

The **VeryOne® Newsletter** has a main objective: to inform our partners about the world of fuels. We gather information on diesel fuels and crude oils and share it with you. We use our dedicated VeryOne® team to provide our customers with value added information on **Fuel additives' use**.

#### VeryOne® Newsletter n°12 at a glance:

- **Safety First: 1000 days without accident at VeryOne Sorgues plant**
- VeryOne News : (1) VeryOne china (YILI) obtains ISO certificates / (2) launching of VeryOne LinkedIn account
- 2-EHN turbidity is a good way to know if it contains water
- Report on the Annual European Refining Summit

## HIGHLIGHT

### VeryOne reaches the 1000 days threshold without accident at Sorgues plant



#### Safety First is our top ranking corporate value.

The Eurenco's subsidiary has surpassed the 1000-day threshold without a declared accident by its employees at the production site. This success is first and foremost the result of the unwavering vigilance and dedication of all the VeryOne teams.

This success is part of a Safety initiative initiated several years ago by the Eurenco Group, which seeks to anchor the culture and leadership in terms of prevention as the first of the Group's values.

Thus, this approach has already allowed, through actions conducted on safety management, control of risks and individual and team behavior of all employees, to divide by 5 the number of accidents reported to Eurenco in less than 4 years. VeryOne obtaining the best result of the Group over the period.

Indeed, the excellent result recorded by VeryOne is nevertheless a step in the right direction and we must stay the course to ensure the safety of all employees of VeryOne but also their service providers and partners.

More than ever, this accomplishment reminds us that Safety is a priority for VeryOne. Working in an ever safer and mastered environment is not an option, it is our choice.



## VERYONE NEWS

The Ghangzhou YILI Materials is now ISO certified!

Ghangzhou Yili Material, the Chinese subsidiary of VeryOne, is dedicated to the marketing and sales of VeryOne® Cetane Improver in China.

In the last 12 months since being established, the Ghangzhou Yili Material team succeeded in obtaining ISO 9001, ISO 14001 and OSHAS 18001 certificates.

VeryOne's Chinese subsidiary is now fully certified in line with the group objectives in term of Quality, Safety and Environment.



These certifications are also necessary to be a supplier to the top tier of international oil companies.

## Launching of VeryOne's LinkedIn account!



This month, VeryOne created its own LinkedIn profile, to enhance professional networking. The presence on LinkedIn will help VeryOne to communicate more directly Company news and allows VeryOne to share relevant market information on products and developments in fuel improvers.

We invite you to visit and subscribe to our page in order to follow our latest news and to stay updated of all the information related to VeryOne activities. [Sign up here.](#)

## 2-EHN turbidity is a good way to know if it contains water



Despite 2-Ethyl Hexyl Nitrate (2-EHN) and water having extremely low miscibility, 2-EHN may contain water, either from the production process or from moisture during handling and storage.

Visual observation may be a quick mean to assess the water content, however, quantitative analysis, such as the Karl Fisher method, should be favored..

You can see in this picture the effect of the mix of 2-EHN and water.

**VeryOne guarantees a low water content (below 400 ppm) in its VeryOne® Cetane Improver thanks to strict process controls in our manufacturing.**

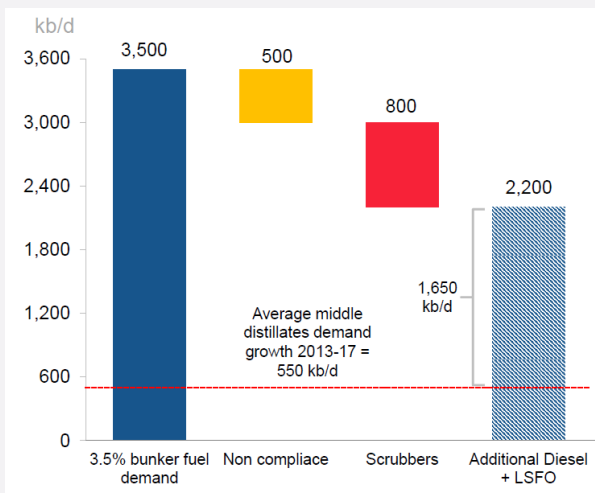
## EVENTS

### PLATTS organized its 12th Annual European Refining Summit (sept. 12–13, 2018) at Brussels, Belgium. VeryOne team was there!

IMO 2020 regulation concerns the sulfur content limits in marine fuels. From January 1st 2020, sulfur content in marine fuels, will be reduced from the current 3.5% limit to a 0,5% maximum content. Consequently, IMO 2020 is considered a major change for the oil industry for the next 5 years. The consensus view is that Refiners will gain some benefits during the next 36 months from the IMO 2020 regulation (extra margins on fuels expected).

Main items can be summarized as follow :

- Low sulfur crude oil could be more expensive as the oil traders will have to choose the right blends to be able to produce low sulfur marine fuels,
- Diesel is likely to be sold at a premium (5-15 \$/bb) for some time, especially early in the change.
- IMO 2020 impact on Gasoline is unclear. It could depend on how VGO product will be used, either Gasoline or Marine Gas Oil,
- Each refiner will set up their own strategy for the decline of fuel oil usage,
- Bunker fuel users have concerns regarding the prices, availability and compatibility of the different raw materials.
- Scrubbers are expected to be used on 5% to 10 % of the ships by 2025
- High sulfur crudes will be used by US refineries and new Chinese refineries designed for such difficult slates, these crudes will sell at discounted prices.



Another main subject was Electric Vehicles development. After consideration about the physical limits of the production and usage of Electric vehicles, the experts remain unclear about the timing for greater disruption in the internal combustion engine market. Electric cars are coming, but nobody can tell the speed of substitution.



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