

# INDUSTRIAL PARTNER

AUGUST, 2005



Welcome to our first newsletter.

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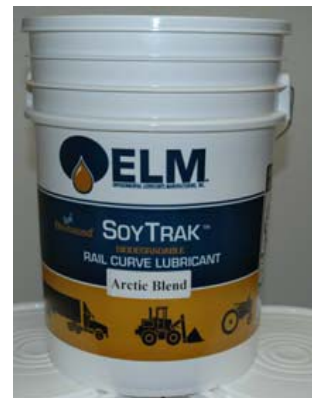
You are an important customer to our company and we offer the latest technology announcements as well as promotions in the newsletters that we will be electronically sending periodically to you. We sincerely thank you for your interest and time to review this information.

In this first issue, we would like to familiarize you with one of the most recent products that we distribute.

## ENVIRONMENTAL LUBRICANTS MANUFACTURING, INC.

*ELM  
is the leading  
manufacturer of  
biobased lubricants  
and greases in  
the United States.*

The technology base for these products was developed over 14 years of R&D at the University of Northern Iowa Ag Based Research Program (UNIABIL). A combination of this superior technology and unique genetically enhanced soybean oil, coupled with years of field testing has resulted in products that out perform many conventional lubricants and greases at competitive prices. The following represents the characteristics and benefits of this Iowa manufactured product.



## PRODUCT APPLICATIONS

- FLEET
- INDUSTRIAL
- AGRICULTURE
- CONSTRUCTION
- RAILROAD
- MARINE

### RECORD HIGH SOYBEAN PRODUCTION IN 2004

A COMBINATION OF BELOW-NORMAL TEMPERATURES AND ADEQUATE RAINFALL, RESULTED IN THE SECOND HIGHEST PRODUCTION OF SOYBEAN ON RECORD IN IOWA. SOYBEAN PRODUCTION ESTIMATED AT 497 MILLION BUSHEL IN 2004, UP 45% FROM 2003.

## CHARACTERISTICS AND BENEFITS

<b>BIOBASED</b>	<p>BIOBASED PRODUCTS FORMULATED FROM US GROWN SOYBEANS — A RENEWABLE U. S. RESOURCE.</p> <p>AID OUR FARM AND THE U.S. ECONOMY.</p> <p>REDUCE DEPENDENCE ON FOREIGN OIL.</p>
<b>BIODEGRADABLE</b>	<p>READILY BIODEGRADABLE. SAFER FOR THE ENVIRONMENT. EASIER TO DISPOSE.</p>
<b>RECYCLABLE</b>	<p>ALL USED NEAT OILS, SUCH AS CUTTING OILS, WAY LUBES AND HYDRAULIC FLUIDS, CONTAINING AT LEAST 95% OF ELM PRODUCTS CAN BE RETURNED TO ELM AT NO COST THUS SAVING WASTE DISPOSAL COSTS. USER OR DISTRIBUTOR WILL BE RESPONSIBLE FOR SHIPPING EXPENSE.</p>
<b>ISO 14000 BENEFITS</b>	<p>MOSTLY NATURAL INGREDIENTS. LESS HAZARDOUS IN THE WORKPLACE. HELP COMPLY WITH ISO 14000—ENVIRONMENTAL MANAGEMENT STANDARDS.</p>
<b>SAFETY BENEFITS</b>	<p>HIGHER FLASH AND FIRE POINTS THAN CONVENTIONAL FLUIDS. PRODUCE LESS MIST AND SMOKE IN THE WORKPLACE. NO CHLORINE OR SULFUR.</p>
<b>SUPERIOR LUBRICITY</b>	<p>HIGH OLEIC SOYBEAN OIL BASED PRODUCTS OFFER SUPERIOR LUBRICITY AND BETTER ADHESION TO METAL SURFACES.</p>
<b>LONGER TOOL LIFE</b>	<p>EXTEND TOOL LIFE BY 20—50%</p>
<b>FEED RATES &amp; SPEEDS</b>	<p>ENHANCED FEED RATES AND PRODUCTION SPEEDS OVER CONVENTIONAL FLUIDS.</p>
<b>SURFACE FINISH</b>	<p>IMPROVED SURFACE FINISHES AND CENTRICITY.</p>
<b>SAVES ENERGY</b>	<p>REDUCED FRICTION, LOWER POWER CONSUMPTION AND ENERGY SAVINGS.</p>
<b>PRICE &amp; VALUE</b>	<p><b>PRICED SIMILAR TO CONVENTIONAL METALWORKING FLUIDS. BETTER END-USE COST AND VALUE TO IMPROVE YOUR BOTTOM LINE.</b></p>
<b>COMPATIBILITY</b>	<p>STRAIGHT CUTTING OILS, WAY LUBES AND HYDRAULIC FLUIDS ARE COMPLETELY COMPATIBLE WITH CONVENTIONAL PETROLEUM FLUIDS. AS A RESULT MINOR PETROLEUM CONTAMINATIONS DO NOT ADVERSELY AFFECT PERFORMANCE.</p>
<b>MULTIPLE USES</b>	<p>THE SoyEasy METALWORKING FLUID LINE INCLUDES PRODUCTS FOR CUTTING, GRINDING, HOBGING, FORMING, DRAWING, TAPPING, REAMING, WAY LUBE AND HYDRAULIC APPLICATIONS.</p>
<b>LOWER OPERATING COSTS</b>	<p>INCREASED PRODUCTIVITY, REDUCED COOLANT USAGE AND LESS TRAMP OIL TO DISPOSE OF.</p>

