

Survival and Recovery, the Morris Lubricants Way!

Drawing strength from its workforce on the home front, and the loyalty shown by its international community of customers, Morris Lubricants credits the resilience of the people involved in every aspect of its 150-year-old business for helping to make the company able to adapt and overcome the unprecedented challenges that the coronavirus pandemic has presented.

"The situation was so unexpected and shocking that a new level of mutual-concern has developed within our team, and with our customers," says Group International Business Director Stephen Dawe, who heads the department responsible for managing exports – a division that generates 40% of the company's total business.

"Our overseas clients, many of whom have dealt with Morris Lubricants for more than 20 years, have demonstrated as much concern for us throughout the last 3-4 months, as we have for them. Making contact on many occasions simply to make sure we are safe and keeping well," says Stephen.

"If anything, the relationship with our customers has flourished as a result of the pandemic."

With more than 90 countries on its distribution list, disruption caused by global lockdown caused a short-term reduction in monthly sales values of between 20-30%, but export order volumes are well on their way to recovering to pre-coronavirus levels, and not a single contract has been lost.

In the UK, as lockdown continues to ease, the tenacity of the nationwide sales team – which traditionally relies on face-to-face contact to generate new business and influence territory sales – is also showing results. Orders are increasing on a daily basis, and calls to the technical team for advice and help are resuming a familiar level.

"The role of the sales person has changed for a long time to come," says Business Development Director lan Douglas, who sees some of the significant obstacles his staff have faced during the crisis as opportunities to evolve. Most significant of all, the transition from visiting customer premises to remote video conferencing.

"The amount of time saved by not driving will make the team more productive. They can use it to find more creative and imaginative ways to generate business, and it will improve their wellbeing," says lan, who believes a digital first approach to interacting with customers will have a meaningful cost saving and environmental impact.

"I no longer have to drag the whole sales team to a central UK location to have meetings — we can comfortably do this from our homes."

As and when it is safe to collaborate in close proximity, employees will follow strict infection prevention guidelines. Meetings will take place by appointment only, and a two metre distance maintained at all times. Full PPE will be worn, including a face covering and gloves, and Workshop Pro Hand Sanitiser, a product developed in response to the pandemic, will be supplied.



In 2020 99.66% of deliveries have arrived as promised in a 48 hour period



As Morris Lubricants continues to chart the uncertain waters of a COVID-19 world, plans for its long-term future remain at the forefront, with product development and investment in new technology key to helping to build a more efficient, sustainable and economical business.

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"The automotive world is quite fast paced, and environmental pressures being brought to bear on emissions, hardware and technologies, are continually evolving," says Automotive Product Manager Adrian Hill, BSc.

Responsible for bringing new products to market, Adrian's key concern during lockdown was being able to maintain communication as his role relies on keeping up-to-date with industry developments and research formulations, as well as in-house liaison with purchasing, laboratory, production, commercial, sales and marketing departments.

"It's important to know exactly where things stand so we can be proactive and anticipate what's coming next," says Adrian, who used software such as Zoom, MS Teams and Webex to hold critical meetings with internal and external contacts.

"This enables us to meet our customers present and future needs with minimal delay. Two dimensions are better than none, being able to see the people you are talking to is psychologically invaluable and we could also monitor our lockdown hairstyles!"

Now, more than ever, the company's call to arms is both appropriate, and poignant; "to do the common thing, uncommonly well brings success" – even at the height of a global pandemic.

MARKET TRENDS with Ade

Adrian Hill, Automotive Products Manager at Morris Lubricants, spoke to Professional Motor Mechanic magazine recently and cast his eye over the trends in the lubricants industry and warns of the changes required to compensate for alternative powertrains.

The move towards alternative power technologies in the passenger car market is leading to a review of the hardware changes taking place and the opportunities that will lie ahead to compensate for reduced conventional engine lubricant usage.

From a full hybrid electric perspective, new lubricant technology will be required as the operating regime is very different from a petrol or diesel only vehicle.

The first thing to consider is the intermittent nature of its operation. Start-stop operation increases bearing stress that can lead to accelerated wear. Conventional engines (other than when start-stop is used at junctions, etc.) continue to rotate, generating an oil film that keeps bearing shells/journals separated for long periods. Under these conditions, minimal bearing shell/journal contact occurs, as this only happens when the engine is at rest. The frequency of this contact is higher in hybrids (due to their intermittent

use) and therefore more robust wear protection has been developed and incorporated.

