



**Oronite**

video transcript

## PCFlex ADDvantage™ introduction video

**Teri Crosby, manager, global automotive product line**

The PCFlex ADDvantage represents the three pillars of value that we bring to the customer. It's the innovative technology, the exceptional reliability, and the enduring relationships.

**Gerald Shaw, automotive product line manager, Americas region**

PCFlex ADDvantage encompasses Oronite's nearly 100 years of additive expertise.

**Graham Fisher, automotive market manager, Europe, Africa, Middle East region**

Oronite's technology helps to address some of the very severe requirements for engine oils in terms of oxidation control, wear control, deposit controls.

**Marta Sabater Ferret, automotive product line manager, Europe, Africa, Middle East region**

And we've been working to develop the right technology to provide fuel economy, durability for the engines that have to run with very thin oils.

**Gerald Shaw**

As a matter of fact, our Dexos1 2015 approval was the first in the industry.

**Marta Sabater Ferret**

European market is a very fragmented market. There is, uh, ACEA specifications, but there is, uh, then a multitude of different OEM specifications on top.

**Raj Padmanabhan, automotive product line manager, Asia Pacific region**

What we are leveraging in the region, you know, differentiating us from the other suppliers is we have the largest additive technology center, uh, in-in [Umazaki] in Japan.

**Kaz Kotaka, automotive product line manager, Asia Pacific region**

We have more than a half century history based in Japan. We were the first, uh, engine laboratories founded locally over there.

**Teri Crosby**

We understand that having the right product at the right time at the right location is extremely important for our customers.

**Gerald Shaw**

Whether your-your customer is in Japan, or they're in Europe, or if they're in -- here in the U.S., uh, they can be sure that they're going to get the same product that's consistent.

**Anand Bhargav, services manager, Asia Pacific region**

The key element of our reliability is the emphasis we have on protecting people and environment, and executing work with exceptional reliability.

**Teri Crosby**

At Oronite, we feel that our enduring relationships is what sets us apart from our competition.

**Karine Lantuejoul, services manager, Europe, Africa, Middle East region**

So through engaging with our customers, we've been able to develop very, uh, powerful products and solutions.

**Marta Sabater Ferret**

Uh, we really work with customers to validate our point of view of the market, to discuss together on what could bring value to them.

**Teri Crosby**

So our innovation never stops. We keep going, and we build and build on our legacy of market leadership experience in PCMO.

**Marta Sabater Ferret**

A few years ago we, uh, started, um, focusing very strongly on, uh, high tier PCMO in Europe.

**Teri Crosby**

We are s-- currently working on GF 6, the next passenger car specification for API, and we're really excited about what we're going to be bringing to the customer.

**Graham Fisher**

We have over the decades, uh, brought a lot of firsts to the -- to the industry, and we will continue to in the future.