### LUBRICANTS

- INDUSTRIAL HYDRAULIC FLUIDS
- TRACTOR HYDRAULIC FLUIDS
- FOOD GRADE HYDRAULIC FLUIDS
- MULTI PURPOSE GEAR LUBRICANTS
- METALWORKING FLUIDS
- TWO-CYCLE ENGINE OILS

### ELM'S VISION

**Be the most respected and innovative Biobased lubricant company, which contributes to society and the environment through our high-quality products & services.**

## GOVERNOR SIGNS BILL THAT PROMOTES USE OF SOY LUBRICANT

IN A RECENT ARTICLE FROM THE WATERLOO COURIER, THE ADVANTAGE AND ENDORSEMENT OF THE PRODUCT WAS EVIDENT BY OUR STATE GOVERNMENT:

**Waterloo Courier Article:**

**Governor signs bill that promotes use of soy lubricant.**

**Des Moines (AP)** —A bill that gives a **\$2 per gallon** income tax credit to companies that convert their metalworking shops to use soybean oil-based lubricants instead of conventional fluids has been signed into law by Gov. Tom Vilsack.

**“Soy-based lubricants are a wonderful example of university research being used to create economic opportunities throughout Iowa.”**

Vilsack said in a news release issued by the University of Northern Iowa.

**“We must continue to encourage this kind of innovation as we strive to transform our economy and capitalize on our strengths.”**

He signed the bill into law on Monday.

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Companies in the United States use about 80 million gallons of metalworking fluids each year, according to UNI’s Ag-Based Industrial Lubricants Research Program, which developed the soy industrial lubes and greases over more than 14 years of research.

That research was sponsored by the Iowa Department of Economic Development, the U. S. Department of Agriculture and the Iowa Soybean Promotion Board, the school said.

The bill puts the products into a wider market, said Lou Honary, President and CEO of Environmental Lubricants Manufacturing Inc., a

manufacturer of soy lubricants based in Plainfield.

**“These products can compete on their own merit not only because they are better lubricants for machining, but also because they are safer for workers and for the environment,”** he said. **“But, the initial cost involved in converting an operation represents an investment due to the cleaning and disposal expenses associated with changing our petroleum products.”**

John Roth, Mechanical maintenance supervisor for PMX Industries Inc., of Cedar Rapids, said his company currently is using soy based metalworking fluids developed at UNI.

**“We continue to use soy-based coolants for cost savings, and have found it to be a much cleaner product.”**

### SPECIALITY PRODUCTS

- BAR & CHAIN LUBRICANTS
- TRANSFORMER DIELECTRIC OILS
- CONCRETE FORM RELEASE OILS
- WOOD PRESERVATIVE OILS
- QUENCH OILS

### GREASES

- MULTIPURPOSE FLEET GREASES
- TRUCK FIFTH WHEEL GREASE
- INDUSTRIAL GREASES
- RAIL CURVE & FLANGE GREASES
- FOOD GRADE GREASES
- COTTON PICKER SPINDLE GREASES

TO VIEW THIS BILL THAT WAS SIGNED BY GOVERNOR VILSACK, PLEASE VISIT.....[WWW.ELMUSA.COM](http://WWW.ELMUSA.COM)

Please contact your sales representative for more information on this exciting product offering from

**METRO TOOL & ABRASIVES**

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