

Taking Stock

ExxonMobil Basestocks newsletter

Issue 17 | December 2021

A message to our customers

As we near the conclusion of 2021, we want to thank you for your business. We are grateful to have you as our customer and look forward to working with you to find opportunities to support your business in 2022.

Our industry has overcome a multitude of raw material and supply chain obstacles only to see new ones take their places. The COVID-19 pandemic-related decrease in fuel demand caused base stocks supply to be constrained worldwide. During the period, we tapped on our integrated refinery footprint to maximize our efforts toward meeting your base stocks needs. Additionally, we increased shipments of base stocks within our internal global supply network to ensure our terminals around the world remain as stocked as possible.

As I write this, the gradual recovery in fuels demand in 2021 has eased the pressures of low feedstock for base stock production. However, the latest supply chain challenge in the finished lubricant industry has been the availability of chemical additives and other components needed for lubricants production. We are working with our chemical-additive customers to ensure adequate supplies of diluent oils to support their production.

The obstacles this industry has faced over the past two years and the ones we'll continue to face highlight the value that ExxonMobil Basestocks delivers to your business. We are committed to this industry and committed to providing our customers with high-quality base stocks in an efficient manner to the locations where they need them.

We've been your supplier through COVID, through hurricanes, freeze incidences, supply shortages and other unprecedented events. Our goal is to remain your trusted supplier for years to come.

I am hopeful about 2022 — optimistic that the world will continue to make strides in the fight against COVID and optimistic that our industry will move past these current supply chain challenges.



— **Laura F. Pottorf, Global Marketing Manager,**

ExxonMobil Basestocks and Specialties



Expert insights

Maximizing motorcycle reliability with quality lubricant formulations

As standards for motorcycle performance, emissions and safety evolve in Asia Pacific, ExxonMobil's Shiang-Lin Tay shares three key attributes to consider when formulating lubricants.

[Read more](#)

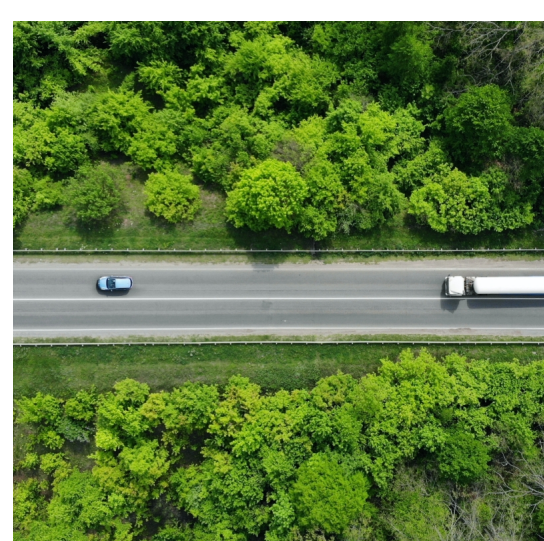


Base oil interchange guidelines

How to navigate evolving industry

What's the best way for lubricant manufacturers to meet changing industry guidelines? ExxonMobil's Daphne Hunter shares her perspective in Machinery Lubrication magazine.

[Read more](#)

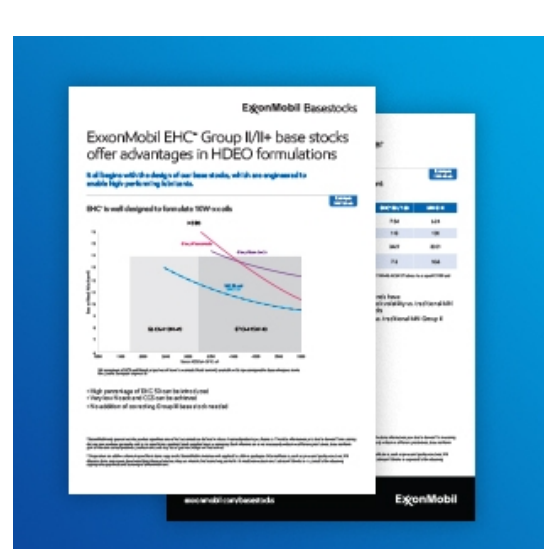


Webinar recording

Enabling high-performing lubricants with Group II/II+ EHC™ base stocks

Did you miss our webinar about formulating passenger car motor oils and heavy-duty engine oils more cost-effectively without compromising performance? Replay it now.

[View recording](#)



Formulation optimization

Get more value for your heavy-duty

There's more than one way to formulate heavy-duty engine oils — but one way is more cost effective and results in lower or identical volatility. Our new fact sheet explains.

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