



December 2, 1992

Mr. Howell Bowen  
Filtroil North America  
P.O. Box 2855  
Charlottesville, VA 22902

Dear Howell:

Thank you for soliciting my comments on our experiences with the **Filtroil units**. As you know, Moog has recommended your filters since mid-1989. By the nature of our values, we have always had to educate our customers in the necessity to adopt good manufacturing and maintenance practices in order to insure successful machine startups and long valve life. In scores of shops, the Filtroil unit has proven its worth.

Our first experience was at Harrison Radiator, Lockport, NY. We were seeing chronic valve failures in a shop where conventional filtration practices were being followed. They were using filter carts, and had high-pressure filters on the largest pumps, although these were equipped with by-pass valves, and they did change elements on schedule. It could never be proven that the filter change schedule was truly followed, however, and the oil was visually opaque. We added the Filtroil at our cost to make a point. Within two weeks, the test machine's oil was optically clear and tested to ISO 15/12. The result was that valve failures ceased entirely. Filtroil has been installed on most if not all of their hydraulic machines, not just the injection machines equipped with a Moog valve.

Our next outing was at Bacardi Rum, in Puerto Rico. We were retrofitting a Mopac control system to an older machine, and we were concerned that any failures of the valve would jeopardize our potential for additional control systems there. And the fact that service calls to the Caribbean would be quite expensive was another consideration. The application was very successful for the control system. But, significantly, Bacardi found that the level of general hydraulic maintenance improved on that machine. Within months, Bacardi had installed Filtroil on all machines. Only much later did they follow with additional Mopac system orders on several machines.

My point here is that time after time **Filtroil** has demonstrated to us its ability to clean up the most challenging oil systems to a level quite acceptable to our valve's requirements. In practice in a typical injection or blow molding shop, we believe that a properly applied Filtroil unit will easily maintain oil cleanliness to an extent that it will insure a long service life for the Moog valve and other more sensitive components. But more importantly, it will save enough time and money in the course of normal machine maintenance to more than justify its addition to any machine.

Sincerely,

Gregory A. Gleason  
Product Market Manager