

# Products and Services for the Oil Sands

*Chemistry Delivered.*<sup>™</sup>



# Products and Services for the Oil Sands

Univar offers product-based solutions to meet the needs of the oil sands industry and is uniquely positioned to provide support and process analysis across multiple applications. Representing the world's premier chemical manufacturers, we combine technical expertise that's unparalleled in chemical distribution with logistical excellence and reliable, secure supply to serve the oil sands industry.

We are the exclusive distributor for several premier manufacturers and service providers, and we represent the largest channel to market for many of our suppliers.

## Products and Services for the Oil Sands

### Commodity Chemicals

Bentonite

Bleach

Calcium chloride / bromide

Caustic soda

Coagulents

Degreaser / bitumen remover

Diluents

Filtration media (carbon / wood / walnut)

Floccluant

Glycols

Hydrated lime

Hydrochloric acid

Magnesium oxide

Methanol

Salt

Soda ash

Solvents

Sulphuric acid

### Specialties Chemicals

Antifoam

Antifouling

Corrosion inhibitors

Dust suppression polymers

Emulsion breakers / reverse emulsion breakers

H2S scavengers

Specialty heat transfer fluids (Theminol 55, Syltherm, Thermofluid)

Ion exchange resin (WAC / SAC)

Oxygen scavengers

Polymers

Scale removers / scale inhibitors

Steam system neutralizing amine

Water clarifiers

### Logistics

24 / 7 customer service ordering

Customer blending / packaging

Extensive satellite network

Strategic sourcing capabilities from over 3500 vendors

Tank telemetry

Trans-load facility (rail access to markets)

Vendor consolidation

Vendor-managed inventory

Warehousing and bulk storage

Waste management (Chemcare®)

### Technical / Commercial Services

24 / 7 emergency line and remote follow up on specialty products

A variety of pre-commissioning and start up services

Access to product and industry experts

Application development expertise

Best practice evaluation

Commissioning and start up assistance

Environmental and regulatory expertise

Equipment inspection and trouble shooting

Formulation assistance

Laboratory support

Lot tracking and segregation

Operator training on chemicals (glycol, acid, caustic)

Plant optimization- TSA (total system analysis) TCO (total cost of ownership)

Regular on-site system evaluation and reporting

Site safety audits



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