Hybrid engines do not operate for an extended period of time and therefore never reach optimum running temperature; they can be at least 20°C below their petrol or diesel only counterparts. For this reason, certain contaminants build up that would normally be driven off during continuous use. Unburnt fuel and water can persist that lead to the formation of harmful low temperature sludges.

Too much water will lead to phase separation with a distinct layer of water forming. This can damage the oil pumping system and contribute to bearing wear issues. New hybrid lubricant technologies are being formulated to disperse the water and fuel, forming an emulsion to safeguard against these issues. Of course, these features are not the only performance parameters these lubricants have to comply with. Each original equipment manufacturer will also require the usual performance parameters to be covered, such as engine cleanliness, general wear protection, protection from rust and corrosion and good dispersion (to help the filter do its job).

In addition to the new chemistry required to combat the harmful operational side effects described above, engine

lubricants continue to move towards low viscosities: 0W-20, 0W-16 and even 0W-12. In the first instance, the reduced internal drag of these lubricants means that more of the energy is released to charge the battery packs, whilst improving conventional fuel efficiency and reducing carbon dioxide emissions.



MORRIS LUBRICANTS SUPPORTS 50 HERITAGE AND STEAM RAILWAYS

Morris Lubricants has agreed to support 50 heritage and steam railways across the UK which have been closed due to the Coronavirus pandemic.

The Shrewsbury-based company has worked closely with steam heritage workshops during its 150-year history and has great experience in formulating lubricants specifically for the sector.

The Morris Lubricants Heritage Railway Support Scheme, launched in April, aims to reward customer loyalty and support heritage and steam railways through these difficult times.

Railways were invited to apply to the scheme explaining why they needed support and how Morris Lubricants could help. The response was excellent, and the company has agreed support packages that include discounted or free lubricants and promotional material.

One of those to receive support is The North Yorkshire Moors Railway (NYMR), an award-winning charitable trust that carries 300,000 passengers annually from Pickering to Whitby.

As Britain's most popular heritage railway, it is one of the best visitor attractions in the North East and is set to reopen on August I. Tickets must be pre-booked.

Chris Price, NYMR's General Manager, said: "We have managed to reduce the cost of running the railway, but there is still a cost to maintain a heritage attraction such as ours. The next few months are undeniably going to be a challenge for us.



"An engine requires £20 of oil each day to operate and The Morris Lubricants Railway Support Scheme will be a great help reducing our running costs and help us to keep steaming into the future.

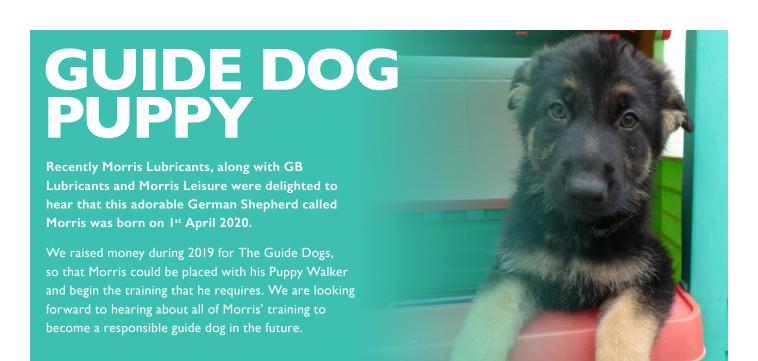
"The public support we have had during lockdown has been overwhelming. Thanks to local companies, the railway sector and the general public who have rallied together and demonstrated their support over the past three months, I am optimistic about the railway's future."

Andrew Goddard, Executive Chairman of Morris Lubricants, said "as dedicated enthusiasts and supporters of the heritage and steam industry, the company was keen to support railways."

"We understand that it's a difficult time for heritage railways, like The North Yorkshire Moors Railway, in this pandemic and wanted to support them in any way we could," he explained. "Morris Lubricants has a long tradition of supplying these railways with our top quality steam lubricants. We particularly wanted to reward the loyalty of our existing heritage railway customers and I am pleased to report that the support scheme has attracted others to use our products."

Keiron Thorogood, Morris Lubricants' Rail and Heritage Account Manager, said the company's support scheme had been particularly well received by railways across the UK. "We wanted to help the railways get back on their feet and support them going forward," he added.

