

The Flow Informer

Your Resource To Eliminate Turbulence

Summer 2019 Issue

Our Commitment to Reliability

The recent surge in oil & gas production and oil-related pipeline projects has highlighted the importance of drag reducing agents (DRA) to pipeline operations. LSPI is committed to providing the highest level of product reliability and performance, exceptional service, and added long-term value for our customers.

This year, as we prepare to celebrate 40 years of industry leadership and strong customer relationships, we continue to invest in our business to deliver breakthrough value.

In this issue, we invite you to take a closer look into the current key business initiatives that will unlock new opportunities, support growth and create value for LSPI customers today and in the future.



Mike Brown, CEO

Investing in Expanded Manufacturing Capabilities

Liberty Plant – Chickasha, OK

Earlier this year, LSPI announced expanded operations through the acquisition of a newly constructed manufacturing facility in Oklahoma. This new manufacturing plant is operational, and is producing the high-quality DRA that customers have come to expect from LSPI, with additional projects underway to increase production capacity.



Independence & Freedom Plants – Bryan, TX

Concurrently, LSPI's Bryan manufacturing campus has several active expansion projects. These recent investments in manufacturing capabilities will allow LSPI to provide additional increases in production capacity, better positioning LSPI to meet customer needs.



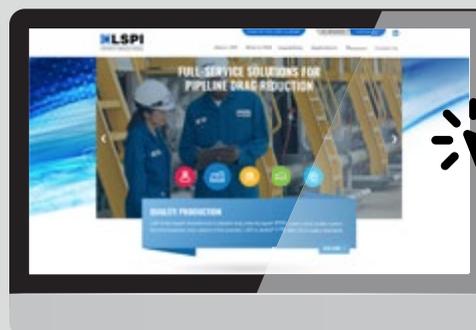
Join Our E-Newsletter List!

Did you know that LSPI offers the Flow Informer as an email newsletter?

If you would prefer to be an email subscriber, please subscribe on our website.

Has your subscription status changed?

If you need to update your mailing address or request a change to your Flow Informer mailing list status, please email us at News@LiquidPower.com.



Let's Be Social!

Want more LSPI news? Keep up with LSPI's latest news by following us on LinkedIn!

Distribution & Supply Chain Reliability

LSPT & Transport Asset Expansion

Our in-house trucking fleet, LSP Transport LLC. (LSPT), was established in 2015 as a wholly owned subsidiary of LSPI to coordinate our product deliveries with customer needs. As part of our unique full-service model, we continue to invest in our enhanced logistics outreach to reduce the time it takes to make deliveries and allow additional flexibility in business operations.

Final product delivery to customer injection sites requires knowledge, care, and attention to detail to ensure smooth operations. LSPI uses direct-hire LSPT employees, who focus exclusively on LSPI deliveries, and develop strong relationships with LSPI's manufacturing employees during truck loading, and with LSPI customers at delivery sites.

This year, we have invested in building a more robust LSPT by adding state-of-the-art trucks and qualified drivers to our team to enhance our delivery capabilities, and we will continue to expand into 2020.



Logistics Investments

LSPI has been working to expand our logistics network to add substantial flexibility to deliver DRA, with increased efficiency across the organization. Regional warehouses offer an additional advantage to LSPT drivers, allowing them to drive shorter routes and spend fewer days away from home. This approach also helps minimize supply chain interruptions and risks due to weather, highway incidents, closures and other disruptions, allowing for more flexibility in managing product distribution.



Expanding regional warehouse capacity in North Dakota



Commissioning a new warehouse in West Texas



Increasing rail capacity

FSR Network Expansion

Our Field Service Representatives (FSRs) play an important role in ensuring that injection equipment is properly maintained and product is performing reliably. FSRs are also pivotal in conducting field tests and setting up new skid installations. They are a key interface with LSPI customers, familiarizing local pipeline operations personnel with the operation of skids, and training in routine inspection and routine maintenance.

In order to optimize and improve our focus on this critical service, LSPI has reorganized U.S.-based field service into three regions to better serve our customers. Each region has regional FSRs assigned to customer sites and has a dedicated regional manager for the team. In addition to these 20 regional positions, LSPI has two national field service representatives, not regionally assigned, who support field tests, skid commissioning, emergency support, and relief staffing.

Our Canadian Office is Open!

Did you know that LSPI has a new office in downtown Calgary?

LiquidPower Specialty Products Inc. (LSPI) Sun Life Plaza
144-4 Avenue SW, Suite 1600
Calgary, Alberta T2P 3N4, Canada
+1 403 205 4860
+1 403 716 3637 (Fax)



Digital Integration – Transformation 2020 Initiative

At LSPI, we understand that in a world of unprecedented technological advancements, keeping up with innovation and digital integration is key to improving how we interact with our customers, run our business and generate additional value.

This year we have embarked on a journey aimed at implementing digital solutions in 2020, across different business areas, to enrich the customer experience.

This reinvention is about creating greater transparency and visibility of information and achieving new operational efficiencies.

transformation 2020

2019 Events - Technology Leadership & Industry Education

LSPI participates in key industry events throughout the year. We are committed to sharing best practices, and educating the industry on the science and application of drag reduction.

This year we exhibited and presented in leading industry events around the globe, including:



API Pipeline Conference | May 2019, Phoenix, Arizona



*Argus Media Canadian Crude Summit
May 2019, Calgary, Canada*



*Pipeline Simulation Interest Group (PSIG) Conference
May 2019, London, UK*

Upcoming Events

*Abu Dhabi International Petroleum
Exhibition & Conference (ADIPEC)*

November 12-15

Abu Dhabi, United Arab Emirates



Pipeline Energy Group PEG Lite Conference | June 2019, Houston, Texas



Want to know which industry events LSPI will participate in? Visit www.LiquidPower.com for more information.

LSPI Day

We are honored that July 1, 2019, was proclaimed as LiquidPower Specialty Products Day in Houston, TX, Bryan, TX, Ponca City, OK and Chickasha, OK.

These proclamations celebrate LSPI's 40-year anniversary in the drag reduction business and the company's strong roots in all of LSPI's US offices.

We are proud to be recognized for our contributions to the oil & gas industry through drag reduction technology leadership and for our commitment to serving as a premier employer and corporate citizen in our communities.



LSPI Day Proclamation in Ponca City, OK



LSPI Day Proclamation in Houston, TX



LSPI Day Celebration in Bryan, TX

LiquidPower
FLOW IMPROVERS

ExtremePower
FLOW IMPROVERS

RefinedPower
FLOW IMPROVERS

2019 © LiquidPower Specialty Products Inc. All rights reserved. The FlowInformer, ExtremePower & RefinedPower are trademarks of LSPI in the U.S. and other countries. LiquidPower is a licensed registered trademark in the U.S. and registered trademark of LSPI in other countries.