



December 14, 2017

RE: "J20A" Tractor Fluid Sales

Dear Valued Missouri Customers,

As you are aware, the State of Missouri has taken an initiative to regulate the quality of Tractor Hydraulic Fluids (THF) sold within the state. At present, only "303" fluids are known to be considered problematic for quality testing. However, the "J20A" specification is still being considered for use within State boundaries, but what the specification entails is still up for some debate.

Our THF additive is sourced from Afton Chemical. Upon working with them on this issue, it was determined that our existing Xtreme[®] Pure-Flo[®] THF did not sufficiently meet or exceed the parameters of J20A that are being considered. While we do not believe this will result in any performance issues, we have decided to upgrade the Xtreme Pure-Flo THF product to ensure that we exceed the product parameters as we know them today.

This change will mean that Xtreme Pure-Flo THF in the "J20A" will no longer be sold within the State of Missouri. It will be replaced by Gard[®] Tractor Hydraulic and Transmission Fluid. The new product will still be sold in our innovative EZ-Grip[®] pail with a heat transfer label just as the Xtreme Pure-Flo. The Gard product will be sold at a slightly higher price given the additional additive and base oil considerations made to exceed specifications. Every effort is being made to make this product as cost competitive as possible to serve the market for this performance level.

We understand this may create some hardship for you and your customers. I would encourage you and any of your customers to contact Ron Hayes with the Missouri Department of Agriculture via email at ron.hayes@mda.mo.gov with any questions or concerns about the State's decision to regulate THF. The industry is still trying to navigate these changes within the short timeframe the State has mandated. I am sure this will not be the last change we see as more states move to regulate THF with more oversight.

Best regards,

Douglas Towns
Vice President
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