

ET PRODUCTS LLC
A Scientific Real-World Solution

ET PRODUCTS LLC

Additive Products

Company Overview

Fuel distributor and Dealer Focused

- *Services*
- *Products*

Manufacturing, Security of supply

Market differentiators

- *What we are offer:*
 - *Best in class products*
 - *On-site support*
 - *Marketing*
 - *Lab oversight*
 - *Inventory management*



ET PRODUCTS LLC

Company Profile

- Corporate HQ based in Burr Ridge, IL
 - In business since 1977
 - Current ownership since 2011
- Supplying continental US
 - Large market share in mid-continent
 - Fuel distributors
 - Farm co-ops
 - Large Truck Stop chains
 - Fuel Terminals
- Two *proprietary* blending/shipping plants:
 - Monroe, OH
 - Bremen, IN
- Proprietary additive laboratory in Burr Ridge, IL



ET PRODUCTS LLC

Operations Services

We are dedicated fuel treatment specialists offering:

- *On-site support; local representatives*
 - *Among most experienced in industry*
 - *Premium Fuel programs*
 - *Troubleshooting*
 - *Refinery, Terminal, Jobber*
- *Laboratory oversight testing*
 - *Compliance monitoring*
- *Additive data collection and management*
 - *Review monthly treat rates/calibrations*

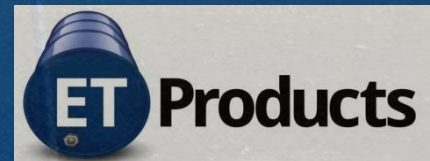


ET PRODUCTS LLC

Products

Best in class distillate fuel additives:

- *Cold Flow Additives*
 - *100% Terpolymer chemistry for better handling*
 - *Concentrated for lower treat rate*
 - *Wax Dispersant included*
 - *Eliminates settling and gelling after long cold soak*
- *Heating Oil and Diesel Anti-foulant / Detergent/ Stability Additives*
 - *Heavy duty 6.8 ltr diesel engine certified*
 - *100% Bio, Bxx and ULSD/HO*
- *Biocides*
- *Lubricity Improver*



ET PRODUCTS LLC

Manufacturing and blending capabilities



- **Proprietary** manufacturing and blending plants in Bremen, IN and Monroe, OH
 - up to 350,000 gallons bulk storage
 - **Security of supply!**
- Custom formulations available
- Custom packaging available



ET Products Market Differentiators

On-site field sales support

On-site sales support

- ***We are available to meet your sales reps and help sell fuel – not additives***
- *25+ years experience with refinery, terminal and wholesale marketing support to jobbers - know the business*
 - *Act as a sales aid and technical rep for your sales team*
 - ***Never alone when questions arise***
 - *Troubleshoot directly with end user*
- *Seminars, follow up calls with your reps*

Benefits:

- *Maintain volumes when a problem is handled, and you can concentrate on new sales opportunities*
- *Better customer relationships – a partner, not just a supplier*



ET Products Market Differentiators

Lab Oversight

Lab oversight

- *Always have performance data when needed*
 - *Rapid turnaround, approx. 48 hrs. from receipt*
 - *Reports help maintain treat rates at optimum levels*
 - *Analytical capability when problems arise*

Lab oversight tests available:

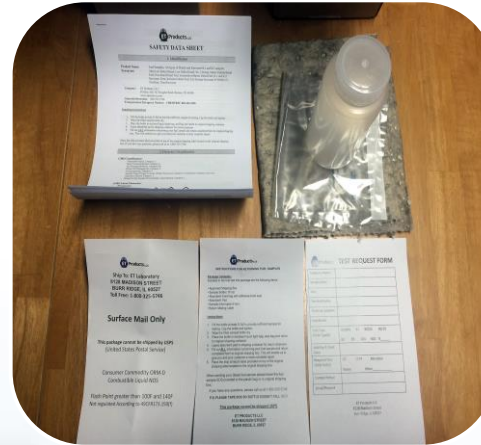
- *CFPP, Lubricity, etc.*
- *Analytical testing*
- *Microbial*
- *Alert reports*
- *Performance reports*
- *Sample kits provided*



Sample Kits provided



DOT approved box and bottle
(metal cans used for lubricity
testing)



Labels and forms



Absorbent Cloth



Laboratory Capabilities – In House

In-House Lab Capabilities (Burr Ridge, IL)

