



LUBRICANTS

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**Ark.-based Mid South Sales achieves nationwide recognition as
Top Phillips 66[®] Lubricants Volume Marketer in the country**
The oil company's growth creates a positive economic impact for the community

Houston, Texas, Aug. 17, 2017—Murray Benton, Sr., president and CEO of Jonesboro, Ark.-based Mid South Sales (MSS), and his team of about 100 employees are celebrating a big win during the company's 70th anniversary year. The company was named Top Phillips 66 Lubricants Volume Marketer for 2016. The honor is especially notable, considering Mid South Sales is competing against marketers able to serve much larger distribution areas such as Houston, Los Angeles, New York, Dallas and Atlanta.

The third-generation, family-owned business, established in 1947 by Benton's grandfather, has grown from a small wholesale and fuel distribution company to one of the largest privately-owned oil companies in Arkansas, serving Alabama, Arkansas, Mississippi, Missouri and Tennessee. With headquarters in Jonesboro and seven other locations throughout Arkansas, MSS sells diesel fuel, gasoline, aviation fuel, motor oils, hydraulic oils, gear lubricants, greases and more to a wide variety of industries.

"Mid South Sales' growing success can be credited for creating a positive economic impact through job creation and providing a reliable finished lubricants and energy supply to farmers, implement dealers, manufacturing companies, municipalities, car dealerships, oil change shops, tire stores and the trucking companies that are part of its customer base," says Mike Krampf, Manager of Finished Lubricants.

Benton's company added an impressive 320 new customers in the first seven months of the year and credits the company's success and continued growth to three things:

1. Having a well-trained, **customer-focused workforce**, made up of drivers, sales and office staff who enjoy supporting customers. "They are veterans in the business—a confident and charming group of folks that enjoy working together and being the best," says Benton.
2. Providing a **reliable, competitively priced, high-quality product**. "It helps me retain customers because we can give them a quality Phillips 66 product at a good price."
3. **Keeping the business diversified and retaining local, in-house experts** dedicated to each market segment. "We can serve a larger market share and get

trusted, quick service to customers because we're close to the customer," says Benton.

Learn more about Mid South Sales at midsouthsales.com

About Phillips 66

Phillips 66 is a diversified energy manufacturing and logistics company. With a portfolio of Midstream, Chemicals, Refining, and Marketing and Specialties businesses, the company processes, transports, stores and markets fuels and products globally. As one of the largest finished lubricants suppliers in the U.S., Phillips 66 Lubricants is known for manufacturing and marketing high-quality base oils and sophisticated formulations in three lubricant brands: Phillips 66[®], Kendall[®] Motor Oil and Red Line[®] Synthetic Oil. These premier products reach across every key market sector, including automotive, trucking, agriculture, aviation, power generation, mining and construction. For more information, visit www.Phillips66Lubricants.com and like us on Facebook.

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