

Farrell Oil Newsletter 2008

First Quarter Edition

Farrell Oil Co., Inc., Wilton NY (518)-584-1230 / West Hurley NY (845)-853-7118

What is this?



The question:

You may have noticed this logo on some of our recent invoices, faxes, trucks or maybe even on our website and wondered 'What is that?'

The answer: We are proud to announce our being awarded 'Top-Tier' status by ConocoPhillips, the first distributor to receive this status in New York State!

This status is awarded to select ConocoPhillips Distributors who "exceed the company's rigorous Marketer Operations Standards practices set forth by the American Petroleum Institute, created to help protect the product quality of the ConocoPhillips Lubricants brands and improve safety and environmental programs. Customers and potential customers can be assured that **Farrell Oil Co., Inc.** has a truly **best in class** approach. We are proud to recognize them as a **TOP TIER** Marketer."

Achieving this status was not easy, and we devoted many hours and investments towards meeting these top-level criteria, but now that we have done so we want you to know!

Announcing: Reformulated SAE 20W-50 High Performance Motor Oils

We are excited to announce that 76 High Performance Motor Oil SAE 20W-50 and Kendall GT-1® High Performance Motor Oil SAE 20W-50 will be reformulated. The reformulation will consist of the addition of a boosted level of zinc dialkyldithiophosphate (ZDDP) to provide enhanced wear protection and oxidation resistance for use in the most demanding applications. The new formulations will be in production in all ConocoPhillips Lubricant plants by March 1.



ConocoPhillips Lubricants will add ZDDP to these products to address general industry concerns about current ILSAC GF-4 and API SM engine oils and the debate as to whether or not they contain sufficient levels of ZDDP to protect older engines, especially high-performance engines with flat-tappet camshafts. Modern high-performance, flat-tappet camshafts typically are not phosphate coated, as were the older OEM

camshafts. This makes the camshaft break-in period critical. Higher levels of ZDDP, which provide antiwear/antiscuff protection as well as oxidation inhibition, can help protect these new camshafts during the critical break-in period. The reformulated SAE 20W-50 viscosity grades of 76 High Performance Motor Oil and Kendall GT-1 High Performance Motor Oil will contain approximately 1200 ppm zinc – significantly more zinc than was used even in the late 1960s during the muscle car era.



We are confident that the newly enhanced engine oils will be a great product for customers who service high-performance racing engines. Please stay tuned for more details on availability, and direct any questions about these reformulated products to your Sales Representative.

Recent Farrell Oil Service Enhancements

To aid our customers with ever-decreasing spare time and to further streamline doing business with Farrell Oil, we now offer direct-draw (ACH) payment services to our customers at no charge. All the customer has to do (aside from providing us with the proper banking information and authorization) is determine with our receivables department when the ACH should occur and we handle the rest! Whether you prefer monthly payments, weekly payments or immediate payments, we'll handle it for you. No more worrying about getting the check out! Our service is fully guaranteed to be hassle free and honorable. If you would like to take advantage of this service, please contact your sales representative, or Teresa Archard in our Receivables Department.

Additionally, we have added check scanning technology to our West Hurley facility. This will eliminate the lag time some customers have experienced in seeing their payment of invoices applied as a result of the time spent in forwarding their checks to the Wilton facility for processing. Please note that receipt of a check for payment in West Hurley will constitute your authorization to convert the check into an electronic debit transaction (ACH Debit) to be forwarded to your financial institution for payment, unless you specifically request otherwise.

If you would like to receive our newsletters by fax or e-mail, please notify your salesperson, call us at the above numbers or email Greg at greg@farrelloil.com

Celebrating our 31st Year!

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