Distributor Edition

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ΜΑĠΑΖΙΝΕ

MAY 2019

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CLEANER. FASTER. EASIER.

EASY-PACK-

<u> 1/74</u>

Transmission FM

SYNTHETI



EAS

Soll

100% STATHETIC

105 QUART • 946 mL







Signature Series Fights Volatility Better than the Competition

"More AMSOIL product testing, please!"

20%

YOU ASKED FOR MORE PRODUCT TESTING... AND HERE IT IS.

In a survey we conducted in late 2017, you told us emphatically that you need more support to defend against competing brands.

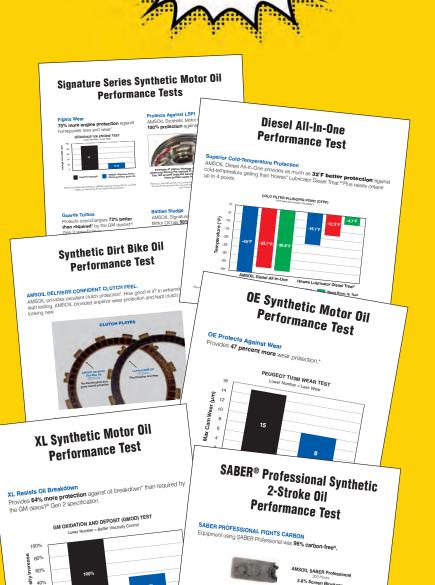
The Performance Tests page at amsoil.com is your source for all current test results comparing AMSOIL products to the competition and the toughest industry standards. The information available shows hard data that differentiates AMSOIL products and shows prospects why they should make the switch to AMSOIL. We've also published most test results in our catalogs.

Make sure you're using our performance tests during the sales process.

• Visit the Performance Tests section at amsoil.com (www.amsoil.com/performancetests.aspx) to locate AMSOIL product testing.

We all know AMSOIL is the best. Make sure your prospects know, too. Visit the Performance Tests page at amsoil.com today.

Find all AMSOIL product tests at amsoil.com/performancetests.aspx



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"Can do."

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Distributor Edition

MAY 2019

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THE COVER

Servicing transmissions is now much easier. Open more doors and earn more customers with the awardwinning, AMSOIL-exclusive easy-pack.

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From the President

Finance and investment intrigue me, so I read investment letters and other financial publications. It is a hobby. Some people like bird watching, others like to golf. I like figuring out how to make money. It's really a great way for anyone to spend their time: it's challenging, it benefits your family and when things start to click for you, it's fun. The finance and investment publications I read typically share sound lifestyle advice. One piece of advice I read made a lot of sense and directly related to AMSOIL: If you want to get ahead, develop multiple sources of income. Seems obvious, right? It's so obvious that it's often overlooked.

Realizing multiple income streams will help you meet your financial goals is one thing, but figuring out how to develop a second source of income is another. What options do you have? There's only so much time in a day. Bonds? Real estate? I read about a man who put himself through college by sharpening knives and scissors. He then assembled and sold a knife sharpening kit. How simple. Everyone likes sharp knives and few people know how to sharpen them. When one of my sons turned 18 I bought the kit for him and told him to watch the tutorial. I thought it would be a great way for him to earn extra money.

A side job like that requires a certain amount of entrepreneurial spirit, much like an AMSOIL business does, but it doesn't come with instructions. Someone has to have the vision to realize there is money to be made and the drive to go out and make it. Who is a good prospective customer for a sharpening business like that? Where can you find those people and what are they interested in? How do you get the word out?

Your AMSOIL business doesn't have hard-and-fast instructions because it is an independent business, but we do our best to put you on the right path. We perform extensive research to identify target buyers of AMSOIL products and determine their main concerns and where best to advertise, then we share that information with you. Your Dealership offers something else that doesn't come easily: security. If you get sick or lose your job, your AMSOIL Dealership is a great source of help. It is an excellent secondary source of income. Plus, you can use the funds earned from your AMSOIL business to invest in other income sources like bonds or real estate. Or you can use the money to save for vacation or send your kids to college. It can help you pay cash for boats, motorcycles or cars. It can help you eliminate debt or prevent it altogether.

We like to say an AMSOIL Dealership can help you fund your passion. One of the best examples of this in action is given by Executive Direct Jobber Kevin Arlotti. Kevin tells the story of how he learned about AMSOIL through his dirt bike racing hobby. He became a Dealer and started selling AMSOIL products at the track. Next thing you know, he was making enough to pay for his weekends of racing and buy a new bike every year. Isn't that great? AMSOIL truly funds his passion – dirt bikes and racing.

