

# The Flow Informer

Your Resource To Eliminate Turbulence

Winter 2017 Issue

## New LSPI DRA Manufacturing Facility



LEGEND: 1 - Existing Plant 2 - New Plant, Opening Q4, 2017

As LSPI continues to grow and invest in our business, we are pleased to announce that we are in the process of commissioning a new manufacturing plant which will produce crude and refined product DRA. This new plant will be located next to our existing facility in Bryan, Texas, and is expected to be fully operational by the end of 2017.

The new plant provides significant additional capacity to ensure that LSPI can meet the growing global demand for DRA. LSPI chose to add a second, independent facility rather than simply making our original plant larger. Two independent manufacturing facilities on the same campus offer production-capacity reliability through redundancy and significant economies of scale. Each facility will maintain its own day to day operational staff, producing flow improver from raw material to finished product. While separate quality control labs are located within each manufacturing plant, the same quality management team will oversee both facilities to ensure consistently high quality standards. Both manufacturing facilities will also be managed under LSPI's rigorous HSE programs. The new facility will also be supported by our robust global supply chain network, providing supply flexibility and agility for delivery.

LSPI's DRA offering is part of a comprehensive, full-service solution that encompasses industry-leading technology, quality manufacturing, technical support and consulting, reliable supply chain, and injection equipment and field service. The new facility is one of many efforts undertaken by LSPI to ensure that our customers continue to receive best-in-class service.

## LSPI Launches Updated Website

LiquidPower Specialty Products Inc. is proud to debut a brand new website. To learn the latest on LSPI news, events and more, please visit

[www.LiquidPower.com](http://www.LiquidPower.com).

# LSPI's Technical Support & Consulting Capabilities

As part of our comprehensive, full-service solution approach to DRA, LSPI offers technical support and consulting services. LSPI employs industry professionals who are recognized authorities in evaluating, implementing and maintaining successful DRA field applications. LSPI experts interact with all levels in our customer's organization from pipeline modeling for business development to optimization for field operations.

Customer's first interaction with LSPI's Technical Support and Consulting group often begins with pipeline modeling and optimization. LSPI's in-house modeling programs leverage results from the world's most extensive database of field tests. The group has developed performance prediction models for all LSPI's products under a wide variety of conditions. With multiple technical service engineers located around the world, many hundreds of hydraulic predictions have been developed for LSPI customers. Even large pipeline companies with their own in-house modeling groups come to LSPI for a second opinion on major projects and for advice in special circumstances.

While LSPI's proprietary modeling software can provide predictions for DRA performance specific to an application, field tests can provide real-life demonstration on the line. LSPI is well versed in the management and coordination of product demonstrations and field verification tests for our customers. Every aspect of field testing is coordinated by this group, from initial performance modeling to location selection, delivery coordination and placement of test injection equipment, management of the test itself, analysis of results and presentation of a final report.

LSPI also offers extensive DRA training offerings. Introductory programming,



called "DRA 101" provides an educational foundation for DRA users, covering the overview of DRA technology, a review of basic fluid properties, and pipeline hydraulics modeling training. DRA product characteristics and handling procedures are discussed as they relate to each operator's pipeline. Equipment-related training is usually a part of LSPI's DRA training and gives customers a thorough understanding of the overall injection scheme into their pipeline.

Technical services are also provided by our R&D team. At these facilities, LSPI manages the world's most complete DRA-related laboratory and analytical equipment. One example of this capability is testing and predicting how new crude oil samples will respond to DRA treatment. The combination of facilities and expertise available can effectively address many, unique situations that arise in the field.

LSPI engineers and scientists have presented many industry conference papers about drag reduction technology and applications including heavy oil applications, multiphase applications, refinery impact studies, and engine impact testing. LSPI maintains a comprehensive library of technical papers and presentations on a wide range of topics that are available to share with our customers.

When it comes to technical services and DRA consulting capabilities, LSPI leads the industry.

# LSPI Now a Qualified Supplier with the Achilles Chemicals & Allied Industries Community

LSPI recently became registered as a qualified supplier with the Achilles Chemicals & Allied Industries Community. Achilles Community registration is a requirement for some of our global customers who are seeking third party validation of supplier reliability.

Achilles is one of the world's largest service providers of global supply chain risk management with more than 1,000 people working in 22 countries. Achilles works on behalf of over 860 buying organizations, operates 35 communities in 10 industry sectors, to collect, validate and maintain essential data about more than 133,000 suppliers. Achilles works to enable buyers of chemicals to gain better visibility of their suppliers' capabilities and compliance before making important sourcing decisions, proactively identifying and mitigating potential risks.

LSPI is proud to have secured formal registration through the Achilles Chemicals & Allied Industries Community. Achieving this qualification reinforces LSPI's commitment to high quality standards, ensuring that the company offers only premium products and services to our customers around the globe.



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# Keeping Pace with the Changing UK-European Regulatory Environment

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In June 2016, in what is known as “Brexit,” the United Kingdom (UK) voted to leave the European Union (EU). In accordance with their agreements, UK and EU representatives initiated a two-year negotiating period to develop separation terms on March 29, 2017. New UK legislation and regulations will be developed during this time as well. Of interest are environmental health and safety regulations, currently covered under REACH legislation. LSPI is closely monitoring these negotiations to ensure careful consideration of all business impacts as details emerge.

## What you need to know about REACH/Brexit:



Until a formal agreement is in place, the UK remains part of the EU and business continues as usual.



LSPI remains committed to fulfilling our REACH and other regulatory requirements within the EU as we have in the past.



With the transition away from our strategic alignment with Lubrizol, LSPI has changed our REACH Only Representative (OR) to Penman Consulting bvba, based in Brussels, Belgium, effective August 29, 2017.



All LSPI commercial product Safety Data Sheets (SDS) have been updated to reflect current regulatory requirements and our new company name and contact details. LSPI SDS are now available on our website at [www.LiquidPower.com](http://www.LiquidPower.com).

If you should have any questions about our regulatory compliance activities or SDS, please email [SDS@LiquidPower.com](mailto:SDS@LiquidPower.com).



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## Skid Spot

Tips for optimal performance of LSPI injection equipment:

### Do a quick check.

When you are inside a LSPI skid, do a quick review of the product and the injection system, checking carefully for leaks. Tighten packing on the injection pumps as necessary, but be sure not to over-tighten, which can decrease packing life. Make sure the heater or air conditioner is working as it should be.

### Report and inform.

If your injection rate has increased or stopped, inform a member of your Customer Focus Team. Additionally, be sure

to inform a member of your Field Service Representative about any maintenance and trouble reports you manage so LSPI can track and assist as appropriate. If you replace a part in the skid, call your Field Service Representative to replenish your inventory, so you will continue to have spare parts on hand should you need them.

LSPI is always available to help. Questions, comments or concerns about LSPI injection equipment can be routed directly to your Field Service Representative.

## Has your subscription status changed?

If you need to update your address, or to request being added or removed from our Flow Informer mailing list, please email us at [Info@LiquidPower.com](mailto:Info@LiquidPower.com).

LSPI participates in industry events throughout the year, which are posted on the company website, [www.LiquidPower.com](http://www.LiquidPower.com). The company will be exhibiting at the Abu Dhabi International Petroleum Exhibition & Conference (ADIPEC) from November 13-16, 2017. For more details on that event, please visit [www.adipec.com](http://www.adipec.com).