last week, we reported that Shell (SOPUS Products), Martin Lubricants, Advanced Lubrication Specialties, Sinclair Lubricants, Chemlube and Pinnacle Oil notified their customers of a price increase on finished lubricants, as well as Cam2 the previous week. Nu-Tier Brands announced January 18, 2018 that it will implement an increase of 6 to 8% on its finished lubricants effective February 19, 2018. Nu-Tier attributed the increase to the higher cost of raw materials and manufacturing. On January 18, 2018, Safety-Kleen Systems / Kleen Performance Products announced it will implement a price increase of between 5% and 8% on finished lubricants, effective February 19, 2018. Safety-Kleen said this adjustment is due to increasing costs of base oils, additives, and other raw materials used in the production and delivery of its products. On January 22, 2018, Chevron announced a general price increase of all lubricating oils and greases up to 5% effective on March 1, 2018. Chevron attributed this price adjustment to increasing costs of raw materials impacting the manufacturing of its products. ExxonMobil announced on January 22, 2018 that its branded and unbranded Passenger Vehicle Lubricants, Commercial Vehicle Lubricants, Industrial and Marine lubricants and greases will increase in price by up to 6% effective February 26, 2018. Royal Manufacturing announced on January 22, 2018 it will increase the price of its finished lubricants by 5 to 8% effective February 26, 2018. Royal Mfg attributed the increase to base oil and additive increases. On January 23, 2018, CITGO announced it will implement a general finished lubricant price increase of 5% - 8% on branded and private label products effective February 23, 2018. CITGO attributed this increase to the escalations in base oil and additive costs that have occurred over the past several months. Smitty's Supply announced on January 24, 2018 it is implementing a price increase on bulk and packaged products effective February 12, 2018. Bulk and packaged lubricants will be increase between 6 and 10%. Packaged greases will increase by 3 cents per pound. Smitty's attributed this price adjustment to continued increases of raw materials used in manufacturing lubricants and greases. Warren Distribution announced on January 24, 2018 a price increase of 6 to 9% on all its lubricants effective February 26, 2018. Warren Distribution attributed the increase to the higher cost of raw materials and transportation. On January 24, 2018 Petro-Canada America announced it will, by up to 6% across-the-board, increase lubricant prices, excluding process oils and Purity FG white oils effective February 23, 2018. Process oils and Purity FG white oils whose increase was previously announced will go up an additional 10 cpg on the same date. On January 25, 2018 Phillips 66 Lubricants announced it will raise finished lubricants prices by up to 6% effective March 5, 2018. Phillips 66 attributed this increase to recent increases in raw materials that have occurred despite its best efforts to limit their impact on its product manufacturing. Total Specialties USA on January 26, 2018 announced a 4 to 8% price increase on TOTAL branded lubricants effective February 26, 2018. Total attributed the adjustment to escalation in the costs of base oils, additives, and other raw materials used in the manufacturing of lubricants. Allegheny Petroleum on January 26, 2018 announced a price increase of \$0.25 per gallon for all of its lubricant products effective February 26, 2018. Allegheny Petroleum attributed the price adjustment to industry wide increases in the cost of raw materials. Previous recent announcements include the following: On January 15, 2018, SOPUS Products announced that it will implement a price increase of up to 5% on finished lubricants, effective February 19, 2018. Shell attributed this adjustment in part to increasing costs of raw materials used in the production and delivery of its products. On January 18, 2018 Martin Lubricants announced a general price increase on SynGard, Extreme and Gard branded products. This increase will also apply to private label lubricants and greases. Prices will increase on most products in the range of 4 to 7% per gallon based on product category effective February 19, 2018. Martin attributed the increase to ongoing increases in raw materials including base oils, additives and resin for bottles and pails. Advanced Lubrication Specialties on January 16, 2018 announced it will increase the price of its finished lubricants by 6 to 10%, effective February 5, 2018. Advanced Lubrication Specialties attributed the price adjustment to increasing costs of raw material and transportation. Sinclair Lubricants on January 17, 2018 announced it will implement an increase of up to 6% on its finished lubricants, effective March 1, 2018. Sinclair attributed this price adjustment to the increased cost of

