

# RESULTS

*"After reviewing our production records I came across some very impressive numbers. The expected life of our Seaming chucks is approximately 16 to 20 million cans before needing service or replacement. Believe it or not we have run over 360 million cans! We feel this is a direct result of the quality of your product. We love your product. Again, thank you for your quality product and your great service . . . "* — Bottling Company

*"With these products we have been able to greatly reduce bearing replacements and down time. We use less grease, and get greater benefits in comparison to other products. SWEPCO products have proved to be extremely cost effective in our maintenance operation . . . "* — Paving Contractor

*" . . . we have not had to change oil since we changed over to SWEPCO on these two trucks! Previously, we changed oil every 250 hours . . . the savings for these two units alone (after taking the price of SWEPCO, the recycling fee and labor into consideration) is over \$900.00! . . . "* — Concrete Company

*"It didn't take long for us to see some real differences. With the SWEPCO #105, we not only use far less grease, but even with the equipment sitting up for 8 to 10 months, the shaft would still spin freely with just one hand. We inspected the unit 3 weeks ago, and where we usually found salt water, there was none. Our thanks to Southwestern Petroleum for turning out the quality of products that they do . . . "* — Shipyard

*"The results have been beyond our expectations. Some of our trucks have exceeded 120,000 miles between changes. Of course, we use your excellent LOA program to the fullest extent. We are completely satisfied with SWEPCO products and recognize their superior quality. Thank you very much . . . "* — Sand and Gravel Operation



*"... we have been able to see significant noise reduction and less repairs in our drive trains. The bearing failures we were experiencing have stopped. We estimate a savings for last year of \$19,624.00. We feel the real benefits are yet to be seen . . . "* — Trucking Fleet

*" . . . we have been able to achieve oil drain intervals from between 5-8 times longer than the regular recommended service. This not only saves us money and labor, it also reduces our expense to have the used oil picked up which has increased dramatically over the past few years . . . the bottom line 'cost savings' I have achieved more than justifies my buying decision. I highly recommend SWEPCO . . . "* — Crane Service

**. . . SWEPCO Customers speak.**

*"Over the past two years since using SWEPCO 101 Grease in our 612 Planer bearings, their life has been extended eight times. Using previous greases we required bearing changes every three months or four times a year. Since changing to SWEPCO 101 Grease we have had no bearing changes or failures . . . total savings over the two years: \$25,358 . . . "* — Lumber Mill

*"Prior to using SWEPCO 105, we would replace bearings three to four times a week. After using your grease, we have reduced this to about one to two times a month. We have estimated the savings in parts and labor minus the increase in the price of your grease (over the price of the old product), over the last three years to total \$26,385.00 . . . "* — Golf Course

*" . . . we were letting the equipment go longer between services then we should have, but now with SWEPCO, that's not a problem. We are using less product, lubing less often, and getting better protection at the same time. That's money well spent . . . "* — Hazardous Materials Disposal

The comments above are excerpts from customer letters in our files. Copies are available upon request.



