



Oronite

video transcript

combining strengths for superior natural gas engine oils

Patrice Estoueig, product line manager, industrial engine oils and specialties additives, Europe, Africa, Middle East

Good morning, everyone. We would like to share with you during this video the level of collaboration we are providing our customers for the development of their gas engine oils. Oronite has developed a wide range of products for a broad variety of applications. They cover natural gas units, power generation engines, landfill, sewerage treatment, and manure digester gas plants.

A very good example is a [market general] finished oil formulation based on Oronite technology that was successfully tested in GE Jenbacher, MWM, Caterpillar, and Waukesha engines. This has helped our customers obtain OEM approvals such as GE Jenbacher and MWM under finished oil brand names. We are further consolidating the list of credentials with the addition of Wartsila and MAN approvals.

Alexandre Gendron, product line specialist, industrial engine oils and specialties additives, Europe, Africa, Middle East

Let me briefly introduce the three areas where we differentiate ourselves in the development of gas engine oil additives. First, we are fully capable of building enduring relationships through a collaborative approach. We work with customers, OEMs, and other industry stakeholders to help solve current and future challenges.

Strategic alignment: Oronite makes it a priority to learn and integrate your product integrity requirements, such as viscosity, color, and so on. Strong and constant relationship with global OEMs: We are recognized by them as a leader in natural gas engine oil technology. This provides assistance in your approvals and helps speed up the process. We have a superior knowledge of the market, and we provide training and market trend updates.

Patrice Estoueig

Secondly, we offer exceptional reliability. We've made continuous investments in our manufacturing plants, like in Le Havre, France, which is our main sourcing point for Europe, Africa, and Middle East regions. Our products are available from all three regions in order to cope with demand spikes or unexpected supply disruptions.

Our manufacturing facilities all over the world meet international performance standards like ISO 9001 Quality Management System and ISO 14001 Environmental Management System. Independent auditors routinely verify our work against this very strict set of requirements before renewing our certifications.

Alexandre Gendron

And finally, we provide innovative technology solutions. We have nearly 100 years of additive chemistry expertise and over 60 years of expertise in natural gas engine oil technology.

We use that experience to help anticipate market needs. We have a global offering of components and formulated packages customized for gas engine oils. Oronite commercialization of new gas engine additives includes thousands of hours of engine testing, as bench tests cannot simulate all of the challenges of real-life field operation.

We have a global organization. Our Richmond, California research facility has laboratories for detailed analysis as well as a tribology department, which can deliver on-site and field investigation, wear analysis, and specialized lubricant performance testing. We have a dedicated natural gas engine oil team, formulators, and support staff for

[engine oil] since the early 1960s. The research group has combined over 125 years of gas-engine-oil-exclusive experience. They provide product development, technical support, and field test expertise.

Patrice Estouieg

So, to conclude, let me summarize how Chevron Oronite can help you win. Oronite provides close support for your product development, like, for example, joint visits with OEMs, assistance for field test monitoring, access to the most recent additives technology, and any technical advice to help your customers optimize their engine operations. Thank you for your time today, and please don't hesitate to contact us if you would like to receive more information about our ongoing developments.