



# Newsletter



3rd Quarter 2008



Moore & Balliew Oil Co., Inc.  
2903 Rutherford Road  
Taylors, SC 29687  
(800) 729-2750

- MBOC Automated Phone System
- MBOC ISO 9001 Certification \*Coming Soon\*
- MBOC Web Catalog \*Coming Soon\*
- MBOC Quality and Environmental Policy



## Inside this issue:

Antifreeze:  
Green vs. Pink

Mobil Delvac  
Bumper-to-Bumper  
Recommendations

Mobil SHC Industrial  
Lubricants

Metalworking  
Coolants

Storage and Handling  
of Oils and Greases

Boys Home of the  
South Golf Benefit  
Results

Signum Oil Analysis

## Moore & Balliew Oil Co., Inc.: Our Quest to be the Very Best

It's true with every business. You're in business to make money but you also want to be the very best in your class...The one your customers know they can count on to deliver the very best product, the very best customer service, the best product support that hard-earned money can buy.

Moore & Balliew Oil Co., Inc. has made that commitment to our customers. And every day, we are looking for ways to improve our company and ourselves.

As of today, Moore & Balliew Oil Co. has some very exciting improvement projects in the works:

◆ Moore & Balliew has implemented a new automated phone system. The main purpose behind this change is to save valuable time for both our office employees and our customers. With the new automated system, callers will enter the department or extension to direct the call to the right department or individual with no waiting. Our main office is in Taylors. The following list represents departments and

extensions for our Taylors facility:

For Departments, dial:

- 0 Operator
- 1 Lubricants
- 2 Fuels
- 3 Technical Assistance
- 4 Accounts Receivable
- 5 Accounts Payable

For Extensions, dial:

- 100 Susan Stansell
- 101 Sheila Hicks
- 102 Jeremy Balliew
- 103 Al Moore
- 104 Buddy Balliew
- 105 Rick Linburg
- 106 Sally Spencer
- 107 Mary Balliew
- 300 General Mailbox
- 301 Jim Medlin

◆ Our company's ISO certification is almost complete. As of December, 2008, we will be certified for ISO 9001:2000 & ISO 14001:2004 for Quality and Environmental Management Systems. This is a step for us that will set our company apart from all others. Moore & Balliew Oil Co. will-


become the very first Exxon-Mobil Distributor to be ISO Certified.

Since we already hold a Circle of Excellence Award from Exxon Mobil, the ISO certification will certainly help us stand out in the crowd.



◆ The business world is becoming more and more electronic. To keep up with the pack, our website is undergoing dramatic changes. Check us out at: [www.mooreballiewoil.com](http://www.mooreballiewoil.com). Look for a brand-new online catalog available mid-October, 2008. Don't forget that Product Data and Material Safety Data Sheets are available for review and print at the touch of a button. Also look for links to our suppliers for more information. 24-hours a day.

◆ We care about our environment. Moore & Balliew Oil Co., recycles paper, plastic, aluminum, cardboard and oil.

◆ Moore & Balliew employees participate in the Adopt-a-Highway program to help keep America green. 

## Moore & Balliew Oil Co., Inc. - Quality and Environmental Policy



Everyone at Moore & Balliew Oil Company is committed to conducting its business in an environmentally responsible manner and maintaining the quality of our products and services.

Guiding Principles: Everyone at Moore & Balliew Oil is committed to...

- Conduct our operations in a manner that protects the environment, our employees and our neighbors.
- Comply with all laws, regulations and permits applicable to our products and operations and comply with our own more stringent standards whenever necessary to implement this policy.
- Apply continual improvement and pollution prevention principles to cost-effectively reduce the environmental impacts of our products and provide consistent quality.
- Establish and regularly review quality and environmental objectives and targets.
- Ensure that our employees have the knowledge, resources and the authority to implement these guiding principles.



**“Which color antifreeze/coolant should I use?”**

## Antifreeze: Green vs. Pink

It's the question on everyone's mind...Which color antifreeze should I use? And the answer could make a world of difference in your vehicle's performance. It is a question that prompted Moore & Balliew to partner with ExxonMobil and

Old World Industries and put on a seminar in August of this year to help clear up some of the confusion regarding this very question. Below are some very basic statements to help steer you in the right direction but there are always specifics

that need to be recognized to be sure you end up with the right product and the very best performance and protection.

