

ExxonMobil Oil Corporation
3225 Gallows Road
Fairfax, VA 22037



August 3, 2011

Mr. John Doe
ABC Fleet
1234 Mobil 1 Way
Apple Valley, MN 55124

Dear John Doe:

Thank you for your interest in the Mobil 1 oil drain optimization program. Our top priority is to help our customers reach their financial objectives by extending their oil drain intervals.

Mobil 1 oil drain optimization employs dedicated engineers, along with high-performance products and state-of-the-art technology and equipment, to help determine the optimum drain interval for your fleet. The process is designed to maximize your fleet's performance, provide the lowest total operating cost per mile, and protect your business investment.

Based on your current fleet equipment and operating condition information you provided to ExxonMobil, we feel that you can attain an oil drain interval of 12,000 miles (or one-year) for gasoline vehicles, 15,000 miles (or one-year) for light-duty diesel vehicles, and 30,000 miles for heavy-duty diesel vehicles with **Mobil 1 5W-30 or Mobil 1 Advanced Fuel Economy 0W-30** for the gasoline equipment and **Mobil Delvac 1 ESP 5W-40** for the diesel equipment. Compared to your current oil drain practice, this should result in cost savings for your fleet.

To ensure that operating at this oil change interval constitutes minimal risk to engine life, we must both commit to maintaining the following key elements.

ExxonMobil is committed to:

- Making **Mobil 1 5W-30 or Mobil 1 Advanced Fuel Economy 0W-30** (for the gasoline equipment) and **Mobil Delvac 1 ESP 5W-40** (for the diesel equipment) available in adequate quantities to meet your fleet requirements.
- Paying for oil-related engine damage (per our Limited Warranty) while your company is operating within the requirements of the included Limited Warranty.

ABC Fleet is committed to:

- Maintaining the 12,000-mile (or one-year) service interval for gasoline vehicles, 15,000-mile (or one-year) interval for light-duty diesel vehicles, and 30,000-mile interval for heavy-duty diesel vehicles.
- Discontinuing use of any supplemental oil additives as part of the conversion to any Mobil 1 or Mobil Delvac product.
- Notifying your ExxonMobil Sales Representative if changes occur within your fleet relative to operation, load factor, engine type, or any other factor that would significantly impact the fleet's current operational profiles.
- Using only **Mobil 1 5W-30 or Mobil 1 0W-30 Advanced Fuel Economy** for the gasoline equipment and **Mobil Delvac 1 ESP 5W-40** for the diesel equipment as make-up oil.

Should you have any questions, please contact your ExxonMobil Sales Representative.

Respectfully submitted,

A handwritten signature in blue ink that reads "SE Horne".

Sarah E. Horne
Automotive Marketing Manager - Americas

Attachments:
Fleet Profile ABC Fleet Apple Valley MN gasoline 8-3-11.pdf
Fleet Profile ABC Fleet Apple Valley MN diesel 8-3-11.pdf
Mobil 1 Fleet Limited Warranty 9-10.pdf