

# The Origin of Western States Oil (Asia) Ltd. is Western States Oil (USA)



Founded 1911 - Frank Lopes  
As Standard Oil Distributor

– Incorporated 1956

Western States Oil Incorporated

– By Tom Lopes

Acquisition Manny Petroleum

– 1966

Acquisition King Petroleum

– 1980

Acquisition Croll Distributing

– 1988

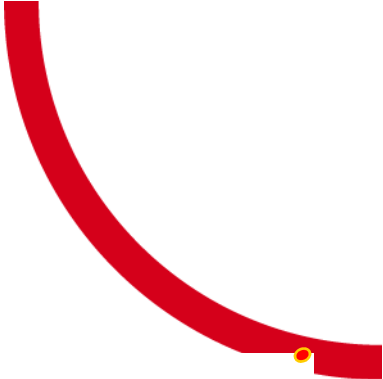
Founding Western States oil (Asia)  
Co.

– 1998

Western States Oil Today

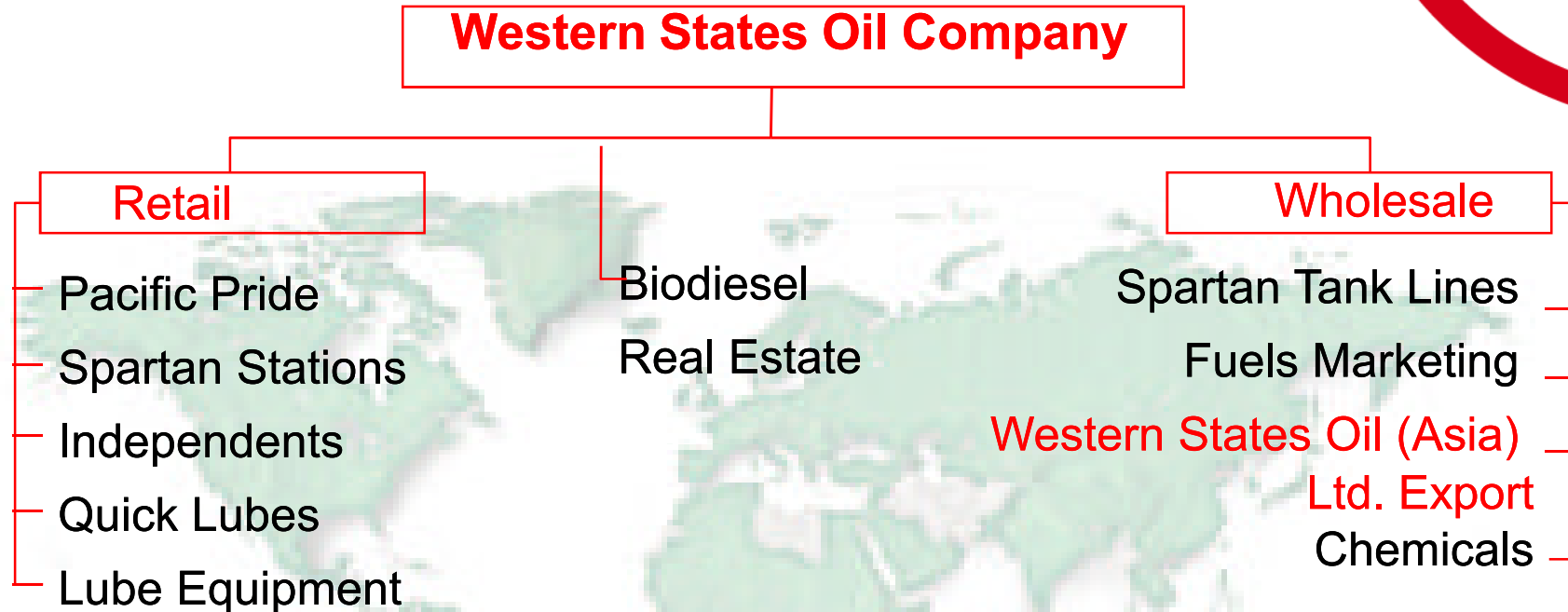
– 88 m Sales, 66 employees, 2  
continents

# Global Operations



 **Region Office**

# Organizational Structure



- Separate Lubes company equates to customer focus

# Western States Oil (Asia) Ltd



## *History*

Over 25 years experience marketing in Asia.

## *Products*

- Comprehensive product line represented by 8 well known brands

## *Service*

- Services tailored to your needs

## *People*

- Among best trained field force in industry

## *Logistics*

- Strategically located warehouses to serve your needs

## *“Reach”*

- Global products / supply assurance

## *Dedicated team approach:*

- One field force
- One Company – eight brands
- One customer service contact

*One Company for  
All Your Lubricant  
Needs*