**Contact your account representative for more information.**



**Coolant Color:** Green

**Product:** Mobil Permazone Coolant/Antifreeze

**Used in:** Light-Duty, Passenger Vehicles

For light-duty, passenger vehicles, Mobil Permazone is just right. Mobil Permazone Antifreeze and Coolant is designed to meet the needs of everyday driving with outstanding service to protect cooling systems

from freezing and overheating. Mobil Permazone provides exceptional rust protection and protects all metals, including aluminum. *Always check your vehicle's owners manual for specific manufacturers product rec-*

## Heavy-Duty/Commercial Applications



**Coolant Color:** Pink

**Product:** Mobil Heavy-Duty SCA Pre-Charged Coolant/Antifreeze

**Used in:** Heavy-Duty, Commercial Trucks

For mixed fleets requiring a universal cooling system solu-

tion, Mobil Heavy-Duty SCA Pre-Charged coolant/antifreeze comes fully formulated with high-quality SCAs. It is phosphate-free, and features state-of-the-art corrosion inhibitors to reduce the risk of scale formation along with nitrite to provide exceptional wet sleeve protection.

Mobil Heavy Duty's pre-charged formula ensures that proper levels of inhibitors are present to protect against corrosion, scale and cavitation. In a properly maintained cooling system, that means there is no need to add SCAs at initial fill or when topping off. As a result, maintenance-related costs are reduced and vehicle availability is further optimized.

## Mobil Delvac Bumper-to-Bumper Recommendations

For performance at the heart of your business, use the technology chosen by the world's five largest heavy duty engine builders...**Mobil Delvac** Outstanding Heavy Duty Engine Oils, Drivetrain Lubricants, and Greases

### **Engine**

Mobil Delvac 1 5w40

Mobil Delvac 1300 Super 15w40

Mobil Delvac ELC (Extended Life Coolant)

### **Clutch Thow Out Bearings**

Mobil Delvac Xtreme Service Grease

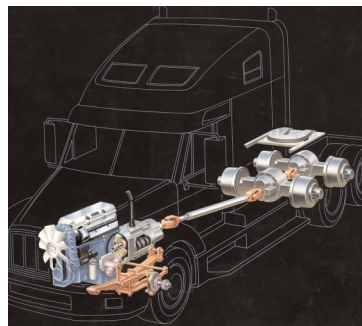
Mobilgrease XHP 222

### **Transmission**

Mobil Delvac Synthetic Transmission Fluid 50

### **Fifth Wheel**

Mobil Delvac Xtreme Service Grease



**Mobil Delvac**

**Contact your Moore & Balliew Account Representative for more information on Mobil Commercial Vehicle Lubricants.**



### **Universal Joints**

Mobil Delvac Xtreme Service Grease

Mobilgrease XHP 222

### **Differential/Final Drive**

Mobil Delvac Synthetic Gear Oil 75w90

Mobilube HD Plus 80w90 & 85w140

### **Manual Steering Gear**

Mobilith SHC 007

### **Steer Axle Wheel Bearings**

Mobilith SHC 007

Mobil Delvac Synthetic Transmission Fluid 50

### **Greasing Points: Tie Rod Ends, Spring Pin Bushings, King Pins, and Chassis**

Mobil Delvac Xtreme Service Grease

Mobilgrease XHP 222

## Mobil SHC Industrial

### Scientifically engineered synthetic performance oils

#### The Mobil advantage: lubricating productivity

Severe conditions, extreme temperatures, loads and pressures, moisture, excessive oil feeds, contamination—these all affect your machinery. Mobil SHC lubricants are designed with these factors in mind, whether for your gears, compressors, or bearings.

#### ◆ Extended oil life

Mobil SHC lasts up to 8 times longer than mineral oils by providing excellent high-temperature stability and oxidation resistance while maintaining viscosity in extreme temperature conditions.

This extends oil-drain intervals, reduces oil disposal costs, and keeps production going.

#### ◆ Extended equipment life

Mobil SHC protects your capital investment against rust, corrosion and wear. Stability in extreme temperature conditions extends equipment and component life.

#### ◆ Reduced energy consumption

Mobil SHC can reduce power consumption up to 8 percent compared to mineral oils in some gearbox applications. This helps control energy costs and directly lowers your cost of doing business.

#### ◆ More productivity, more profitability

Using Mobil SHC goes beyond lubrication. It goes right to your bottom line. With Mobil SHC, you can potentially lower the cost of operations, increase efficiency, and put profitability on an upward path. For over a century, Mobil has been an innovator in lubrication technology, manufacturing breakthrough lubricants for industrial machinery. Our unmatched global expertise comes from close cooperation with customers and leading equipment builders, helping us gain insights into ways to improve our premium lubricants and services to meet customer needs even better.

#### Backed by builder approvals worldwide

Mobil SHC products are endorsed for use in over 5,800 applications by more than 1,100 major equipment builders around the world for exclusive or preferential use in hundreds of applications. More important, their exceptional performance and benefits are tested by customers every day for industry-leading results.

What's more, at Mobil Industrial Lubricants, our global team backs our standard-setting lubricants with state-of-the-art services and technical support to help ensure your operation runs as effectively and efficiently as possible—and help your business soar.