raw materials used in production. Chemlube advised its customers on January 18, 2018 it will increase prices on its Savannah products by 20 to 25 cents per gallon, due to the increase in cost of raw materials used in manufacturing lubricants effective February 5, 2017. Chemlube attributed this price adjustment to the increase in cost of raw materials used in manufacturing lubricants. Pinnacle Oil on January 19, 2018 announced it will increase the price of its bulk and packaged lubricants by 6 to 10% effective after February 5, 2018. Pinnacle attributed the increase to the rising costs of raw materials. The week prior, we reported that Cam2 International announced a price increase ranging between 6% to 10% on bulk and packaged lubricants and greases effective February 5, 2018. The previous round of price adjustments were price increase announcements by the majority of major oil companies and independents during the October to November 2017 time frame during which finished lubricant prices were adjusted upwards by anywhere from 5% to 10%, most of them taking effect in November to December 2017.

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## SABIC Becomes Largest Shareholder in Clariant

Riyadh, Saudi Arabia-headquartered SABIC (Saudi Basic Industries Corporation) has agreed to acquire approximately 83 million shares in Muttenz, Switzerland-headquartered Clariant, a global specialty chemicals company, from 40 North and Corvex Management. The acquisition of this approximately 24.9% stake in Clariant will make SABIC the largest Clariant shareholder. SABIC said it currently has no plans to launch or otherwise effect a full takeover of Clariant. According to the companies, Clariant is complementary to SABIC's existing specialties business and is well in line with SABIC's strategy of opening up new growth opportunities in specialty chemicals. SABIC and Clariant have already had a successful relationship in their joint venture, Scientific Design, a process technology and catalyst development company. David Winter, Co-CEO of Standard Industries and Co-CIO of 40 North, said, "SABIC is an established global leader in the chemicals industry with a world-class management team and a long-term, sophisticated vision for the future. We are confident that this transaction allows Clariant to continue on its path to becoming a global specialty chemicals leader." David Millstone, Co-CEO of Standard Industries and Co-CIO of 40 North commented, "We have been significant shareholders of Clariant since 2016. SABIC's strategic investment in Clariant is a successful outcome and we are pleased to have played a role in making it possible." The closing of the transaction is subject to completing regulatory approvals. Clariant AG and Huntsman Corp. jointly abandoned merger plans valued at USD 20 billion last October because of opposition from activist investors had created "too much uncertainty". Activist investor White Tale and New York investment vehicle 40 North, had been campaigning against the tie-up for months and steadily strengthened its hand by accumulating more shares in Clariant.

## ONGC to Acquire 51% Stake in HPCL

The Government of India entered into an agreement with Oil and Natural Gas Corporation Ltd (ONGC) on Saturday January 20 for the sale of its entire 51.11 per cent equity share-holding in Hindustan Petroleum Corporation Ltd (HPCL) at a consideration of Rs 36,915 crore (US\$5.78 billion). ONGC said it will acquire the government's entire 778,845,375 equity shares in HPCL at Rs 473.97 per share. The deal will be closed by end of January 2018. Through this acquisition, ONGC will become India's first vertically integrated "oil major" company, having presence across the entire value chain. HPCL had a turnover of Rs 2,13,489 crore and profit after tax of Rs 6,502 crore during 2016-17. It markets around 35.2 million tons of petroleum products — a market share of about 21% — and has around 15,000 fuel retail outlets. ONGC contributes around 70% of Indian domestic production of crude oil and natural gas. The share sale will help government exceed its divestment target of Rs 72,500 crore in 2017-18 - a first for the government ever. The government has already raised Rs 54,337 crore so far this year. The combined market value of ONGC and HPCL is Rs 311,925 crore, or \$49 billion, comparable with Russian energy giant Rosneft's \$61 billion.