**Products of SPX Technology™.**

... the cutting edge performance SWEPCO Customers have come to expect since 1933

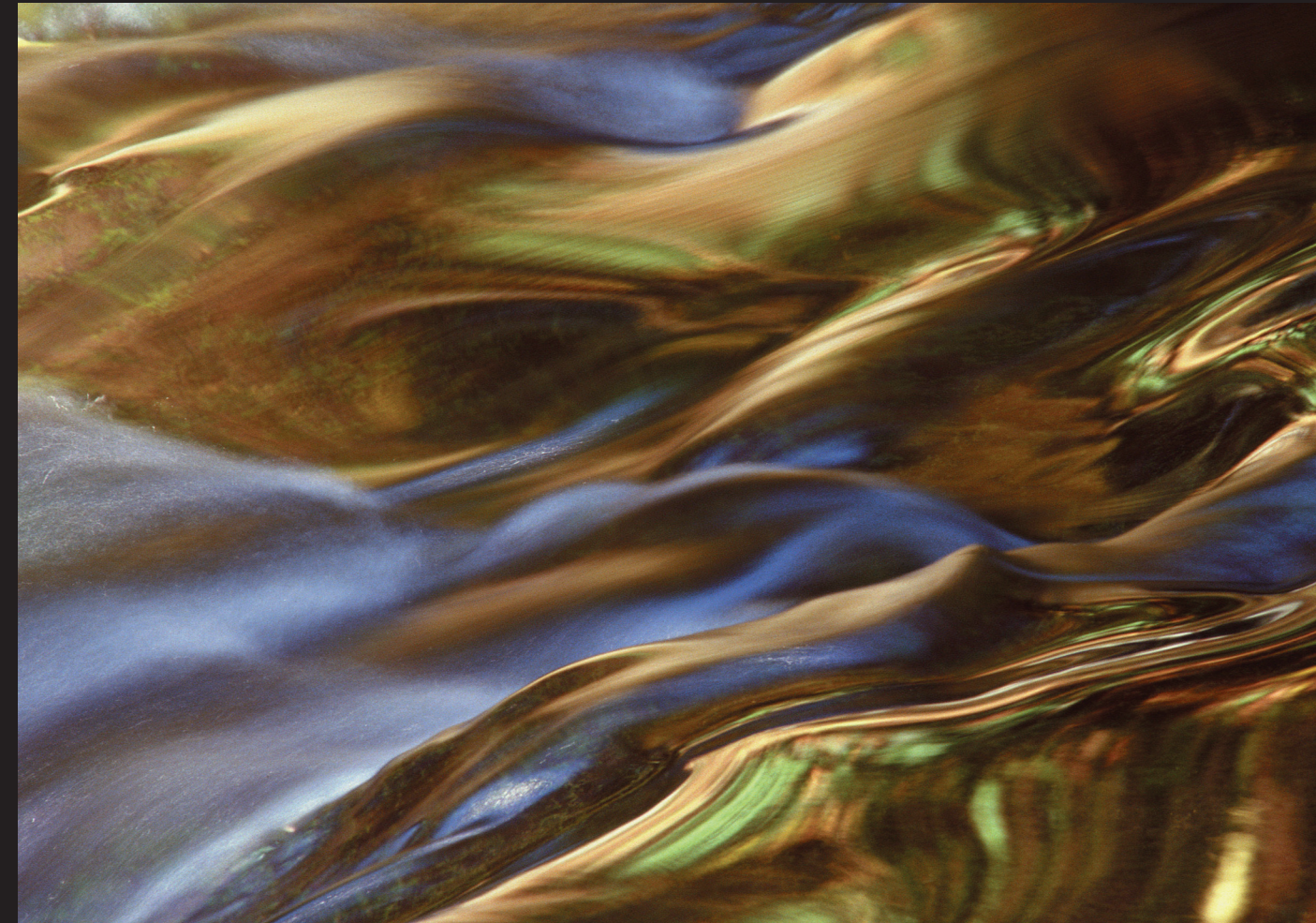


**Southwestern Petroleum Corporation**

Fort Worth, Texas • Phone: (800)359-5823 or (817)332-2336 • Fax: (817)348-7237 • Web: [www.swepcolube.com](http://www.swepcolube.com)  
Southwestern Petroleum Europe • Southwestern Petroleum Canada

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*Solutions ... to keep it running®*