Andrew, his brother Edward, Managing Director of sister company, Morris Leisure, and their parents, David and Diana Goddard, are avid steam enthusiasts, owning traction engines and steam vehicles, including a 1931 Sentinel Steam Waggon.



Reception Retirement for Maria

Reception at Morris Lubricants' Shrewsbury headquarters is without a familiar friendly face as Receptionist Maria Buck retired from the company recently.

Maria, who joined Morris Lubricants back in August 1999, thoroughly enjoyed her time with the company and admitted that leaving the company which has been a big part of her life for so long, was a sad occasion.

"Having been with Morris for nearly 21 years, I've seen the company adapt to various different demands. Keeping up to date with changes in personnel, new job titles and responsibility has been challenging!" said Maria, "Having a dedicated IT Department that introduced new operating systems has improved the company and ensured a smooth running of operations. I'm grateful that the company has listened to suggestions brought by myself and others to ensure that jobs are made easier."

Having retired, Maria had no plans on putting her feet up and living a quiet life, as she is now dedicating her time to making improvements to her house and garden and learning new skills along the way. She also has a passion in restoring retro and vintage items, which will take up some of her time



and catching up and reconnecting with old friends from her music background, something which she appreciates Morris Lubricants for supporting during her time with the company.

"The company was always very supportive when I was out singing with my band two nights a week or more, and travelling abroad to perform at various events. The family atmosphere was a breath of fresh air after previously working for a corporate organisation – I am really going to miss everyone here!"

END OF AN ERA AS KENNY RETIRES

One of Morris Lubricants' longestserving employees decided to hang up his work boots and hi-vis jacket recently.

Kenny Crane, who was with Morris Lubricants for over 40 years, having started with the company back in 1980, retired at the end of August.

Having spent twenty-six years on the bulk filling line, Kenny has the achievement of filling more litres of the world-famous Morris oil than anyone else in the 151-year history of the company.

Kenny was looking forward to his well-earned retirement: "I'm looking forward to having the time to go and renovate my house but I've had a brilliant forty plus years at Morris. So much has changed since I started, with so many different types of oil nowadays and the maximum quantity of oil going from 700 litres to 1500 litres in the bulk tanks."

Kenny added that the family aspect of working at Morris Lubricants is something he is grateful for:

"I've seen Director David Goddard, with his sons and Executive Chairmen Andrew and Edward and my sons Mark and Daniel both work here too, so the positive family environment is here for us all to see.

Morris Lubricants has

been a big part of our family, and one that I am thankful to see continue. The team here are a great bunch of people and I will miss them all."

Kenny had no plans on retiring and sitting back though, as well as working on the house, he is a keen motorcycling

enthusiast, so he plans on spending a fair amount of time on his Honda CB

enthusiast, so he plans on spending a fair amount of time on his Honda CB 500F. He also has nine grandchildren, with a tenth born since Kenny has retired, as Dylan was born on 16th September, so he is excited about the prospect of spending more time with them and his wife Wendy.

Caroline Celebrates 25 Years Service

Staff at Morris Lubricants gathered in the Tower Suite early in September to celebrate Regulatory Affairs Manager, Caroline Walton, spending 25 years with the company. Caroline was presented with a long-service gift from Executive Chairman Andrew Goddard.

The company would like to thank Caroline for her quarter of a century working with us and look forward to the next 25 years with us!





FINE-TUNING THE KEY IN LOCKDOWN FOR LYDIA



"Everything is going to be different"

Sacrificing pre-season track time to prioritise the wellbeing of her team, Lydia Walmsley was doing everything she can to ensure a safe, but well-prepared return to competing

Fireproof gloves are the final piece of racing livery a driver will put on before turning over the engine in anticipation of the green light, but in response to the risk posed by coronavirus and new regulations set out by Motorsport UK to ensure a safe return to competing, Morris Lubricants has equipped ambassador Lydia Walmsley with an additional layer of protective kit.

"To keep us safe, Morris Lubricants have supplied me and my team with the anti-bacterial hand sanitiser they developed and distributed to key workers during lockdown," explains Lydia, who will return to competing in August.

"After winning the final race of 2019, it has been a long wait to try and carry that momentum into this season. I'd like to be a championship contender at the end of this year, but at the moment, we are just making sure everything is ready to go."

Prioritising the wellbeing of her team above all else, Lydia decided against booking track days for pre-season shakedowns when the circuits reopened in June. "It was a little bit too soon in our opinion," she says.

