



Oronite

video transcript

chevron oronite chemicals overview at specialty & custom chemicals america

Lisa Wadlington, global manager chemical sales

I'm Lisa Wadlington and on behalf of Chevron Oronite, I'm excited to profile our company today. We've attended the Charleston Specialty Chem show for several years. And if you've tried to get a booth at that show, you know the waiting list -- it's pretty long, right? So we jumped at the opportunity to have a booth here at the first Texas show.

Likely you've heard of Chevron, but unless you're in the lubricants business, you may not be familiar with Oronite. So I want to tell you who we are, what we do, and why we're here. Oronite is a world-class developer, manufacturer, and marketer of lubricant additives, fuel additives, and components.

And we're here at the show because we believe our expertise in detergents, dispersants, and components will add value to your products. In the next ten minutes, I'll take you on a quick tour of our company, our products, and our manufacturing network.

Chevron Oronite is a wholly-owned subsidiary of the Chevron Corporation. Oronite's success is driven by 2,000 employees across 14 different countries, working in research and development, manufacturing and supply, and sales and marketing. Our value proposition includes the key elements of enduring relationships, innovative technology, and exceptional reliability.

Now, I'll touch on innovative technology and exceptional reliability later. But I'd like to start with enduring relationships. We've been around for a while, and in 2017, we hosted centennial celebrations in each of our global regions. Now, over the course of 100 years, you have the opportunity to form some lasting customer attachments. I met often with the raw materials customer, and the relationship between our two companies spans 30 years.

Now, the good news is: if you're not a customer yet, it's never too late to start. And we would love to be a part of your growth over the next 30 to 100 years.

Recently, an experienced hire shared with me that she joined Oronite because she was blown away by our technology. That individual is here in this room too. At the heart of what we do is chemistry, chemistry that enhances the performance and extends the life of industrial and transportation equipment -- things like heavy-duty trucks, passenger cars, natural gas engines, and railroad.

We're a leader in marine engine oil additive chemistry. Now, on the slide, there's an image of a container ship. Imagine for a moment the heat, the pressure, and the friction in one of these engines, where the pistons are two stories tall. Each weighs 5 tons, and the piston rings are larger in diameter than I can even show you. We believe our chemistry, which enhances marine engine performance as well as other equipment, will also work to enhance the performance of our customers' products.

Our chemicals work well across a wide range of applications. Our tetramer is used in mercaptans and agro chemicals. Our pentamer is used in oil field applications and as solvents. Our PIB and PIBSA are used as mining explosive emulsifiers, and also used in metalworking fluids and fluid fill for dielectric cable.

We offer other products for metalworking fluid formulations as well. Our zincs and borates are anti-wear additives that prevent the metal-to-metal wear during boundary lubrication conditions. Our PIB is used as an anti-mist additive, and what it does is it prevents the formation of airborne droplets. And that reduces a worker's exposure, and it also reduces the potential for fire hazards.

For the coatings market, we offer pigment dispersants, and we have some chemicals which offer excellent anti-corrosion properties. And these are great for applications like automotive undercoatings.

These three diagrams represent our strong back-integrated value chains, and the wheel showcases our chemicals portfolio. The top-half of the wheel is our tetramer and pentamer value chain. And the bottom-half of the wheel is our polyisobutylene value chain.

So tetramer and PIB correspond to the colors on the far left of the product wheel. Our intermediates, which are the second row of the value chain, correspond to the center of the wheel. And our versatile functionalized components, the bottom row of the value chains, correspond to the far right of the product wheel.

Now, we're going to break these down by image, starting with the value chains. Tetramer and pentamer are raw materials that are foundational to Oronite's back-integrated portfolio. Because we're part of the Chevron enterprise, our customers have the opportunity to source these key olefin streams. We are a global marketer of tetramer. In fact, we're one of the largest marketers of tetramer in the world.

Also, tetramer and derived from there, we have intermediates that can be used for product development, and we also have functionalized additives for various applications. Because of our flexible technology, we offer narrow-cut tetramer, wide-cut tetramer, and also pentamer.

Our polyisobutylene value chain is also important to Oronite's business. Our Louisiana plant manufactures highly-reactive PIB. PIB is prized as a reactionary intermediate, and we offer these products in various molecular weights.

We offer 1,000, 1,300, and 2,300 molecular weight. HR-PIB is used in markets like adhesives, sealants, lubricants, and greases, and we've already talked about metalworking fluids and mining explosives. Our functionalized dispersants and inhibitors include ashless succinimides, zincs, and borates.

And here we are at the product wheel. And in case you're wondering where the OLOA is -- and it's not "aloha." OLOA is an abbreviation for Oronite lubricating oil additive, and the "RM" is an abbreviation for raw material.

Our customers continue to identify new markets and applications where our chemicals work very well. But it's not just about the performance of our products. Reliability is also a key contributor to the success of our customers, in that when we're reliable, it enables our customers to be reliable too.

So far, I've touched on the key values of enduring relationships and innovative technology. Let's focus for just a moment on exceptional reliability. First and foremost is our core commitment to be safe and incident-free. The diagram represents our customer feedback loop, where we employ dedicated resources to ensure that your product needs and your long-term business needs are met.

In North America, sales and customer service are both located in Houston, to ensure that your customer experience with Oronite is as smooth and seamless as possible. We are committed to shipping our orders on time and in full, and for every batch of product we make, we've verified that it meets our specifications. We adhere to a strict shelf-life policy.

And let's take a closer look at the manufacturing network that enables that reliability. Oronite continues to invest in our manufacturing and supply. And we've created a global network with a strong back-integrated portfolio to ensure that we meet your needs. We manufacture chemicals in Louisiana, and Brazil, and France, and Singapore. Our tetramer and pentamer are sourced at the California refinery, and we also have a brand-new facility we've just broke ground on in China. We utilize other global product terminals as well. I like to say about Oronite product availability and customer support is: we are wherever you need us to be in the world.

The message we want you to remember is that when you choose Oronite Chemicals, it's our years of experience, our globally consistent product quality, and our supply reliability as well as the unique resources we have as being part of the Chevron enterprise. All will bring value to your products and your own customer value proposition.

So I'd like to thank you for your time and for your attention. Thanks!