An AMSOIL Dealership is a great resource for anyone who has the drive to use it. It doesn't have to be a full-time commitment – in fact, for most people it's not. It's a perfect opportunity to develop a secondary income source to achieve your goals. But you have to work it, and you have to stay at it. Waiting until your time of need won't do you any good. Keep those points in mind in your daily routine and maybe you'll spot some good candidates to join the team.

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Alan Amatuzio President & CEO





How motor oil affects horsepower

Heavy deposits and wear can lead to compression loss.

Matt Erickson | DIRECTOR, TECHNICAL PRODUCT MANAGEMENT

It took engineers at Infinity* 20 years to move 1.2 millimeters. Let me explain.

Maybe you've heard of Infinity's new VC-Turbo* 2.0L engine, the world's first production engine capable of varying its compression ratio. It uses a multi-link system that ties the connecting rods to the crankshaft and varies piston stroke 88.9 to 90.1 mm, a difference of just 1.2 mm. This effectively allows the engine to achieve any compression ratio between 8.0 (for increased performance) and 14.0 (for increased efficiency). Engineers spent 20 years developing the system.

The engine, available in the 2019 Infinity QX50* and Nissan* Altima*, marks a monumental leap in technology. Engineers have spent more than 100 years chasing the variable-compression dream. While research dates to the 1920s, the technology never gained ground. That is until now as automakers search for ways to meet tightening fuel-economy and emissions requirements.

Why all the fuss? Because operating at the optimum compression ratio for different driving conditions leads to higher performance while using less fuel. Think of it like transmission gears. A transmission with one gear isn't nearly as efficient as one with several.

As with any internal-combustion engine, however, Infinity's VC-Turbo can only reach its full potential if owners use a quality motor oil. To understand why, we need a primer on engine compression.

At the risk of oversimplifying, engine compression equals engine power. Compression refers to the pressure your engine generates inside its cylinders while running. How much pressure the engine produces and how well it converts that pressure into usable work influence your engine's efficiency and power.

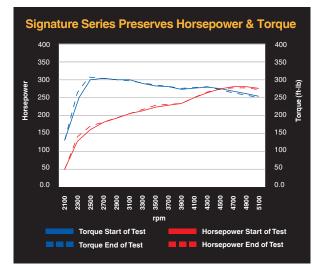
During combustion, pressurized gases drive the piston down the cylinder to turn the crankshaft. Ideally, all the pressure generated during combustion works to move the pistons and none of it is wasted as it escapes the combustion chamber. A good analogy is a hydraulic floor jack. Pumping the handle will raise the vehicle as long as the release valve is tightly seated and doesn't leak. A poorly sealed release valve, however, allows pressure to escape, causing the vehicle to sink to the ground no matter how much you pump the jack handle.

The same principle applies inside your engine. If pressure created during the compression and combustion strokes escapes past stuck piston rings or through worn seals, the engine will create less power.

So, what might cause the rings to stick or valves not to seal properly? Wear and deposits. Now you can see how motor oil affects engine compression and, in turn, power and efficiency.

Let's start with the piston rings. Most pistons contain three rings, the top two of which are responsible for pressing tightly against the cylinder wall and forming a good seal. Deposits in the ring lands can cause the rings to stick in their grooves rather than press against the cylinder wall, creating a tiny clearance through which pressurized gases can escape the engine, taking power and efficiency with them. Ring wear can have the same effect.

The same holds with the valves and valve seals. Worn seals reduce compression, as do heavy valve deposits that don't al-



low the valve to seal properly. The result is an engine that slowly loses compression over time and, with it, horsepower.

The antidote to wear and deposits robbing your engine of compression is to use a high-quality motor oil that fights wear and keeps engines clean. An oil like AMSOIL Signature Series Synthetic Motor Oil. We installed Signature Series 5W-30 (ASL) in a Ford* F-150* with a new 3.5L Ecoboost* engine to test its ability to protect turbocharged directinjection (TDGI) engines from torque and horsepower loss during extended drain intervals up to 25,000 miles. Power sweeps were done at the beginning and end of the test to evaluate horsepower and torque retention. As the graph shows, Signature Series helped maintain engine performance throughout the 100,000-mile test. That translates into an engine that delivers like-new performance for years.

