

close up

X P S

# XPS INNOVATION IN KART LUBRICANTS



FIVE YEARS SINCE THE INTRODUCTION OF THE XPS RANGE OF PRODUCTS, WE REVIEW THE PROGRESS AND DEVELOPMENT OF THE LINE CREATED SPECIFICALLY FOR ROTAX RACING WITH PETROMARK CEO TON KOEBOLT AND ROTAX KART PRODUCTS SALES MANAGER HELMUT VOGLSAM.

Report S. Murtas



**Five years ago you introduced the XPS product range, specifically made for Rotax, in the market. Can you draw a balance?**

**TK** "The introduction of the XPS line of products at the 2010 Rotax Grand Finals in La Conca, Italy marked the beginning of a very close technical partnership between Petromark and BRP-Rotax. Five years on, we think there is still margin of improvement in the sales of the product range."

**How did this collaboration come about?**

**HV** "At BRP-Rotax we want to provide high quality standards to our customers, not only with our engines, but also with all the accessories that our customers need day by day for their racing activity. So it was an obvious step for us to find a technical partner able to provide high quality products for the specific needs of Karting. From chain lube to brake cleaners, everything had to be of the highest standards and always available to our network, with a recognizable brand directly linked and associated with Rotax."

**TK** "When Rotax approached us almost six years ago to start this collaboration was mainly due to our name, our reputation and the quality of our products. By working with us, they didn't need to test all kinds of products to find the right one for their engine, because we were already making oil and lubes specifically for karting. And it worked well from the beginning, because by modifying some of the specifications we were able to provide Rotax with a range of products deriving from the ceramic technology we are famous for, and a brand in its own right."

**Describe the evolution of the XPS product range.**

**TK** "What's extremely important in the on-going development of our products is the response of the track. If you want to see how the product works, you have to see it in action, and this is why I spend so much time at circuits all around the world. Whether in Malaysia, Japan, France or Spain, I'm always getting precious feedback from those who use our

products. A key part of what we do is listening to our customers, as well as our distributors, to learn what prompted them to choose XPS or understand why they go for a different brand. So you can see how trying to make a product that more and more people want to use, drives us to constantly improve it."

**HV** "It's precisely how Ton explained. You have to be at the track where everything happens, you have to be close to customers so as to have a clear understanding of what they like in a



### COMPARED TO ALL COMPETITORS, XPS PRODUCTS ARE BEING TESTED FOR A LONG PERIOD UNDER ALL CONDITIONS BEFORE THEY ARE LAUNCHED ON THE MARKET

product and what they don't. This cooperation has been so successful because Petromark has been following every suggestion coming from customers, so as to offer a constant product development."

**Product development, that's the key word...**

**TK** "Over the years we've managed to ensure a high-quality range of products, as we always strive for developing all of our products in order to offer our customers the latest in technical advancement. The great advantage of the XPS range is the fact that it's been developed and tested only for Karting purposes, and specifically Rotax kart racing. We place great care in all

phases of the creation, development and testing of each product. The structure of the product, its formulation and the type of components we use are all essential elements to the high-quality standards we are able to reach. For instance, in the chain lube we use ceramic material, which increases exponentially the lubrication characteristics. And XPS SynMax Oil is the best 2-stroke oil for Rotax engines, improving performance and engine reliability!"

**HV** "Before we introduced the XPS product range, we used them in the same conditions as our customers. We experienced and tested the features of each product and therefore we were able to recommend the XPS product to our network. And the feedback of our customers continues to be very positive, they are satisfied and impressed by the quality of the products, and this is due to continuous development. And this allows us to provide them with a one-stop shop, where they can find everything they need for their racing activity."

**Any new products to be launched the next season?**

**TK** "The new XPS chain lube, which will be introduced in January, is going to be a major innovation in Karting, it will be a sure hit. Some of our distributors already tested it, also with the support of Rotax

Test Driver Darrell Smith, and the feedback is massively positive. We lubed the chain only once for two heats, and after the session the lubrication was still perfect, the chain sticky, which shows the quality of this new product. But we will provide more info in the new year."

**How did you achieve such outstanding result?**

**TK** "Testing, testing, testing, in every condition. We tested in Finland where temperatures are very low, we tested in Japan, in South America, and all this feedback was extremely helpful. It's very important that the same product works at low and high temperatures. And I think with the new XPS chain lube we've succeeded."

## LET'S TAKE A LOOK AT THE CHARACTERISTICS OF THE XPS PRODUCT RANGE



### KART TEC SYNMAX 2-STROKE FULLY SYNTHETIC KART RACING OIL

Superior pre mix racing 2-stroke oil specially developed for Rotax 125 Max engine family. Formulated to provide:

- Outstanding lubrication under extreme conditions (high revolutions, high temperature)
- Optimum deposit control for a clean engine and exhaust valve
- Maximum power output without compromising component protection
- Easy to blend and long term stability in fuel/oil mixture

### KART TEC BRAKE FLUID DOT 4

Developed for use on all hydraulically operated brake and/or clutch systems where a DOT 4 is specified.

## XPS PRODUCTS ARE PRODUCED ACCORDING TO THE HIGHEST STANDARDS



### KART TEC KART GEAR OIL / KART TEC DD2 KART GEAR OIL

Especially developed for the Rotax MAX engines. Reduces wear and is temperature resistant. It's not suitable for kart engines with manual gearbox, for which the KART TEC DD2 KART GEAR OIL has been developed. Advisable to change every 5 working hours.



## KART TEC CARBURETTOR CLEANER

Dissolves gum, carbon and varnish deposits quickly and effectively without dismantling the carburettor. It does not affect plastic and rubber parts and is free of chlorinated hydrocarbons. Suitable for all different types of carburettors used in karting.

## KART TEC BRAKE CLEANER

Biodegradable multi cleaner for the effective and environmentally safe cleaning of brake components. Contains no chlorinated hydrocarbons, and does not corrode plastic and rubber components. Versatile, high-grade cleaning agent that dissolves any resin contamination.



## ALSO AVAILABLE IN THE XPS RANGE

**Kart Tec Ceramic Multi Spray**, with high-tech ceramic material for general maintenance; **Kart Tec Instant Gasket Black**, for engines fitted with oxygen sensors; and **Kart Tec Kart Cleaner**, a highly concentrated biodegradable alkaline cleaner that removes dirt easily.



## KART TEC SYNTHETIC CHAIN SPRAY

Advanced chain spray with long-life properties, based on ceramic material. This unique material, originally developed for use in space flight, has now been given a revolutionary application by XPS® KART TEC. It is composed of synthetic elements, enriched with ceramic material and special additives that result in unique lubrication. It does not dry-out, it keeps the chain flexible and is heat-resistant. O-ring tested!