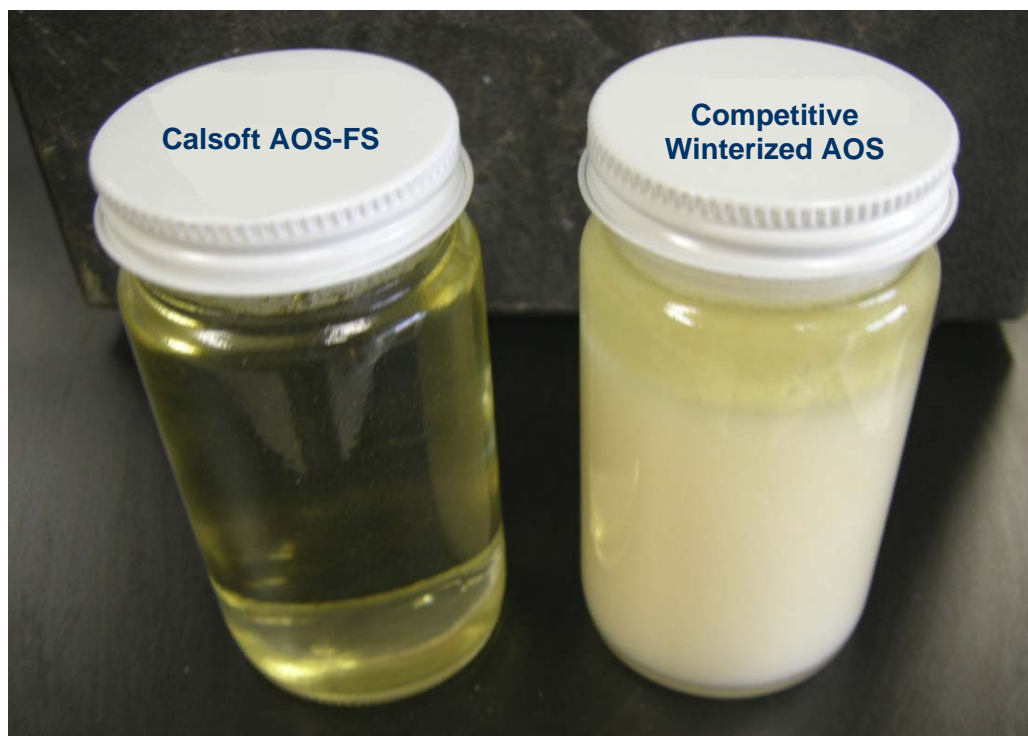


Pilot Chemical's Calsoft® AOS-FS solves a common issue with using sodium alpha olefin sulfonates during cold temperatures. Calsoft® AOS-FS is a freeze stable, winterized version of sodium C<sub>14-16</sub> alpha olefin sulfonate which has desirable characteristics for cold weather HI&I applications like car wash. Calsoft® AOS-FS produces greater foam, detergency and solubility than other AOS products and has the advantage of excellent handling properties at low temperatures.

The photo and data below illustrates the performance characteristics of Calsoft® AOS-FS and a competitive winterized sodium C<sub>14-16</sub> alpha olefin sulfonate. Evaluation of the freeze recovery characteristics of these two products incorporated a 16-hour exposure to a temperature of -5° C and a recovery period of eight hours at room temperature without agitation.



	<b>Calsoft® AOS-FS</b>	<b>Competitive Winterized AOS-40</b>
<b>% Solids</b>	42.0	40.0
<b>Foam height<sup>1</sup></b>	160 – 150	155 -145
<b>Freeze Recovery</b>	Full recovery to clear homogenous liquid upon warming to RT	Separates into two layers, does not become a clear homogenous liquid upon warming to RT

<sup>1</sup> Ross Miles foam height measured using 0.5% aqueous solution. First number is the foam height immediately after the test and second number is after 5 minutes.