Today's engines may be more sophisticated, but what good are they if the oil can't keep pace?



CLEANER. FASTER. EASIER.

Five more AMSOIL products are available in the award-winning easy-pack, bringing the benefits of **less waste, less mess and less frustration** to more applications.

Signature Series Synthetic Automatic Transmission Fluid (ATF, ATL) continues to provide the same great performance.

- Protects against thermal breakdown
- Outstanding wear protection
- Cold-temperature fluidity
- Durable easy-pack makes the job cleaner and faster

Updated labels and packaging? Yes Formulation change? No New stock numbers? No. The new package type will be indicated by "PK" after the product code. Traditional quart packaging still available? Yes

Automatic transmission fluid and manual transmission gear lube changes can be frustrating. The AMSOIL easypack helps you access tough-toreach fill holes without the need for a special funnel or pump.

Why Upgrade to AMSOIL Performance?

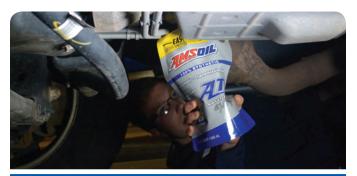
Transmissions in commercial vehicles, SUVs, trucks and vans – particularly those used for hauling or towing – are subjected to severe-service operation and increased heat. Elevated temperatures cause fluids to break down, allowing damaging metal-to-metal contact and the formation of sludge and deposits. The problem is worse in modern transmissions with more gears, clutch packs and narrow oil passages that require clean, high-quality fluid to achieve maximum performance and life.

AMSOIL Signature Series Synthetic Automatic Transmission Fluid is specifically formulated to withstand the rigors of heavy towing, elevated temperatures and challenging terrain. It remains fluid in sub-zero temperatures and provides reserve protection during heavy use and abuse.





THE OLD WAY: • More Mess • More Waste • More Frustration



THE NEW EASY-PACK: • Less Mess • Less Waste • Less Frustration









THE OLD WAY:More Mess • More Waste • More Frustration



THE NEW EASY-PACK: • Less Mess • Less Waste • Less Frustration

SEVERE GEAR® 75W-110 100% Synthetic Gear Lube (SVT) continues to provide the same great performance, and 80W-90 Synthetic Gear Lube (AGL) has been added to the SEVERE GEAR family.

- Superior film strength
- Controls thermal runaway
- Helps reduce operating temperatures
- Durable easy-pack makes the job cleaner and faster

Updated labels and packaging? Yes Formulation change? No New stock numbers? No. The new package type will be indicated by "PK" after the product code. Traditional quart packaging still available? Yes

Why Upgrade to AMSOIL Performance?

SEVERE GEAR® 100% Synthetic Gear Lube is a premium-grade gear oil specifically engineered for maximum performance

in severe-duty applications. It maintains its viscosity for long-lasting protection against metal-to-metal contact. The proprietary AMSOIL additives form an iron-sulfide barrier coating on gear surfaces, providing the ultimate line of defense against wear, pitting and scoring. SEVERE GEAR helps prevent "thermal runaway" – a phenomenon caused by a lubricant's inability to control friction and increased heat under high-stress conditions. By controlling thermal runaway, it inhibits rapid lubricant degradation and component damage – helping equipment run better and last longer.







Manual Transmission & Transaxle Gear Lube (MTG) continues to provide the same great performance.

- Protects against increased heat and pressure
- Outstanding cold-flow properties
- Protects brass synchronizers
- Long service life
- Durable easy-pack makes the job cleaner and faster

Updated labels and packaging? Yes Formulation change? No New stock numbers? No. The new package type will be

indicated by "PK" after the product code. Traditional quart packaging still available? Yes

Why Upgrade to AMSOIL Performance?

Towing, heavy hauling and performance driving create shock-loading conditions and elevated heat that threaten the performance and life of manual transmissions and transaxles. Making matters worse, horsepower, torque and towing capacities seem to increase with each new vehicle model year, increasing severity. Synthetic Manual Transmission & Transaxle Gear Lube is specifically formulated to reduce friction and maintain viscosity for long component and fluid life. It is designed to excel in severe-service conditions that exceed the limitations of conventional fluids.





GAME PLAN

- The easy-pack is perfect for repair shops. Explain how the product could improve the efficiency of their shops.
- People react strongly to seeing and touching the easy-pack in person. Bring a sample along when you visit current and prospective accounts.
- Sell enthusiasts on the convenience of the flexible packaging and how it eliminates the need to improvise special tools or purchase pumps.
- Highlight the easy-pack's unique place in the market and its potential to spark interest that could result in new customers for parts stores.