*Lubrication technology is complex.  
The solution is simple.*

**Southwestern Petroleum Corporation**



# PERFORMANCE

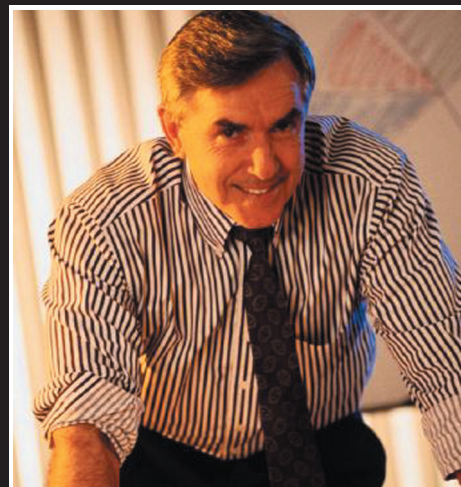


## Helping Small Business, Big Business, Industry & Government Get the Most from Their Lubrication Dollar.

Few purchasing decisions have more far reaching implications than your choice of lubricants and your lubricant supplier. Raw lubricant costs . . . lubrication related labor . . . hard part replacement . . . environmental compliance issues . . . productivity . . . reliability . . . capital equipment preservation . . . competitive advantage . . . and, ultimately, the bottom line. All are affected.

While actual lubricant costs normally represent less than one percent of the cost of doing business, the overall lubrication program can have a direct impact on areas totaling 75% or more of the typical operating budget. This means lubrication has a significant impact on overall operating expense and, if you are running a business, profitability. Your choice can literally mean the difference between success or extinction.

Fortunately, continuing advancements in lubrication technologies provide new opportunities to reduce total lubrication related expense in a dramatic way. But lubrication technology is complex. And that makes it difficult to insure the benefits of a fully optimized lubrication program.



The solution, on the other hand, is simple. Rely on the experts. Southwestern Petroleum Corporation can help you optimize total lubrication related expense and profits by improving your overall lubrication program. Whether you own one truck or manage 2000 . . . run an auto repair shop, a huge mining operation or a city water treatment

plant . . . you can enjoy these benefits from a fully optimized SWEPCO lubrication program . . .

- *extended service intervals*
- *longer equipment life*
- *reduced hard part replacements*
- *reduced used lubricant disposal costs*
- *lower energy consumption*
- *inventory consolidation/simplification*
- *less service & repair downtime*
- *special lubrication solutions*
- *custom formulation*
- *maintenance personnel training*
- *technical advice & support*

***. . . nothing makes quite as much sense as a really good business decision.***

# RELIABILITY

## Service Interval Optimization

Technologically advanced lubricants last longer. Choosing the best lubricant for the job can significantly influence the length of time between servicing and reduce maintenance downtime.

## Laboratory Oil Analysis Programs

Besides reducing lubricant consumption, carefully scheduled used oil analysis can forewarn of impending equipment failures, giving managers the time needed to make good business decisions.

## Enhancing Reliability of Critical Equipment

Special lubrication programs for mission critical equipment can improve reliability and eliminate downtime.

## Prolonged Hard Part Life

High performance lubricants provide a greater degree of protection which means longer time between routine parts replacement and rebuilds.

## Longer Equipment Life

Insuring the projected life of equipment is important. Prolonging equipment life beyond projection is the stuff heros are made of. SWEPCO Lubricants can help you do both.



*. . . SWEPCO Field Service Representatives are trained to find opportunities to optimize lubrication programs.*

## Reducing Energy Consumption

Whether it's the electric fuel used to run large industrial motors or diesel fuel for over the road fleets, SWEPCO's Energy Star® Partner program can help you reduce your energy consumption.

## Lubricant Inventory Consolidation/Simplification

A SWEPCO Lubricant Audit and SWEPCO Multi-Purpose Lubricants can help reduce lubricant inventories, control costs and simplify lubrication schedules.



## Controlling Waste Oil Disposal

Reduce lubricant consumption and you decrease the costs of used lubricant disposal.

## Specialized Support Services

From meeting "just in time" delivery requirements . . . to on-site or laboratory evaluation of troublesome applications . . . to training of maintenance staffs . . . to Energy Star® audits . . . Southwestern can provide uncommon levels of Customer Service and Technical Support that is sharply focused on improving business profits.

## Custom Formulations

As a leader in high performance lubricants, Southwestern can help you assess special needs and custom formulate the best lubricant for the job.

## ISO Certified Quality Assurance

When you specify Southwestern Petroleum, you are specifying an ISO 9001 certified manufacturer. That assures you of consistent quality today and tomorrow.



*. . . unsurpassed quality since 1933.*

ISO 9001