Cold filter plugging point

Cloud point

Karl Fischer Water

Pour point

HFRR

Color, Sediment, Appearance

Wax Fallout (WASA) testing

ATP in fuel

Filter Analysis

Sulfur content (Bremen, IN)

Bacteria, Yeast and Mold

Free water

Dissolved water

Specific Gravity

Viscosity

pH

**BOLD = ASTM
Proficiency Methods**

Additional Capabilities

GC / MS

Hydrocarbon typing

Simulated Distillations

Oxygenate content

Cetane Index

FAME and biodiesel component analysis

Benzene content




Routine reporting

Professional and clear

Useful for customer calls and basic oversight

Google docs for real time sharing

 ET Products ET QUALITY SYSTEM ET Laboratory Testing					
REQUESTOR: Boracchia, Steve			CUSTOMER: Spartan Oil Co.		
DATE TESTED: 1/11/20		DATE SAMPLED: 1/13/20		LTR NUMBER: (0619-00xx)	BA/LAB NUMBER: 01.123.45.1
Class 1 <input type="checkbox"/> (Test on Product)	Class 2 <input type="checkbox"/> (Test on Procedure)	<input checked="" type="checkbox"/> CUSTOMER SUPPLIED TREATED	<input type="checkbox"/> NEW PRODUCT OR BLEND	<input type="checkbox"/> EXISTING PRODUCT OR SPECIFICATION	
TEST DESCRIPTION: Cold Filter Plugging Point			ADDITIVE: Spartan Oil, ET Custom Winter Multi-Functional		
BRAND:		BLEND: ULSD#2	Terminal: New Haven	Terminal Location: New Haven CT	
<u>TEST TYPE</u>	<u>RESULTS</u>	<u>RANGE</u>	<u>TEST TYPE</u>	<u>TERMINAL</u> Rack Treated	<u>LAB</u> Neat Treated
<input type="checkbox"/> Specific Gravity			<input type="checkbox"/> Pour Point (°F)	-30	-35F
<input type="checkbox"/> API Gravity (calc)			<input type="checkbox"/> CFPP (°F) (untreated unless noted)	-22	-24
<input type="checkbox"/> Density (g/cc)			<input type="checkbox"/> Cloud Point (°F)	+6.6	+6
<input type="checkbox"/> Sulfur (ppm)	8	<15 ppm	<input type="checkbox"/> Aerobic Bacteria (AB)	Negative	Neg. - Pos.
<input type="checkbox"/> Color	Amber		<input type="checkbox"/> Yeast & Mold (YM)	Negative	Neg. - Pos.
<input type="checkbox"/> Appearance	Clear		<input type="checkbox"/> Water (Kolor Kut)	Negative	Neg. - Pos.
<input type="checkbox"/> Sediment	Negative	Neg. - Pos.	<input type="checkbox"/> Wax Settling (-15 °F, 3 days)	N/A	1-220
Moisture Content by Karl Fischer method:					
Notes:					
Additional top treat shown treat with yields					
:					
NOTE #2: This comparative test was performed using a modified version of the ASTM D6371 CFPP Method.					
LAB MANAGER	Clinton Graham		CHEMIST	Linda Zantout	

Additive Manuals

- *Program manuals are compiled and shipped to managers shortly before initial delivery*
 - *ET Contact Info*
 - *Injector/Treat Rate Settings*
 - *Product Data Sheet*
 - *SDS*
 - *Calibration Folder*
 - *Product Receipts Folder*
 - *Tank & Pipe Labels are also included (if needed) with the manual.*

Review

The right products

- *Detergents/ stability / microbial*
- *CFI, WASA, deicer*
- *Lubricity/Conductivity*
- *Many More Available*

Security of supply

- *Proprietary manufacturing plants ensure total control*

On-site marketing support- you are never alone

- *On-site calls with your reps if needed*
- *Over 25 years experience*

On-site Operations support

- *Treat rate monitoring, sampling testing, calibration service*
- *Inventory management*
- *Lab support*
- *Monthly reviews to make sure treat rates are where they are supposed to be*

ET REFERENCES

TRANSMONTAIGNE

Dead River Oil Co.

HWRT Terminals

NuStar

PILOT/FLYING J

TA/PETRO

QUICK FUEL

CRYSTAL FLASH ENERGY

LYKINS ENERGY

DOT FOODS TRANSPORTATION

