

Eastman Aviation Solutions™

Important information about rebranding to Eastman Turbo Oils

We're excited to announce that BP™ Turbo Oil is now **Eastman Turbo Oil**. What does this brand name change mean to you as a valued Eastman customer? It means you can continue to count on the same aviation solution you've come to trust.

Your requirements in any documentation changes are detailed in the following. If you have any additional questions, contact your sales manager or email us at TurboOil@eastman.com.

What is happening?

The BP Turbo Oil brand is being renamed Eastman Turbo Oil. This is solely a name change. The product remains the same. The manufacturing facility, formulation, and sales and support teams will also remain unchanged.

Current Product	New Eastman Product
BP Turbo Oil 2197	Eastman Turbo Oil 2197
BP Turbo Oil 2380	Eastman Turbo Oil 2380
BP Turbo Oil 2389	Eastman Turbo Oil 2389
BP Turbo Oil 25	Eastman Turbo Oil 25
BP Turbo Oil 274	Eastman Turbo Oil 274
BP HALO 157	Eastman HALO 157

Changing	Not Changing
Product Name	Product Specification
	Package Color
	Approvals
	Qualifications
	Formulation
	Technical Team
	Sales Team
	Manufacturing Facility

We have also updated the health and safety information on packaging to meet new requirements in the regions we serve.

When is this happening?

The plant will begin producing product under the **Eastman Turbo Oil** brand name in mid-October 2014. First shipments carrying the new brand will leave the plant during the first half of November 2014. When you start seeing the new brand will depend on delivery times and schedules.

What will this look like?

There will be very minor changes to the packaging. Labels will be the same style and color. Only the name, business entity, and regulatory information will change as shown in the following:



Who will be approving this change?

Information on this rebranding program has been provided to all key aviation industry approval bodies and national aviation authorities (stated in the following list) as part of a robust management of change process. We anticipate all the necessary approvals to be in place when production using the new Eastman branding begins.

- SAE E34 Qualified Products Group
- Federal Aviation Administration (FAA)
- European Aviation Safety Agency (EASA)
- United States Navy (USN)
- United States Air Force (USAF)
- United Kingdom Ministry of Defence (UK MoD)
- Engine and accessory OEMs
- Airframe manufacturers

What should you do?

- **First, you should update your documentation with the Eastman Turbo Oil name.** As referenced in the FAA letter and other documentation, Eastman Turbo Oil is now an acceptable replacement for BP Turbo Oil. For a period of time, both BP and Eastman branded products will be in the marketplace. Internal documentation should list Eastman and BP Turbo Oil as acceptable wherever BP is currently documented. We recommend changing any abbreviated references to reflect the new name, e.g., update “BPTO 2197” to “Eastman TO 2197 or BPTO 2197.” Airframe, engine and accessory OEMs, and regulatory agencies recognize that both brands will be in the market and will cover via applicable documentation.
- **Next distribute our announcement flyer** (attached in this email and available here). This flyer is designed to inform your team in the field of this new development. It is a high-level overview and provides a contact point for any questions.

How does this affect placards?

Placards will be updated with the Eastman brand. Only the name and part number will change.
(See the following example.)



Eastman will provide complimentary placards as a benefit to our customers. We recommend the following procedures for handling placards.

- Placards do not need to be changed outside normal operating procedures. (Existing BP placards reference product number and package color; therefore they will be acceptable.) Placards should be changed as done normally when they fall off or for new applications.
- The part number is changing for the placards. Documentation for placards should list both part numbers as acceptable.

Updated Placard Numbers

Existing Placard Part Number	New Placard Part Number
BP 2197MC 1L	EMN 2197MC -1L
BP 2197MC -1S	EMN 2197MC -1S
BP 2197MC -2L	EMN 2197MC -2L
BP 2197MC -2S	EMN 2197MC -2S
BP 2380MC -1L	EMN 2380MC -1L
BP 2380MC -1S	EMN 2380MC -1S
BP 2389MC -1L	EMN 2389MC -1L
BP 2389MC -1S	EMN 2389MC -1S
BP 2389MC -2L	EMN 2389MC -2L
BP 2389MC -2S	EMN 2389MC -2S
BP 25MC -1L	EMN 25MC -1L
BP 25MC -1S	EMN 25MC -1S

How will everyone in the field be made aware of the change?

We have created an announcement flyer that you can distribute to your various stations. (attached in this email and available [here](#))

If you need hard copies of this flyer, contact TurboOil@eastman.com or your sales manager. Simply tell us how many you'd like and where to mail them.

Additionally, new Eastman Turbo Oil cartons will include information on the name change. This will be on top of the carton, ensuring end users that the product is the same as the previously BP branded product.

Finally, we have implemented a thorough public relation and press release campaign with the aviation trade media. Detailed information will be available at EastmanAviationSolutions.com.

And our marketing, sales, and support teams will remain diligent to disseminate the news in the months to come.

For more information, contact your sales manager or email us at TurboOil@eastman.com.

Or visit us at EastmanAviationSolutions.com.