

November 10, 2006

Dear Valued Customer:

While at one point it just seemed to be another topic circulating around the rumor mill, it now appears that there is some validity to the buzz about Mobil discontinuing their Mobilith AW line of greases (namely, Mobilith AW-1 and AW-2).

Mobil's direct replacement for these greases will be the Mobilgrease XHP-221 and XHP-222, respectively. We have been unable to get a firm date from Mobil as to when they will officially discontinue production, but our local Mobil supplier anticipates it will be in the next month or so. Until such time, we will continue to offer the Mobilith AW lubricants in our lubricators.

In the meantime, you may want to begin planning for the inevitable. We currently stock the XHP-222 and it will cost you no more than the AW-2 does now. Likewise, we will start stocking the XHP-221 as soon as it becomes available, and anticipate no price increase over the AW-1 we currently stock. If there is another alternative you would like to consider, please give us a call to check availability.

Unfortunately, the decision to discontinue this very popular grease line is out of our control and we are forced to make adjustments just as you are. We endeavor to make the transition as painless as possible, and hope that this advanced notice at least minimizes the inconvenience to you, as you reevaluate your lubrication needs.

Upon request, we would be happy to provide you with a Technical Datasheet or Material Safety Datasheet (MSDS) for the Mobilgrease XHP line. If you have any questions or concerns on this (or any) matter, please do not hesitate to give us a call. We are here to serve you.

Regards,



David D. Crouther
Direct Sales Manager