INTRODUCING THE ALL-NEW CLOTHING AND PROMOTIONAL ITEMS LINEUP

You'll find our newly updated Clothing and Promotional Items Catalog (G1650). We've overhauled many of our clothing and promotional offerings, given the catalog a fresh new look and introduced a number of changes.

New Categories

New categories were developed to make shopping easier, and we scrutinized each category to ensure we have the right products to fit every need. For example, items in the new On-the-Job category were selected for their durability and strength. The new Red Kap^{*} Mechanic Shirt helps repel oil, holds up to rigorous washing and even provides small features like concealed buttons to prevent scratching vehicle finishes.

Made in the USA

It's becoming increasingly difficult to find clothing and promotional items made in the U.S., but we did. These items are clearly marked with a "Made in the USA" icon. And we exhausted every domestic supplier before we purchased those items that are manufactured outside the U.S.

True Sizing

All clothing has been fit-tested by AMSOIL employees to ensure it's true to size. If you purchase a large shirt, rest assured, it is truly a large. We've also eliminated pricing based on size. All sizes are sold for the same price whenever possible.

Low Prices

With true sizing and an increased number of items made in the U.S., you'd think prices would've increased. That's not the case. Pricing has been kept as low as possible. You'll even notice some pricing has decreased.

Large, Consistent Logos

Many of our new clothing items incorporate large, eye-catching AMSOIL logos. Where prudent, we've placed the logo on both the front and the back of the shirt. You'll also notice the appearance of the logo is consistent across all items.



SIGNATURE SERIES FIGHTS VOLATILITY BETTER THAN THE COMPETITION

Signature Series Synthetic Motor Oil limits oil consumption and stays where it's needed most – protecting your engine.

Modern engines, particularly those equipped with performanceenhancing technologies like direct fuel injection and turbochargers, generate increased heat compared to their predecessors. At elevated temperatures, such as during severe service or when driving in hot summer weather, the oil's lighterweight molecules can volatilize, or "boil off." The more volatile a lubricant, the lower the temperature at which it will begin to evaporate. The more it evaporates, the less oil is left to protect equipment and the faster a user must replace the lost oil. You may have experienced this phenomenon if you've owned an automobile that "uses" motor oil in irregular intervals.

When light elements in oil evaporate from heat, the oil's viscosity increases. This thicker oil forces the engine to work harder, resulting in several problems, including the following:

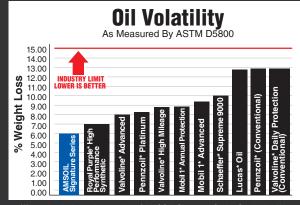
- Reduced performance
- Reduced fuel economy
- **Poor** cold-temperature starting
- Increased engine deposits
- **Out-of-balance** oil formulation, potentially leading to a higher concentration of additives than designed

The Test

In the NOACK Volatility Test (ASTM D5800), an oil sample is weighed and heated to 250°C (482°F) for one hour. Dry air is passed over the sample, carrying the oil vapors that have boiled off and depositing them in a beaker. The original sample is removed and re-weighed. Any reduction in weight is reported as a percentage lost of the original weight. A lower number indicates a better resistance to evaporation.

Keeping Volatility in Check

Signature Series has a uniform molecular structure that limits evaporation and keeps the oil where it's needed most – protecting your engine. AMSOIL fights volatility^U **38% better than Mobil 1 and 17% better than Royal Purple,** helping reduce oil consumption and keep valves clean. **Signature Series Helps Keep Valves Clean** AMSOIL fights volatility^U **38% better** than Mobil 1^{*} and **17% better** than Royal Purple^{*}, helping reduce oil consumption and keep valves clean.



^UBased on independent testing of AMSOIL Signature Series Synthetic 5W-20, Mobil 1[®] Advanced Synthetic 5W-20, Royal Purple[®] High Performance Synthetic 5W-20 in ASTM D5800. Oils purchased Oct.-Nov. 2018.

Signature Series remains far below the industry standard limit for volatility, reducing the need for frequent oil top-offs and limiting vehicle emissions.



A CLOSER LOOK AT BIODIESEL

AMSOIL diesel fuel additives help preserve performance and keep diesels on the road.