Instead, Lydia is ramping up a lockdown routine she devised that combines disciplines which benefit her racing; including keeping fit, watching videos of previous competitions to find areas that can be improved, and getting behind the wheel of a professional level racing simulator – which the 18-year-old confesses to pressing the 'reset' button on from time to time.

"There was a point this year when it didn't look like we were going to be racing at all, but there was no point dwelling on what should have been. I think when you relax, you are more able to do your best," she says.

Supportive, but mindful of the long-term impact new regulations could have on the industry – which largely relies on the income generated by spectators attending events – Lydia's season has been reduced from seven rounds to five, three of which will now support the British Touring Car Championship (BTCC).









"Everything is going to be different, even down to how we sign on for the race meeting has changed. Instructors are banned from sitting with us in the car, there will be a limit on the number of team members able to attend, and podium rituals are not going to be quite what they were," says Lydia.

"My hope is that spectators will soon be allowed as the loss of income will likely be reflected on driver entry fees next year – and nobody wants that! I also don't think it will be quite the same atmosphere without the crowds."

The reformatted season now sees Lydia take part in three weekends of racing which will be shown on TV, rather than the previously scheduled two. It's a welcome antidote to the possible absence of the general public and a reduced media presence.

"The Thruxton event has been moved to the 19th and 20th of September, and although the Silverstone one was cancelled it's been replaced with two more high profile events on the TV at Oulton Park and Croft – which means that we're actually getting more time on the TV than we would have in the normal circumstances, which is a bonus!"

A week ahead of her TV debut, Lydia will be opening the envelope that contains her A Level results, which are being calculated using work completed before lockdown. Disappointed to have missed out on the final few months of sixth form, but anticipating good grades, Lydia is happy to report that because her Cooper Pro Mini performed exceptionally in 2019, there was little room for improvement to be ready for 2020.

In the future, she hopes to progress to a John Cooper Works Mini, but until then Lydia and her team are expanding their fleet with a race truck she built at home in the garden with her dad, as well as a new pit buggy that wears the team colours.

When the moment comes for Lydia to finally put a set of 2020 championship decals on her Mini, she will truly believe things are back on track, and promises "I'm not going to take any moment for granted."

Lydia is currently in fourth position after the first three rounds, with just 20 points separating the top five racers.





TRUCK RACER DAVE READY TO GET BACK ON TRACK

"We need to do whatever it takes to go racing – and to win"

As a family man, businessman, key worker and truck racer, Dave Jenkins has faced unprecedented challenges during lockdown. Here, he talks about what it took to overcome them, and reveals why he can't wait to get back to Donington – and it's not just because he gets to hurtle more than five tonnes of truck round the track.

It was during a quiet moment in the early days of lockdown that worry caught up with championship winning truck racer Dave Jenkins, a family man and key worker.

"I experienced my lowest point at the beginning, I didn't know how we were going to cope," says Dave, who owns two vehicle repair garages that service domestic and commercial transport – including fleets responsible for delivering food across the country during the pandemic.

"I'm quite a practical, pragmatic and organised kind of person, but this was completely out of my control. That day I didn't finish work until very late, and when I got home I watched the news and got so panicked and wound up that I didn't sleep a wink."

With the pressure on to keep his business operational, the Morris Lubricants racing ambassador prioritised reassuring his team.

"I thought 'you can't let that happen to yourself again.' I didn't want this feeling to filter through to my staff, so I got them in and said 'no matter what happens I've got this covered.' I didn't quite know how I was going to do it, but I didn't want them to feel like I'd felt."

With renewed focus, Dave dealt with the challenges that each day brought. At home, alleviating the anxiety that his family were experiencing and doing what he could to keep them safe. At work, adapting shift patterns and implementing COVID-19 secure practices. His diligence paid off, with only 20% of his staff needing to go on furlough and the business able to function at a sustainable level throughout lockdown.

"I had a huge level of assurance from Morris Lubricants that they were going to stand by me, that we would pull through this and get out the other side together," says Dave, who admits that racing his jet black MAN TGX 12000cc truck was never far from his mind – despite the season being indefinitely postponed, and potentially cancelled altogether, back in March.

Under normal circumstances, the buildup to racing season is frantic, with lots of late nights and rushing around, something which Dave says he couldn't do without the support of his family.

"This is my passion and hobby, but I can't go racing on my own. I have to have the complete support of my family, they have to be behind me. If they weren't, there's no way I could free up the time, or have the motivation to go and do it."

