



Chevron Products Company
6001 Bollinger Canyon Road
San Ramon, CA 94583
www.chevronlubricants.com

Chevron Unveils its New Line of Delo 400 API CK-4 and FA-4 Heavy Duty Motor Oils with ISOSYN Advanced Technology at GATS

The New Delo 400 Product Line Has Undergone One of the Most Extensive ***On-and Off***-Highway Field Testing Programs in the Industry.

DALLAS, TX, AUGUST 25, 2016 — Today, at a press conference just prior to the opening of the Great American Trucking Show (GATS), Chevron Products Company, a Chevron U.S.A. Inc. division, maker of the Delo[®] brand of technologically advanced engine oils, lubricants and coolants introduced ISOSYN[®] Advanced Technology and its new line of Delo 400 API CK-4 and FA-4 heavy duty motor oils (HDMO) coming December 1, 2016. As part of its product rollout, Chevron will be launching a new advisor service created to help customers select the best products for them by assessing their business needs, analyzing their current lubricant choices and developing a customized action plan specific to their needs.

“This is a time of change in our industry, and we expect customers will have many questions, including what oil is best for their business needs,” said Doug Hinzie, VP, Americas Lubricants at Chevron. “With the licensing of API CK-4 and FA-4 oils, our customers will have more choices than ever, so we are providing products and services to answer those questions and improve their business. Continuing that collaboration, we are committed to work with them to help them determine the best product for their needs, which is why we launched our new advisor service.”

Chevron unveiled the next generation of its ISOSYN technology - ISOSYN Advanced Technology, a unique combination of Chevron’s industry leading formulation expertise, high performance additive chemistry and premium base oils – that helps extend the durability of critical diesel engine parts. ISOSYN Advanced Technology enables increased durability, through better oxidation control, anti-wear protection and piston control, while extending drain intervals compared to API CJ-4 oils. Taking this a step further, a unique formulation of ISOSYN Advanced Technology has helped to optimize fuel efficiency for the FA-4 specific oils.

The 2017 Delo 400 Product Line

Leveraging the powerful ISOSYN Advanced Technology, the new Delo 400 product line offers optimized performance and better engine protection than any prior Delo product, extending the life of the vehicle and helping minimize the cost of ownership. The new Delo 400 product line will be available in a variety of viscosities and will support both API CK-4 and FA-4 HDMO categories:

- Delo 400 XSP SAE 5W-30 – Full synthetic meeting API CK-4
- Delo 400 XSP SAE 5W-40 – Full synthetic meeting API CK-4
- Delo 400 XLE SAE 10W-30 – Synthetic blend meeting API CK-4
- Delo 400 XLE SAE 15W-40 – Synthetic blend meeting API CK-4
- Delo 400 SDE SAE 15W-40 – Premium base oil meeting API CK-4
- Delo 400 ZFA SAE 10W-30 – Synthetic blend meeting API FA-4

“We are seeing some of the longest drain intervals and best engine protection in our company history, due to our industry leading formulation expertise,” said Len Badal, Global Delo Brand Manager for Chevron. “Chevron is currently field testing the new Delo products in more than 900 engines, across a range of OEMs, and a diverse set of operating conditions, going beyond the many miles on the road, but also the most significant off-highway testing Chevron’s conducted for a new category change. These products have seen tens of thousands of hours of testing across nine different industries, including trucking, construction, agriculture, mining, inland marine and much more.”

Following a five-year development phase, the Delo 400 product line has gone through Chevron’s most extensive field testing program, which is one of the most rigorous, varied and exhaustive testing programs in the industry and in Chevron’s history. At Chevron, multiple products are tested across various viscosity grades and in different engines, spanning a range of on- and off-highway manufacturers and a variety of environments to ensure performance in real-world conditions.

The Chevron attention to detail goes beyond the oil to the packaging and labeling with specially labeled caps clearly noting support for either API CK-4 or FA-4. In addition, the new Delo 400 product line will have color coordinated labels and caps to make it easy to differentiate. The ISOSYN Advanced Technology branding will be prominently featured on the package; ensuring customers know the quality of the product at purchase.

These new advanced Chevron products come at a time when fleet managers want to minimize the total cost of ownership. The new Delo 400 product line not only contributes to reduced carbon emissions, but helps improve total vehicle efficiency. As one of the leaders in the industry that helped bring the new API CK-4 and FA-4 categories to market, Chevron is uniquely positioned to leverage the latest technological innovation and market expertise to guide fleets into a new era in HDMO and help reduce their total cost of ownership.

“At Chevron, our focus is on helping our customers be successful,” said Rommel Atienza, Commercial Brand Manager for North America at Chevron. “That means we are focused on working with fleet managers, and owners/operators to minimize the total cost of ownership beyond the engine and engine oils. We are shifting our perspective to look at the whole vehicle and how we can ladder up to the bigger impact on a business. Our new advisor program will help us partner with our customers to drive their business forward with the right product for their needs.”

New Program Gives Chevron Trusted Advisor Role

In addition to the new product line, Chevron will be launching a new advisor service for its customers and potential customers to help them during this time of transition, ensuring they select the right product for their needs. This new program has three phases:

- **Assess** – Chevron will take stock of all the equipment, field of industry, level of performance and goals for the business.
- **Analyze** – Leveraging its expertise, Chevron will work with the customer to determine what product is best for them, based on the budget, production demands and vision for the future.
- **Action** – After the data has been calculated, a report will be generated outlining the ideal product recommendation that will optimize the business, advise on total vehicle efficiency improvements and customize inventory management for the needs of each company.

Continued Industry Leadership

Chevron, by way of its flagship Delo product line, continues to be a leader in establishing progressively improved HDMO performance that helps increase engine durability, improve fuel economy and reduce emissions. Since 1987, the company has successfully led the introduction of eight new categories from API CE through API CK-4 and FA-4. For the last 50 years, Chevron executives have played an

instrumental role in generating the industry consensus that must be reached to continue moving forward. In addition, Chevron launched an [education campaign](#) at the end of last year to help with the transition to API CK-4 and FA-4 (formerly known as PC-11), which included [a website](#) that helped explain the two new oils, providing news articles, information, blogs and answers to the most common questions. Today, Chevron launched its new [ChevronDelo.com](#) website, which now includes a section on API CK-4 and FA-4 to educate and prepare the industry for this transition.

About Chevron Products Company

Chevron Products Company is a division of an indirect, wholly owned subsidiary of Chevron Corporation (NYSE: CVX) headquartered in San Ramon, CA. A full line of lubrication and coolant products are marketed through this organization. Select brands include Havoline[®], Delo[®] and Havoline Xpress Lube[®]. Chevron Intellectual Property LLC owns patented technology in advanced lubricants products, new generation base oil technology and coolants.

For more information go to: www.ChevronLubricants.com

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Media Contact:

Ryan Donough
Cohn & Wolfe for Chevron Delo
ChevronLubes@cohnwolfe.com
415-403-8311