

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 **Cetane use**.

### VeryOne Newsletter Issue n°9 at a glance:

- **Safety: Eurenco releases the 4th VeryOne® fire video clip!**
- **VeryOne®** launched its first customer satisfaction survey.
- **Chinese norms:** China V standards upgrade for lower sulfur content.
- EURENCO VeryOne® presentation at PLATTS OXO conference held at Amsterdam in May 2017.

## HIGHLIGHT

### SAFETY: EURENCO RELEASES THE FORTH VERYONE FIRE VIDEO CLIP! How to extinguish a large fire!

To illustrate the potential risks **during the handling and storage of VeryOne® Cetane Improver (2EHN)**, EURENCO produced several videos clips. The clips highlight the VeryOne® Cetane Improver behaviour in presence of ignition precursors. The main goal is to demonstrate the conditions of the VeryOne® Cetane Improver ignition, that only occurs sporadically and to explain how to put it out. The setting was established at the CNPP (Centre National de Prévention et de Protection) headquarters in Normandy, France.

The fourth test focuses on **How to extinguish a VeryOne® Cetane Improver fire**.

In this fourth security video clip, the CNPP firemen extinguish a large VeryOne® Cetane Improver fire after the leakage of a drum of 200 kg (440 lbs). They use a large fire hose at high flow to spray water.

The fire was contained and then stopped by flooding in few minutes.

To avoid any risk of flames with the VeryOne® Cetane Improver, always refer to the MSDS and the ATC 2-EHN Handling Brochure.



CLICK ABOVE ON THE VIDEO

## EURENCO NEWS

### EURENCO – VeryOne® launched its first customer survey and received good feedback

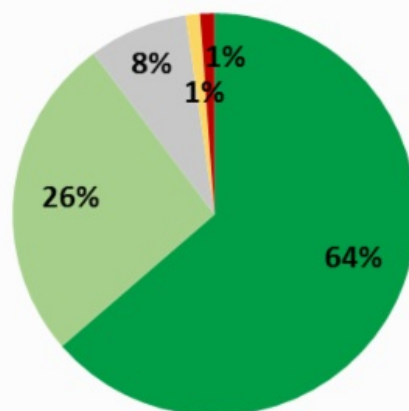
With the objective to continuously improve its services, EURENCO launched in June 2017 its first customer

survey. Sent to 338 customers and partners from around the world across a variety of functions, the 5 questions survey aimed to get accurate feedback on the VeryOne® team's services and the perception of the division as an additives manufacturer.

From this study we are proud to report that our customers are very satisfied with VeryOne® customer service and that they would recommend us among the best chemical suppliers. This is a good base to pursue our efforts and keep working on spotless service. Along with this good feedback, we acknowledge that our technical expertise needs improvement in some areas. A lot of work is already ongoing to make it better and offer to our customers the level of service they deserve.

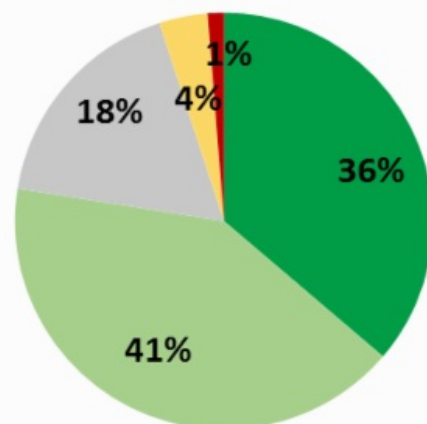
### Do you feel confident with the VeryOne's customer service, when you send a request or an order?

■ Always ■ Often ■ Sometimes ■ Seldom ■ Never



### Would you recommend EURENCO - VERYONE as a fuel additive supplier?

■ Always ■ Often ■ Sometimes ■ Seldom ■ Never



## CHINA POLICY FOR BETTER AIR QUALITY

### BETTER CETANE FOR LESS POLLUTION

Pollution decrease is a top priority of the present People's Republic of China's government. Among the important topics remains the objective to increase substantially the air quality: China is contributing to more than 30% of global emissions (1).

Although coal is representing two thirds of air fine particules pollution in the territory (2), Chinese authorities have planned a significant increase of fuel quality.

For diesel fuel quality, CHINA V Emission standards will upgrade during 2017 with the objective to decrease sulfur content down to 10 ppm and increase Cetane levels up to a 51 level, completed on the entire territory of China by January 1<sup>st</sup> 2018 as follows:

Completion date -->	April 2016 in the 11 mains provinces-regions (2)	January 1 <sup>st</sup> 2017, Nationwide (National V)	July 1 <sup>st</sup> , 2017 Nationwide (National V)	January 1 <sup>st</sup> , 2018 Nationwide (National V)
Light Diesel buses	✓	✓		
Heavy diesel vehicles (3)	✓	✓		
All heavy Diesel vehicles (4)			✓	
All light Diesel vehicles				✓

(1) In 2015. Source Trends in global CO2 emissions:2015 Report by PBL Netherlands Environmental Assessment Agency and European Commission Joint Research Centre Institute for Environment and Sustainability

(2) In the year 2010, coal was responsible for more than 81% of the SO2 emissions, 61% of the NOX emissions, 40% of the primary PM10 emissions, and **34% of the primary PM2.5 emissions in China.**

Source: Atmos. Chem. Phys. Discuss., doi:10.5194/acp-2016-601, 2016 Manuscript under review for journal Atmos. Chem. Phys. Published: 9 September 2016.