For more information on Mobil SHC and other Mobil Industrial Lubricants and Services, contact Moore & Balliew Customer Service, your account representative or visit:

[www.mobilindustrial.com](http://www.mobilindustrial.com)

## Storage and Handling of Oils and Greases

Good storage and handling practices are essential for a safe working environment.

### Safety and quality should go hand-in-hand.

Following relatively simple storage and handling practices can make a significant difference both in your safety and in the quality of oils and greases you use on site.

- ◆ Lubricants in drum containers should not be stored outside.
- ◆ Keep pumps, grease guns,

measures, funnels and other dispensing equipment clean at all times.

- ◆ Make sure storage containers are clearly labeled.
- ◆ Keep containers closed to avoid contamination.
- ◆ Keep oils from exposure to dust, metal particles, fumes and moisture.
- ◆ Do not store lubricants in excessively hot or cold locations.
- ◆ Do not store products for prolonged periods. Make sure the first oil/grease delivered is the first one used. This is especially important for greases.

Moore & Balliew Oil is a distributor for both iCAN and IFH Fluid Handling Systems. From one quart dispensing containers to custom-built fluid handling systems.



An oil system is an investment that eliminates wasted space, time, labor, and oil. It also helps you maintain proper inventory, gets rid of drum deposits and damage, and provides a much safer working environment for employees.

Moore & Balliew Oil can provide a storage product that is exactly what your company needs to prevent contamination and properly (and safely) store lubricants. **Contact us for more information or for a custom quotation for your facility.**



## Metalworking Coolants



Moore & Balliew Oil carries a selection of metalworking coolants from TOTAL and backs those selections with the technical knowledge required to help you choose the best coolant for your operation.

**Spirit 800 S** is a premium performance bio-stable semi-synthetic oil recommended for all metals including ferrous alloys, stainless steels, aluminum alloys and copper alloys. This product is low foaming and very resistant to biological activity and can be used in metal cutting and grinding operations.

From water-soluble oil coolants to semi-synthetic coolants to fully synthetic coolants, our account representatives and

Total representatives work with your company to choose the product best suited for your specific requirements.

Contact your account representative for more information.

## Aluminum to Stainless Steel



## Grinding to Machining



**We sell spill pads!**

**MOORE & BALLIEW  
OIL CO., INC.**



2903 Rutherford Road  
Taylors, SC 29687  
Phone: 800-729-2750  
Fax: 864-268-3486

106 Shady Grove Road  
Pickens, SC 29671  
Phone: (864) 878-2750  
Fax: (864) 878-3076

**We're on the web!**  
[www.mooreballiewoil.com](http://www.mooreballiewoil.com)

**Toys for the Boys  
2008**

Moore & Balliew Oil wants the boys  
from Boys Home of the South to  
have a great Christmas!

Purchase an ExxonMobil Die-Cast  
Collectible and 100% of the pro-  
ceeds benefit the boys.

See our website or contact our office  
for more information  
(800) 729-2750.



**Boys Home of the South 32nd Annual Golf Event**

Thank you to everyone who participated in this years Boys Home of the South 2008 Golf Event. Held this year at Cherokee Valley Golf Club, we raised a record \$100,000 with sponsorships, auction items and event participation. In these days of economic uncertainty, every dollar raised is necessary and very much appreciated. The Boys Home Golf Event is Greenville's longest running golf benefit. The event proceeds help tremendously with their mission...Mending Boys, Building Men. Please remember this worthwhile event in your 2009 budget by considering sponsorship, auction items and tournament participation. We are looking forward to 2009 and another record-breaking year for the boys.



**Signum Oil Analysis**

**SIGNUM** Signum Oil Analysis provides insight to help you maximize equipment life and reliability while reducing maintenance costs. The importance of maintaining lubricants free of particulate, water, and wear contaminants is well documented.

Both lubricant and equipment life can be extended by detecting and correcting lubricant contamination.

Signum Oil Analysis helps make it easy to manage your maintenance activities with greater efficiency.

The most popular analysis options include:

**System Analysis System Analysis-Contamination Control Precision Hydraulic Analysis**

When your sample is processed, the laboratory handles each bottle as a unique and important item. Each sample is coded, labeled, and tracked through the entire process. By the time test results are available your equipment sample has directly benefited from our knowledge of ExxonMobil lubricants, decades of OEM relationships, and a strong heritage of hands-on expertise. Sample comments are provided, as required, to help identify potential problems, list possible causes and recommend actions for follow-up. Signum Oil Analysis reports are available via internet, email, or fax. The color-coded report is typically available within 1-2 business days of sample receipt at the laboratory. You can login to your account and confirm receipt at the Signum Laboratory by tracking the sample status online. The sample report provides valuable insights to determine equipment contamination, and lubrication conditions.



**Contact your sales representative for more information on Signum Oil Analysis.**



**P.O. Box 36**

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