Presenting a renewable option for diesel engines, biodiesel is formulated from vegetable oils and animal fats, with blends up to B20 approved for use by many major engine manufacturers. Biodiesel presents environmental benefits and some performance improvements over conventional ultra-low-sulfur diesel (ULSD) fuel. Like many benefits, however, they come with some tradeoffs.

BENEFITS

Increased Lubricity

Lubricity is critical for controlling wear in fuel pumps and injectors. While diesel fuel has traditionally had high lubrication properties, the desulfurization process used to strip the diesel fuel of the sulfur content to meet ULSD requirements also strips the fuel of some of the organic compounds responsible for lubrication. Biodiesel does not go through this process and has different compounds responsible for lubrication.

Higher Cetane

Diesel engines operate best on fuel with cetane values of 50 or higher, allowing for a more complete burn and preventing ignition delays. Most diesel fuel sold in North America, however, has a cetane value between 40-45. Biodiesel offers higher cetane values. Biodiesel derived from vegetable oil typically has a cetane value between 46-52, while biodiesel derived from animal fat typically has a cetane value between 56-60.

CHALLENGES

While offering benefits, biodiesel also presents a number of challenges:

Decreased Fuel Efficiency

Because it has lower energy density, use of biodiesel can reduce fuel efficiency and power output.

Injector Deposits

Biodiesel heavily increases the potential for injector deposits. Specifically, the sodium used as a catalyst in the manufacturing process contributes to the formation of metal carboxylate deposits inside the injector, which can reduce engine power and performance and contribute to injector failure.

Fuel Stability

Biodiesel is less stable than conventional diesel fuel, which can contribute to undesirable odors, increased acidity and increased viscosity. Degradation products can lead to increased corrosion of fuel-system components and polymer, gum and sediment formation that causes fuel-filter plugging, injector deposits, lacquering, increased smoke emissions, decreased fuel economy and decreased horsepower.

Water

Biodiesel attracts water, which breaks down the fuel, makes it more acidic and supports microbial growth. Microbes contribute to fuel-system plugging (especially the filter) and increased corrosion.

Cold-Flow Performance

Biodiesel gels at higher temperatures than traditional diesel fuel, eventually clogging the fuel filter and starving the engine of fuel, preventing it from starting.

PROBLEM RESOLUTION

Problems created by ULSD and/or biodiesel fuel can be addressed in two ways:



1) Component Replacement

Failing to address issues associated with using ULSD or biodiesel can result in expensive and inconvenient performance issues and repairs.

- **Reduced** performance (horsepower, fuel economy, starting, reliability)
- **Inconvenience** of being stranded on the side of the road
- Expensive towing bill
- Expensive repair bill
- Equipment downtime

2) Fuel Additive Preventive Maintenance

A variety of diesel fuel additives are available to help diesel owners mitigate diesel fuel issues. The chart on the next page breaks down the fuel additives available on the market, their benefits and the corresponding AMSOIL diesel fuel additives that provide the specific benefits.

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FEATURES	WHAT THEY DO	BENEFITS	AMSOIL PRODUCTS
Cetane Improvers	 Improve combustion efficiency Improve cold-temperature startups Reduce engine noise and knock Reduce harmful emissions Reduce white smoke and warm-up times 	 Reduce fuel consumption Promote longer engine life and less maintenance Improve power output 	Diesel Cetane Boost (ACB) Diesel Injector Clean + Cetane Boost (ADS) Diesel All-In-One (ADB)
Detergents	 Remove deposits from injectors Help prevent rings from sticking Keep combustion chamber clean for more efficient combustion 	 Keep injectors clean, helping prevent costly repairs Improve power and torque, increasing operating efficiency and maximizing productivity Improve fuel economy Improve startup and engine operation 	Diesel Injector Clean (ADF) Diesel Injector Clean + Cetane Boost (ADS) Diesel All-In-One (ADB)
Lubrication Improvers	 Improve fuel lubricity Provide better protection of pumps and injectors from friction and accelerated wear 	 Promote longer life of pumps and injectors Reduce maintenance costs and downtime 	Diesel Injector Clean (ADF) Diesel Injector Clean + Cetane Boost (ADS) Diesel All-In-One (ADB)
Corrosion Inhibitors	Protect fuel tanks and system components from corrosion	 Extend the life of fuel tanks and system components Decrease fuel pump and injector wear 	Diesel Injector Clean (ADF) Diesel Injector Clean + Cetane Boost (ADS) Diesel All-In-One (ADB)
Demulsifiers	 Help separate water from fuel for easy removal Isolate water so it doesn't make it to the engine 	 Ease removal of water from tank Decrease wear on injectors 	Diesel Injector Clean (ADF) Diesel Injector Clean + Cetane Boost (ADS)
Cold Flow Improvers	 Lower cold filter-plugging point (CFPP) Fight gelling in cold weather Prevent wax settling during storage 	 Enhance engine reliability in cold temperatures Improve low-temperature startability Inhibit fuel-filter icing 	Diesel Cold Flow (ADD) Diesel All-In-One (ADB)

