

Paratherm Launches Microsite for Gas & Oil Customers

This past July, we've been busy doing just that by launching GO.Paratherm.com. Our new Microsite is a resource for companies in the Gas and Oil business that puts practical answers in easy reach. The site provides guidance on seven kinds of fluids for heat transfer and dynamic fluid flow, which are essential for companies in gas and oil.

"The GO site is a centralized site to help inform new and existing gas and oil customers of Paratherm's products, services and applications to determine synergies with our capabilities," said Dyron Liverman, Oil & Gas, Chemical Processing Sales Engineer at Paratherm. "Once you browse the site, you will see we are here to provide solutions."

For closed-loop heat transfer systems, choosing the right fluids

takes some research. Paratherm's GO.Paratherm.com is an easy place to get started.

Focused Industries

The new microsite was created specifically for users in the Oil and Gas industries. The content is focused on processes as well as the precise hot-oils that best fit the applications and industry-related best practices. Paratherm products are stocked strategically for faster delivery; for emergencies, Paratherm has a 24/7 contact center.

Paratherm GO site is LIVE

The Paratherm GO site is driven by customer feedback and is part of Paratherm's commitment to deliver the latest product updates in one *Continued on page 4...*

A Note from Our Business Director:

Service and convenience for you!

This year at Paratherm we're celebrating a special anniversary. Paratherm is proud to be your heat transfer fluid provider for the past 30 years. That's a big accomplishment in this industry.

We've seen many changes in processes and applications and supply and demand. In each case, Paratherm has figured out how to maximize convenience for our customers.

Packaging needs are a special convenience we supply. We know our customers' demands vary in size and we are happy to accommodate their needs. Paratherm product delivery offers have been modified and perfected to fit the specific needs each application requires. Whether you require 5 gallon pails for a small system fill or 6,000 gallon tanker-trucks for an entire plant operation, Paratherm is there for you 24/7 with reliable support and recommendations.

That's an integral pillar of our service; providing premier heat transfer fluid options, solid technical support and troubleshooting convenience for you, our customers.

We look forward to another 30 years of partnering with our customers to keep their equipment running efficiently. We thank you for your business!

*Ed Delate, Business Director
Paratherm Heat Transfer Fluids
A Division of Lubrizol*



GET A QUOTE NOW FLUID ANALYSIS VIEW SDS BLOG HTF CALCULATION GLOBAL

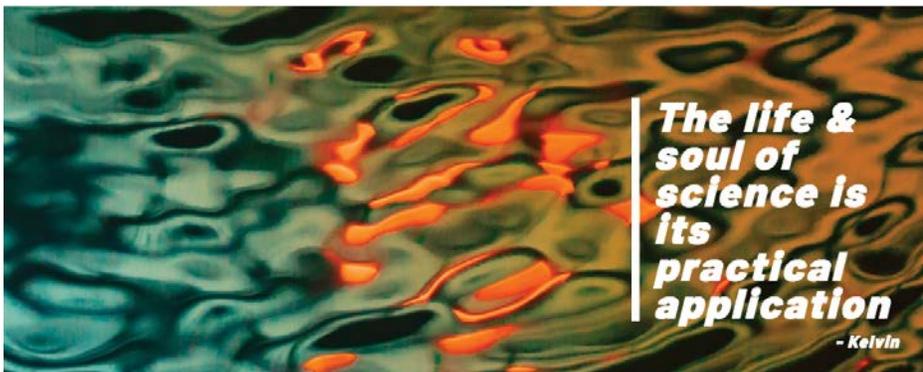
Paratherm[™]
HEAT TRANSFER FLUIDS

GO

GAS + OIL

EMAIL PARATHERM

+1 (610) 941-4900 24/7



Mark Your Calendar for our next Training!

Our next Thermal-Fluid Master Training Class will be held at our King of Prussia, PA headquarters on Wednesday, October 17, 2018. No matter your industry or application, learn the best practices that will keep production running and minimize unplanned downtime.

For more information call +1 610-941-4900 or email ggiammarco@paratherm.com.