(3) Beijing, Tianjin, Hebei, Liaoning, Shanghai, Jiangsu, Zhejiang, Fujian, Shandong, Guangdong, Hainan


(4) Public transportation, environmental sanitation, postal service

## EVENTS

### EURENCO WAS AT THE OXO 5TH ANNUAL OXO ALCOHOLS CONFERENCE (AMSTERDAM, NETHERLANDS- MAY, 24TH2017)

ICIS organized its 5th Annual OXO Alcohols Conference (May, 24<sup>th</sup> 2017) at Amsterdam. EURENCO Executive Vice President for Additives, Pierre Olivier Vignaud, gave a presentation called "Cetane Improver Outlook on Production and Demand".

After a quick introduction of VeryOne®, Mr.Vignaud explained the typical usage of 2EHN and the sub-segments in the diesel fuel field.




**The 2EHN is used to boost the diesel performances**



- Typical dosage 100 to 800 ppm => 0,01 to 0,08%
- Maximum dosage for premium fuel : 6 000 ppm => 0,6%
- Europe : EN590 => Cetane Number = 51
- Premium Diesel => CN can reach 60

**Product is additized to the fuel**

- At Refineries
- At Tank terminals
- By Fuel marketers
- As Do it yourself



**Cetane Improver Usage**

ICIS 2017 Oxo-Alcohols Conference 6

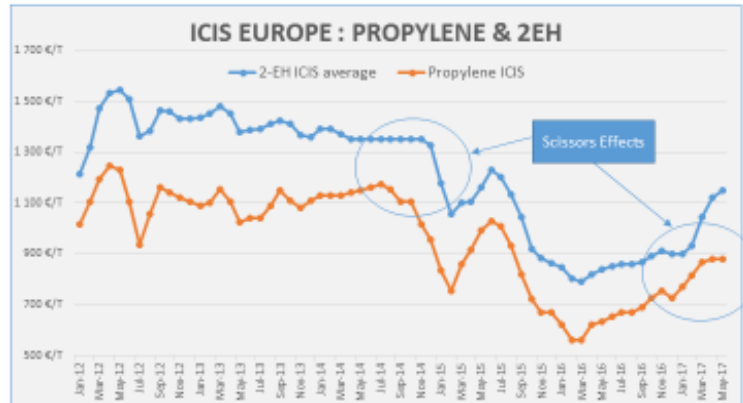
While showing the high impact of the 2EH alcohol cost on the 2EHN competitiveness, Mr.Vignaud raised the issue of ICIS 2EH spot index used in 2EHN pricing formulas. This was the opportunity to explain why EURENCO promotes the use of C3 (propylene) index instead.

## ICIS 2-EH Spot Index => Less relevant for 2-EHN industry

- > Linked to other application and relative by-products
- > 2-EHN industry buys 2-EH mainly based on C3 and sells based on ICIS 2-EH
- > Spread with C3 somewhat disconnected

## EURENCO position:

- > Promote Price formula based on C3 (2EHN price = 0,56 x C3 + CF)

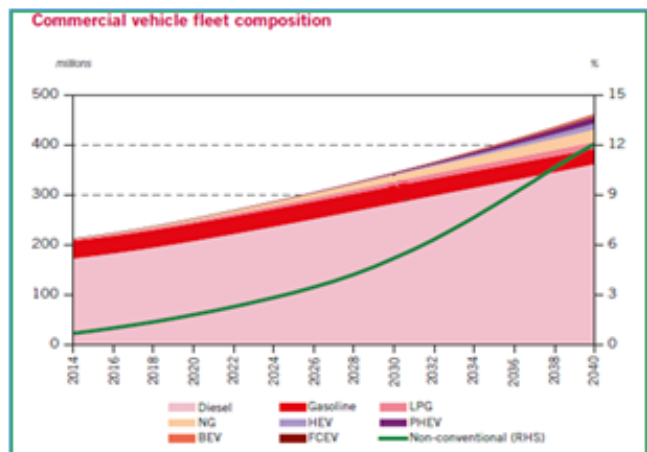
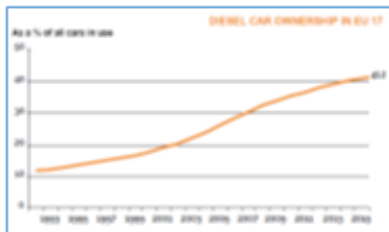


Further on, Mr. Vignaud indicated that the growth of Diesel fuel consumption is primarily linked to the increase of commercial vehicles on road. However, as far as 2EHN is concerned, consumption is not strictly linked to Diesel production but also to the type of crude used in the refineries and the targeted Cetane Number. Thus, direct correlation between 2EHN and Diesel are not possible and can conduct to wrong estimations of 2EHN volumes needed by the market.

## Diesel Growth unchanged

### Major consumption is for HDV

- > Expected strong growth of HDV WW
- > Diesel car ownership remains in Europe
- > New application with bunker fuel expected



The presentation was concluded by a slide on EURENCO vision of Diesel future.

### Vision 2020 - 2025

- > Diesel mainly for HDV & off road
- > Cetane Improver norms will grow with green issues
- > Higher fuel quality norms WW
- > Development of premium fuels



## EURENCO Vision for Diesel



*VeryOne<sup>®</sup>,  
Leading the way in Cetane Improver*

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