This year, Dave has enjoyed working on his truck at home under more relaxed circumstances, and finally, the time is coming to put the changes he has made to the suspension and wheel alignment to the test.

Reduced from the usual nine rounds of racing to four, the streamlined 2020 British Truck Racing Association (BTRA) season will start at the end of August. The first race takes place at Donington, followed by Snetterton in September, Pembrey in October and Brands Hatch in November.

"We need to do whatever it takes to go racing, at whatever level, in order to keep the momentum and the interest going – for us, for our teams, for our sponsors and for our fans. It's very important that we get excited about it, so we can have a good end to a partial season."

Due to COVID-19 restrictions, preseason testing is going to be very limited prior to the Donington event.

"This is where, hopefully, some of the 20 years of experience that we've got should mean that we are able to take it all in our stride," says Dave.

Making it an even more significant milestone for the truck racer, the delayed season opener also coincides with the due date of the latest member of his team.

"My partner Hayley and I are expecting a little boy on Donington weekend, he should be here in time for his first race."

Captivated by the sound, smell, excitement and atmosphere, Donington is also where Dave found his love for the sport back in 1984 when, at eight-years-old, he watched his father, Tony, motor round the circuit during the first BTRA meeting.

"I get a huge sense of pride and emotion about racing because of the effort you have to put into it, and the people that come to support you.

"This year, whether it becomes a four race championship, or whether it's four standalone races, we are going to try and win every one of those races. Last season we finished second in the championship, we were still winning races at the end of the year, and that's exactly what we're going to do again. We go racing to win, so that's what we need to do."

Dave and Hayley welcomed George Stanley David Jenkins on Tuesday 25th August.

Dave is currently leading the championship after the first two rounds of racing.

"I had a huge level of assurance from Morris Lubricants that they were going to stand by me"





NEW PRODUCTS

MULTIVIS ADT RN 5W-30 Synthetic Technology Mid-SAPS Engine Oil



Multivis ADT RN 5W-30 has been specifically formulated to cope with the demands of Renault vehicles produced after 2018 and fitted with their latest gasoline and diesel engines.

This product also covers the requirements of older units where RN0700 and RN710 engine oil specifications were required. Multivis ADT RN 5W-30 can be used in engines fitted with GPFs (Gasoline Particulate Filters), DPFs (Diesel Particulate Filters), SCR systems (Adblue) and catalytic converters.

Multivis ADT RN 5W-30 provides the following benefits:

- TDGI (Turbo Direct Gasoline Injection) protection at high temperatures and loads.
- GPF compatibility for present and future designs.
- Increased levels of piston cleanliness.
- Soot, sludge and wear control.
- Increased vale train wear protection in diesel engines.

Recommended for the latest Renault passenger car gasoline and diesel engines where a 5W-30 of this specification is required.

(Note that for diesel engines up to September 2018 – Euro 6D-Temp Standard – only use enginelubricants complying with RN720. We recommend Multivis ADT C4 5W-30. Multivis ADT RN17 5W-30 should not be used in Renault Sport & Alpine applications).

Always check manufacturers handbooks to ensure the correct engine oil is being used or seek technical advice.

Multivis ADT RN 5W-30 has the following performance levels: Renault RN17, ACEA C3

Available in the following sizes:

- 205L, Part no: MRN 205
- 25L, Part no: MRN 025
- 5L, Part no: MRN 005
- IL, Part no: MRN 001



ULTRALIFE MAX

Long Life Organic Acid Technology Antifreeze Coolant



Ultralife MAX is a heavy duty, highly versatile antifreeze coolant based on longlife organic acid technology. The product has extensive OEM specification coverage and has proven performance in a wide variety of applications.

Ultralife MAX can be used in heavy truck, coach, bus, agriculture, off-highway, gas engine and passenger car applications. Using the correct antifreeze/coolant protects against all forms of corrosion, which in turn reduces repairs and downtime, saving money and improving reliability.

The coolant has been field tested and has proven to provide the following periods of protection:

- 650,000 km (ca. 8,000 hours) in truck & bus-application or
- 250,000 km (ca. 2,000 hours) for passenger cars or
- 32,000 hours (or 6 years) for stationary engines.

It is recommended to change the coolant every five years or when above mileages or operating times are reached, whichever comes first.