Below are some of the comments from evaluations completed from previous sessions.

"Great class" –Asphalt Heating Professional

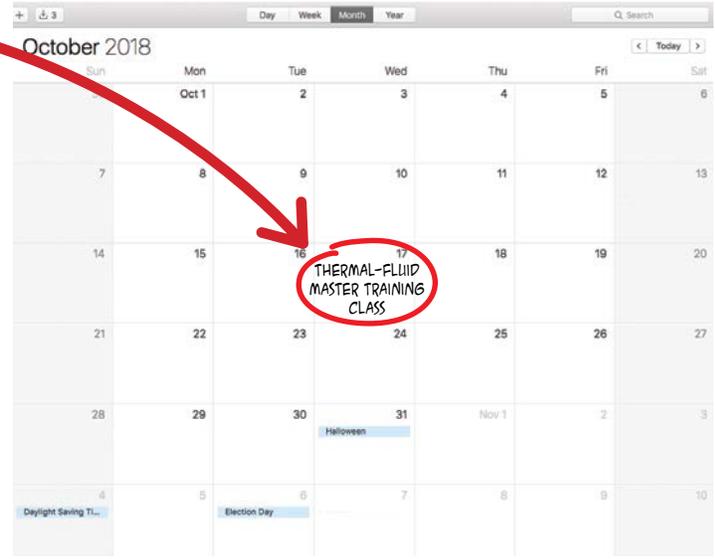
"Thanks, great info, very valuable" –Engineering Wood Professional

"Had a really good time and learned a lot, thanks." –Anonymous Professional

"Very interesting. Thank you for including me in your training today." –Federal Government Agency Employee

"I would like to send the plant operators to this training course." –Anonymous Professional

"Well presented. Great information." –Wastewater Sludge Professional



Navigating our Webinar

This past June, Paratherm's own Ryan Ritz, Global Director of Technology presented an hour-long webinar; *Navigating the 7 Thermal Fluid C's – Charting the Course for Proper Fluid Selection*.

During this informative session, attendees learned how to recognize the importance of choosing the correct fluid for their heat transfer application. This decision is critical to keeping your entire operation running safely and efficiently. Ryan talked about verifying the credibility of thermal fluid product claims and supplier credentials. He went over understanding the differences between compatible and comparable fluid features. To learn more about what makes

heat transfer fluids unique and why not all fluids are created equal, you can view

our webinar located in the Resources tab on our website, Paratherm.com.

Paratherm Fluid Analysis Program
Initiated & Managed by Supplier

- Most reliable tool for keeping your system running at an optimum level & avoiding unexpected problems
- Recommended annually as a minimum preventative maintenance practice
- Tests should be specific to HTF, not lube oil analysis
- Full report of fluid condition, expert recommendations & verbal review on results & best practices for controlling degradation – plan of action

© 2018 The Paratherm Corporation. All rights reserved.

Employee Spotlight

Dyron Liverman, Sales Engineer

Please join us in welcoming Dyron Liverman to our Paratherm Sales team! Dyron is the Paratherm Sales Engineer responsible for maintaining relationships and business development with the Oil & Gas and Chemical Processing Industries in North America. You may have already spoken to Dyron on the phone or met him in person since he's been part of our team since mid-January. Dyron has been focused on connecting with his territory. He's been actively holding a series of on-site Lunch and Learns devoted to educating the industry on proper safety and maintenance best practices.

Dyron is a graduate from North Carolina State University with Bachelor of Science Degrees in Chemical Engineering & Biomolecular Engineering as well as Paper Science Engineering. Dyron enjoys watching sports and staying active by working out and playing basketball.

He will continue to reside in the Houston area to best serve his main industries. Feel free to contact Dyron with your heat transfer fluid needs +1 713-213-7409 or dliverman@paratherm.com



Dyron replaces James Walzer who proudly served Paratherm for five years. We thank Jim for all he has done for Paratherm and wish him well in his retirement!