THE AMSOIL SOLUTION

Biodiesel has upside, but carries significant challenges as well. Fortunately, AMSOIL diesel additives provide a convenient, cost-effective way to mitigate these issues.

Diesel Injector Clean (ADF)

Targets traditional nozzle deposits, combustion chamber deposits and internal diesel injector deposits found in HPCR injectors. Lubricates to reduce fuel pump and injector wear. Concentrated for rapid results, maximum horsepower and up to 8 percent increased fuel economy in engines with accumulated deposits.

Diesel Cetane Boost (ACB)

Raises the cetane number of diesel fuel up to eight points for maximum horsepower, increased fuel economy and easier starts in all diesel engines.

Diesel Cold Flow (ADD)

Effectively modifies wax crystal formation at low temperatures to depress diesel fuel pour point, prevent wax settling and improve cold-flow filtration properties.

Diesel All-In-One (ADB)

Combines the superior depositremoving properties of Diesel Injector Clean, the excellent antigelling properties of Diesel Cold Flow and the cetane-boosting benefits of Diesel Cetane Boost in one convenient package.

Diesel Injector Clean + Cetane Boost (ADS)

Combines the superior depositremoving properties of Diesel Injector Clean with the cetaneboosting benefits of Diesel Cetane Boost in one convenient package.















Winner of a SEMA Global Media Award & a Flexible Packaging Achievement Award

Cleaner & Faster

THE NEW AMSOIL SEVERE GEAR® EASY-PACK

AMSOIL SEVERE GEAR 100% SYNTHETIC GEAR LUBE (SVG, SVT, SVO, AGL)

The new easy-pack helps you access tough-to-reach fill holes. The flexible packaging makes changing gear lube cleaner and faster, and eliminates the need for a pump.

Stay ahead of the curve with this revolutionary solution to challenging installations. Take advantage of the moment and introduce your customers to the unique AMSOIL easy-pack.

May Close-Out

The last day to process May orders in the U.S. and Canada is the close of business on Friday, May 31. Individual telephone and walk-in orders will be processed if initiated by the close of business. Internet and fax orders will be accepted until 3 p.m. Central Time on that day. All orders received after these times will be processed for the following month. Volume transfers for May business will be accepted until 3 p.m. Central Time on Thursday, June 6. All transfers received after this time will be returned.

Holiday Closings

The AMSOIL corporate headquarters and U.S. distribution centers will be closed Monday, May 27 for Memorial Day. The Edmonton and Toronto distribution centers will be closed Monday, May 20 for Victoria Day.

80W-90 Synthetic Gear Lube Joins SEVERE GEAR® Family

This month, the SEVERE GEAR® family grows to include SEVERE GEAR 80W-90 100% Synthetic Gear Lube (AGL). The entire lineup is now available in the award-winning easy-pack. Rigid quart packaging is still available for all SEVERE GEAR viscosities and will feature redesigned labels.





Signature Series Max-Duty 10W-30 Launches May 22

New Signature Series Max-Duty 10W-30 joins the Signature Series Max-Duty Synthetic Diesel Oil lineup on May 22. Look for details in the June *AMSOIL Magazine*.





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ALTRUM

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Are you sharing AMSOIL performance test results with your prospects and customers? All current test results comparing AMSOIL products to the competition and the toughest industry standards are available on our Performance Tests webpage. https://www.amsoil.com/performancetests.aspx



Minimum 10% Post-Consumer Fiber

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May 2019



No More Confusion

ONE MIX RATIO POWERS THEM ALL

Landscape professionals know what a hassle it is to maintain different fuel containers at different mix ratios. Offer them the convenience of one fuel container for all their two-stroke equipment needs.

SABER[®] Professional can be mixed at conventional mix ratios or, for maximum results, AMSOIL recommends the SABER Ratio[™] (80:1, 100:1).

Saves Time & Money
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