Features and Benefits:

- Extended life Improved heat transfer
- Reduces repairs to thermostat, radiator and water pump
- Improved hard water stability, absence of silicates and phosphates
- Save time and money maintenance-free coolant
- Suitable for mixed fleets, one coolant for automotive and heavy duty applications
- Environmentally friendly by using carboxylic additives



Applications: Ultralife MAX may be used with confidence in engines manufactured from cast iron, aluminium or combinations of the two metals, and in cooling systems made of aluminium or copper alloys.

Performance Levels: ASTM D3306, D4656, D4985, D6210
BS6580 | JIS K2234-2006 Class II: LLC (Japanese Standard) | SAE J1034, KS M 2142
(Korean Standard) | Ford WSS-M97B44-D | Mercedes-Benz 325.3 | General Motors
GM 6277M | MAN 324 type SNF | Volkswagen TL 774F | CNH MAT3624 | Caterpillar
GCM34 | MWM 0199-99-2091/12 Cummins 85T8-2, IS Series u N14, CES 14603, CES
144439 | MB 325.3, 326.3 | Detroit DFS93K217 | Deutz DQC CB-14 | Fiat / Lancia
9,55513 GE Jenbacher TA 1000-0200 | GE Waukesha | Liebherr MD1-36-130 Mahle
Behr | Mazda MEZ MN 121D | Paccar DAF 74002 | Paccar Leyland Trucks DW03245403
| Renault Nissan 41-01-001/- -S Type D Rolls Royce Power Systems MTU MTL 5048
| Rolls Royce Power Systems Bergen 2.13.01 | Suzuki Santana | Tata Motors JLR CMR
8229 | STJLR 651.5003 | Tedom | Thermo King | Van Hool | Volvo Mack 014 GS 17009
Volvo Renault Trucks 41-01-001/-, -S Type D | VW TL-774 D, TL-774 F Skoda 61-0-0257
| VW MAN 324 Typ SNF, Diesel and Turbo SEVW MAN B&W AG D36 5600, B&W
A/S | Wartsila SACM Diesel DLP799861 | Wartsila 32-9011 | Yanmar

Also suitable for use in: AGCO Fendt/Valtra | Aston Martin | Perkins Claas | GM

Chevrolet, Saturn | GM Saab B 040 1065 | Great Wall Motor Co. Ltd. | Hitachi | Isuzu | Irisbus Karosa | John Deere JDM H5 | Kobelco Komatsu 07.892 (2009) | Mitsubishi Heavy Industry | PSA Opel-Vauxhall GMW 3420 | Volvo AB Penta | Volvo Construction / Trucks VW Semt Pielstick

Available in the following sizes:

- 205L, Part no: ULM 205
- 20L, Part no: ULM 020

NEW PRODUCTS

K90

Calcium Sulphonate Complex Grease

K90 Calcium Sulphonate Complex Grease is the latest in Grease Technology to give performance like no other. Its ability to cope with high loads in harsh atmospheres including the presence of moisture; and a wealth of applications in all sectors including Marine and Off Highway makes it a great choice for many.

Features:

- · Works excellent with industrial equipment subject to high humidity and high temperatures
- · Exceptional pressure and anti-wear performance
- · Provides high levels of corrosion protection, even in the presence of water

Applications:

- Plain/rolling-element bearings
- Marine equipment
- Heavy mobile equipment
- Wire ropes
- Cables exposed to saltwater
- · Paper machine
- Wet-and-dry end bearings
- Hot calendar stacks/hot roll tables
- · Rolling mills
- Continuous casters
- Ingot buggies/slab mills
- Conveyors
- Gears

K90 Calcium Sulphonate Complex Grease has been developed as a high performance grease for construction plant such as bulldozers, scrapers, loading shovels and dump trucks where it will give outstanding performance. It is also recommended for use in industrial equipment operating at high temperatures or exposed to salt water.

As with all greases used for the first time, check compatibility with the grease applied previously and if necessary purge bearings prior to application. Likewise, as a general rule, take care not to over-lubricate and apply the quantity of grease recommended by the bearing manufacturer.

K90 Calcium Sulphonate Complex Grease has the following performance levels: DIN 51502: KP2R-30, ISO 12924 L-XC(F)DIB2, NLGI: GC-LB 2

Available in the following sizes:

• 400g, Part no: CSG 400



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- White Grease With PTFE
- Solvent Cleaner
- Solvent Degreaser

- Chain Lubricant Fully and Semi Synthetic
- **Anti Seize Compound**
- Carb Cleaner
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For more information contact:







HANDS FACE SPACE

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