Paratherm Gives Back

This month employees from Paratherm volunteered at our local Cradles to Crayons Giving Factory. Their mission is to provide children from birth through age 12, living in homeless or low-income situations with the essential items they need to thrive; whether it be home, school or play. During our visit we made cards to be placed in next years backpacks for back to school — they need 30,000! Our team then worked in the Outfits section. We put together outfit packs, 4 shirts,



3 pair of pants, socks, underwear and pajamas. Workers in other groups then came to collect our packs to add it to an order. They try to accommodate each request, so if they know a child likes to read they add age and genre specific books to their package. This was a humbling experience and we were honored to contribute our time to help our community. If you are local to Boston, Chicago or Philadelphia and would like to donate your time or drop off items, please do so. They are always in need of new socks, underwear and pajamas. For more information, please visit www.cradlestocrayons.org

A LOOK AHEAD...TRADE SHOWS 2018-2019

November 7-10, 2018	NORA, Rancho Mirage, CA	Booth 200
February 12-14, 2019	World of Asphalt, Indianapolis, IN	Booth 13126
April 2-4, 2019	NISTM, Orlando, Florida	Booth 409
June 3-5, 2019	ILTA, Houston, TX	Booth 601



This Bottle Opener's for you...

Opening a bottle of pop or your favorite beer, it's a simple task. You may think it's silly to be talking about or give it a second thought. But what happens when you can't find your trusted opener? Please — don't use your teeth! And don't bang it against the counter top! This interesting yet simple tool is so essential that we take it for granted until we need one. Ignored or lost at the bottom of the junk drawer in the kitchen. Except when we have that desired beverage in hand and nothing to open it, that bottle opener becomes the most important tool in our kitchen.

A Brief History

Bottle openers were invented in the late 1800's by William Painter. Before metal caps were used or even invented, the carbonated beverages were sealed or fastened with a cork and a closure that resembled a modern swing top. There were some issues with these such as leaking and expense. To alleviate the cost, both the bottle and the cork were reused. I know – reusing the same cork, pretty gross, and without today's strict health

policies towards food and beverage consumption they could be unsanitary. So Painter first invented the metal cap, known as the Crown Cork that was crimped around the bottle opening to seal in the beverage. And then two years later the Church Key cap lifter was invented and patented. This was the first ever bottle opener used.

Types of Bottle Openers

Fast forward to today and you see that bottle openers come in all shapes and sizes. Our choice of bottle opener tool gives a little insight about us. We can carry them in our pockets shaped like a credit card as part of a handy tool. We put them on our key ring bearing the logo of our favorite team or beverage. Some sit nicely fastened on our fridges hanging out with a magnet. We even display them on our kitchen counter or mounted on our wall in our home basement bar.

We hope you enjoy our choice of bottle opener the next time you enjoy your favorite beverage. It's durable black nickel with our colorful image and Paratherm logo. We appreciate you and thank you for your business.

Continued from page 1...

convenient installation. Paratherm GO is now live at GO.Paratherm.com

About Paratherm

Founded in 1988 and acquired by The Lubrizol Corporation in 2012, Paratherm is the worldwide leader in the heat transfer fluids industry. We offer a wide range of products and services designed to help our customers keep their application up and running and to extend the life of their equipment. Our team of qualified individuals provides superior technical and troubleshooting services. ■



Fluid Analysis News

Paratherm recently overhauled its fluid analysis program to deliver a clearer, easier to understand fluid analysis report. The cover page is redesigned to provide a snapshot of the fluid health at a glance – featuring an overall condition gauge with 5 fluid conditions from GOOD to POOR, and recommendations from the Paratherm Technology Team. The interior of the report is refreshed, with modern graphics trending fluid condition for up to 8 years, accompanied by helpful descriptions of the tests and their meaning. Please let us know your thoughts on the new layout when it comes time for your next Paratherm fluid analysis!



A Division of Lubrizol

2009 Renaissance Boulevard, King of Prussia, PA 19406 USA
 +1 888-991-0375 • +1 610-756-7871 • Fax: 610-941-9191
info@paratherm.com • www.paratherm.com

PREMIER HEAT TRANSFER
Fluid Technology.

INDUSTRY LEADING
Solid Service.