



www.goldenmustangoil.com

Golden Mustangs Petroleum, Inc.

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History

A world leader in the industry.

Celebrating Over 40 Years of Dedication to Quality Products & Customer Service!

Golden Mustangs Petroleum, Inc. was founded by Ray Casto's family in 1977. Having made a small initial investment, the Casto family began selling miscellaneous products from their small warehouse. They sold directly to various accounts such as garages, country stores and auto part stores, being sensitive to their needs and working hard to get them what they asked for. After being on the road for a short time his customers started referring to him as the "Golden Mustang", which became his company's name.

Golden Mustangs Petroleum, Inc. is now one of the leading manufacturers in the world of lubricants and related products, delivering products of the highest quality at the most competitive pricing.

Establishing the Foundation for Growth



Soon after experiencing good response and some success, Mr. Ray built a small warehouse and was able to buy in larger quantities to better supply his customers. He committed to the guiding principles of honesty, integrity, service, and competitive prices which was the catalyst, and continues to be the foundation, for the growth and success of their business. Working through the normal growing pains that required putting every dollar possible back into the business for more expansion, he increased inventory and hired more employees. During this Ray worked days, nights, weekends and during holidays, showing great interest in the company. After years of consistent growth and expansion of their customer base, he was able to build the company's first substantial warehouse, which included a retail automotive parts outlet. It now houses their corporate headquarters amidst the manufacturing, warehousing and distribution complex of Golden Mustangs Petroleum, Inc.

Focusing on Oil and Establishing the Golden Mustangs Brand

It was during those times that Mr. Ray was able to negotiate contracts with major brand oil companies to redistribute their products and the business started to become a lubricant, chemical and ancillary supplier. Demand surged and with large growth spells they realized that to meet customer's requests a house brand was needed that would be Golden Mustangs Petroleum's own, and Golden Mustangs was developed.



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Gaining Control of Supply to Meet Growing Demand

In the beginning, products developed under the Golden Mustangs brand were contracted out for other suppliers to manufacture. After having success marketing the brand and realizing the potential for growth, it was obvious that Golden Mustangs Petroleum needed to manufacture the brand in house. This became painfully obvious after trying many suppliers and not receiving the service levels required to be able to resell and keep customers satisfied. These circumstances encouraged Golden Mustangs to become the supplier to their customers they could not find for themselves. Supply lines and storage facilities were expanded, substantial on-site manufacturing capabilities established, and the Golden Mustangs brand took off to become one of the broadest and most complete product lines in the industry. Today, Golden Mustangs Petroleum manufactures 95% of the products in the Golden Mustangs brand which represents 70% of the company's annual revenue, with only a few ancillary products contracted to other manufacturers.

Where Golden Mustangs Petroleum is Today



Golden Mustangs Petroleum has acquired additional contracts with other major brand companies to now include the Shell, Pennzoil, Quaker State, Chevron, Texaco, Castrol, Valvoline and Mystik brands and also has developed three more house brands, Golden Mustang Synthetic, Golden Mustang Platinum and CustomPlus to complement the Golden Mustangs brand. All Golden Mustangs products have advanced heavy wear, varnish, and sludge protection and come from virgin based oil. Golden Mustangs Petroleum distributes these and many other brands and ancillary products nationwide and to over 50 foreign countries. Golden Mustangs Petroleum also manufactures products for other national companies under their proprietary brand names. Today, Golden Mustangs Petroleum is one of the leading companies in the oil drilling industry and Ray Casto is the current sole owner of Golden Mustangs Petroleum.