## RelaDyne Acquires Conservancy Oil Group of New Mexico and Colorado

RelaDyne, one of the nation's leading providers of lubricants, fuel, diesel exhaust fluid (DEF), and industrial reliability services, has acquired Conservancy Oil Group, a leading regional distributor of lubricants, DEF and related products based in New Mexico. This acquisition extends RelaDyne's geographical footprint into Southwestern United States. Founded in 1936, Conservancy Oil Group is the premier supplier of lubricants, coolants, DEF and chemicals in the Southwest. With four locations spanning New Mexico and Colorado, Conservancy Oil serves the automotive, commercial, and industrial markets. According to its website, Conservancy Oil supplies the following lubricants: Castrol, Citgo/Mystik, Pennzoil, Quaker State, Service Pro and Shell. "Our partnership with RelaDyne marks a new, and exciting era for Conservancy Oil," said John Mayer, CEO of Conservancy Oil Group. "We are thrilled to partner with such a well-established company whose culture and values align so well with the foundation of Conservancy Oil. The infrastructure and capital that RelaDyne has to offer our team and our valued customers will greatly enhance the product offering and levels of service we can provide. We feel fortunate to be part of a company that is changing the landscape of lubricant distribution. Our combined strengths in the New Mexico and Colorado markets will allow us to accelerate our growth plans while providing more opportunities for our wonderful team and loyal customers." "The closing of the Conservancy Oil Group acquisition is the result of our substantial efforts to grow our existing footprint to include Southwest United States," stated Larry Stoddard, RelaDyne President and CEO. "With the existing capabilities of Conservancy Oil Group and the resources RelaDyne can provide, I am very confident in the future. We welcome the Conservancy Oil team to RelaDyne!" "The acquisition of Conservancy Oil Group is the first of many in 2018 for RelaDyne," said RelaDyne CSO, Jeff Hart. "We are continually looking to acquire leading businesses with great people and great customers - Conservancy Oil Group and their stellar reputation is truly a perfect example of this. RelaDyne has made significant investments in acquiring great companies and in our ability to integrate and grow these companies once they join RelaDyne. This dedication to integration and growth at RelaDyne has allowed us to accelerate our acquisition pace as we continue to create a national distribution platform." Conservancy Oil Group is a multi-branded lubricant distributor serving customers across New Mexico, Colorado, and southern Utah. With a portfolio of products to serve the automotive, commercial, and industrial markets, Conservancy is a well-established marketer in the Southwest region. RelaDyne, headquartered in Cincinnati, Ohio, is one of the nation's leading providers of lubricants, fuels, diesel exhaust fluid (DEF), and reliability services for industrial, commercial, and automotive businesses in the United States. According to its website, RelaDyne delivers more than 30 million gallons of lubricants, 5+ million gallons of DEF, and 175+ million gallons of fuel annually. RelaDyne was formed in 2010 by the combination of four well-established industry-leading companies and has since grown to more than 60 locations by strategically acquiring other industry leaders in the lubricant, fuel distribution, and industrial service segments. On November 4, 2010 these four businesses, namely: Mid-Town Petroleum, Inc. (Bridgeview, Illinois); Oil Distributing Company (Cincinnati, Ohio); The Hurt Company, Inc. (Houston, Texas), and Pumpelly Oil Company (Sulphur, Louisiana) joined forces to form RelaDyne. The company has continued to expand its footprint with the acquisitions of Derrick Oil & Supply and Craft Oil in Port Arthur, Texas; Hill Oil Company in Farmerville, Louisiana; Newcomb Oil lubricant business in Bardstown, Kentucky; and Maxum Petroleum's Great Lakes lubricant and bobtail business in Chesterton, Indiana (formerly Paulson Oil Company).

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