



APRIL302010

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Dear ConocoPhillips Lubricants Marketer,

We are very excited to announce important changes in our Conoco branded natural gas engine oil offerings, including the introduction of EL MAR® LA4^{EXD}, a next generation, premium quality low ash gas engine oil, and EL MAR® LOW ASH, a high performance low ash gas engine oil.

ConocoPhillips Lubricants is offering these high performance gas engine oils to meet the increased demands of operators in today's highly competitive natural gas industry- to enhance engine protection, optimize engine maintenance intervals, minimize down time and help reduce operational expenses by harnessing the extended drain capability of the products. The products will be available for sale at our plants starting the third week of May 2010 as a rolling change, at which time the current HC EL MAR LA4 and EL MAR 3100 products will be discontinued. The table below shows the new product materials and their availability at various plants.

At ConocoPhillips Lubricants we understand the challenges to becoming successful in the operation of the high performance, high-output natural gas engines. The Conoco brand high quality natural gas engine oils are designed to benefit our customers by elevating engine performance, protecting hardware, and reducing maintenance costs. Both the EL MAR LA4^{EXD} and the EL MAR LOW ASH products have passed extensive field trials to gain major engine builders' product recognition by demonstrating their ability to deliver exceptional performance under the most severe operating conditions, keeping engines clean and running at optimal level.

EL MAR LA4^{EXD} is a premium quality, low-ash dispersant-detergent gas engine oil formulated with unique, next-generation additive technology. It combines the advantages of high-quality group II base stocks and a field-proven performance additive to provide excellent engine cleanliness, minimize deposits on critical parts, reduce valve recession and prevent wear

and corrosion during prolonged service. In field trials, the new EL MAR LA4^{EXD} has outperformed the previous generation HC EL MAR LA4, which in turn had already excelled against a leading competitor in a matching test.

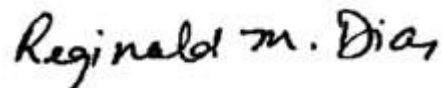
EL MAR LA4^{EXD} has excellent resistance to oxidation and nitration and has demonstrated extended drain capability under the most severe operating conditions without compromising performance.

EL MAR LOW ASH is a high performance gas engine oil that offers excellent oxidation and nitration control, reduced valve seat recession and enhanced engine cleanliness providing improved performance relative to in-class competitive products. It protects engines operating under severe loads and stressed conditions, helping to prevent major performance issues such as exhaust valve recession, guttering, deposits and plug fouling, common to natural gas engines operating under adverse conditions. The low ash formulation is compatible with gas engines equipped with catalytic converters and other exhaust after-treatment devices.

We hope that you find these product offerings exciting and of help in your efforts to grow your natural gas engine oil business.

By separate mail you will receive the Technical Data Sheets and collateral for the new EL MAR LA4^{EXD} and EL MAR LOW ASH products. The Technical Data Sheets and product MSDS may be also found on [Lubestream](#). For product pricing and availability, please contact your MSR.

Sincerely,



Reginald M. Dias
Director, Commercial Products

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