

Heat Transfer Fluids • System Cleaners • Application Expertise

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Paratherm Introduces Two New Products: Antioxidant Additive for Heat Transfer Fluid Systems and HT Heat Transfer Fluid

Breakthrough Paratherm[™] AP (Antioxidant Protection) additive product rejuvenates oxidized hot oil

Usually, a new product from Paratherm is a heat transfer fluid, or sometimes a liquid for cleaning out deposits of sludge and carbon that form inside the system when the fluid deteriorates.

In May of 2015 Paratherm introduced a new product for hot-oil systems, and this one didn't fit in either of those categories. In fact, the Paratherm AP (Antioxidant Protection) Additive is truly unique. It's an additive, designed to be mixed, in small amounts, into used heat transfer fluid to extend its life and usefulness in a running system.



Have you explored the drum? For the past six months or so, we've featured this clickable drum in a lot of our new ads. Scan the QR code or visit www.paratherm.com/inthedrum to find out more. "Acids are the cause of the most common hot-oil system problem-sludge" says Jim Oetinger, technical director for Paratherm. "When expansion tanks are installed and operated properly, the oil stays cool and acid formation is very slow. However some expansion tanks aren't installed properly. Sometimes the expansion line is insulated or is less than 4' long. Warm-up valves are left open or sunlight hits a tank that is painted a dark color. These can cause the tank



to run hot enough to form acids when the oil reacts with oxygen. And once the Acid Number reaches 0.3-0.4, carbon starts to form."

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Paratherm AP interrupts this sequence. Incorporating a sacrificial antioxidant, Paratherm AP prevents the acids from converting to sludge. Paratherm AP is not a permanent cure—sacrificial additives become depleted over time and eventually the protection stops. So antioxidants don't eliminate the need for preventive maintenance, they just reduce or delay the need for oil change-out. Periodic testing is the only truly accurate way to tell whether the additive is still present.

"In 20+ years of analyzing samples and advising customers I've seen more problems from oxidation than *Continued on page 2*

Summer 2015

How does Paratherm differ? We drew the differences in a 2-minute video whiteboard style!

See all that sets us apart with our unique blend of products, expertise, and services! The beauty of closedloop hot-oil technology is that it operates simply and uniformly with little of the maintenance intervention required by alternatives like steam or direct heat.



http://bit.ly/1V7MHtX



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from overheating or any other single issue," says Oetinger, "with the sole exception of oxidation inhibitors. Rust and foaming inhibitors, detergents—lots of the performance additives you hear about for lubrication and other functions are a no-no for thermal fluids because they cause more problems than they solve. The chemicals and metallic materials in these additives will plate out and foul the system and its components at the service temperatures reached by hot oils."

Some high-temperature thermal fluids, especially the ones that may have less built-in oxidation resistance, are additized with antioxidants during the manufacturing and blending process.

"Oxidation inhibitor additives are sacrificial," Oetinger states. "Whenever air contacts hot fluid—whether in the head space of an expansion tank or where a pump is connected or a valve is leaking—oxygen molecules are using up the antioxidant. The 02 reacts with the sacrificial additive instead of oxidizing the fluid itself. The Paratherm AP Antioxidant Protection additive is designed to be added to the system to provide additional protection."

Before this product came on the market, the only alternative to an elevated acid number was to change out the fluid, entirely or in part. And there are circumstances where the oxidation may have already progressed too far for this additive to be practically useful.

But Paratherm recognizes that change-out isn't always convenient, or even possible, in certain processing situations. In particular, seasonal operations like asphalt production have no time for downtime when the paving push is on.

Paratherm AP Additive is available in 55-gallon drums. If there's a need, for smaller systems, 5-gallon pails may be introduced as well.

New Paratherm[™] HT Heat Transfer Fluid

Hydrogenated Terphenyl Chemistry Exhibits Durability, High Temperature Capabilities

In April 2015 Paratherm introduced Paratherm HT Heat Transfer Fluid, which further expands the line's temperature range for processing applications. The product is formulated for closed-loop liquid-phase heating to 650°F in fired heaters and 675°F in waste-heat recovery and full convection heaters used in the gas processing, plastic and chemical production, waste-oil recovery and biodiesel industries.

Jim Oetinger, Paratherm director of technology, saw the opportunity and need for the new fluid based on market research. "Partially

hydrogenated terphenyl based heat transfer fluids are nothing new; the chemistry is a proven performer. What our research told us is that there is a need for our core services availability, fast shipment response and in-depth technical support—that is not being met by traditional suppliers."



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A sample of used thermal oil was spiked with 10% **Paratherm AP** and then subjected to accelerated oxidation testing. Test results show the AP additive stopped sludge generation dead in its tracks.





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Introducing Esther Robertson and Steve Beward



Meet Esther Robertson:

Esther has been a steady and positive presence here at Paratherm for over 20 years. Chances are if you've called into Paratherm, you have talked to Esther at one time or another. Her warm, welcoming personality are evident at her cheery greeting, "Good Morning, Paratherm, Esther speaking". These days, Esther's role is focused on production and planning. She works with suppliers and warehouses in our network to ensure Paratherm has enough packaging, materials and supplies so we can function and deliver when we say we can.

In her free time Esther enjoys volunteer work and is learning to speak Chinese. She also loves spending time with friends and family. Speaking of family, that's how Esther best describes Paratherm. "At Paratherm, we work well together. We like to help each other; we're like a team. We get it done and keep it moving."



Meet Steve Beward:

Steve joined Paratherm last August and is sales engineer for all the states east of the Mississippi. Steve has worked in the process industries for over 20 years, serving in various sales, service, marketing and management roles, handling the entire North American market.

He was responsible for developing service solutions for distributed control systems, safety instrumented systems, instrumentation and controls, as well as, process control equipment manufactured by other OEM's. He has worked with every type of industry and process collaborating directly with end users, OEM's, representatives/distributors, integrators and independent service organizations. Steve has traveled extensively for both domestic and international assignments.

Paratherm

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- Summer is System Maintenance Season
- Breakthrough Additive for Heat Transfer Systems!
- Paratherm Heads South For Both ILTA & NISTM Conferences
- New Paratherm Heat Transfer Fluid
- What Makes Paratherm Different



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2015 Trade Shows

Georgia IPPE: Georgia World Congress Center, Atlanta, GA – Booth B8322 World of Asphalt: Baltimore, MD – Booth 1287 NPE: Orange County Convention Center, Orlando, FL – Booth W4152 GPA: Marriott Rivercenter, San Antonio, TX – Vendor Night in the Grand Ballroom NISTM: Rosen Shingle Resort, Orlando, FL – Booth 507 Plast 2015: Milan, Italy – Pav.9, Stand C69 ILTA: George R. Brown Convention Center, Houston, TX – Booth 1001 Global Petroleum Show: Stampede Park, Calgary, Canada – Booth 7730 NISTM: Caesars, Atlantic City, NJ – Booth TBD

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Paratherm Powerbank

A sentence that was never heard before 1995: "I forgot my phone."

Think about it. Back in the days before cellular, you couldn't lose your phone, or forget your phone. Your phone was screwed to a kitchen wall, or sitting on a desk, with a wire that led

to a jack in the baseboard.

Fast forward 20 years and forgetting, misplacing, or leaving your phone on the roof of the Buick when your hands are full and you drive off after softball practice, these things happen.

Another thing that happens: Running out of battery. Smartphones especially have a thirst for juice that demands slaking at least once a day, and we respond by having a wire at work, a wire in the car, and several wires at home.

This is where the Paratherm Powerbank comes in. It conveniently fits in briefcase or glove compartment, pocket even, and provides enough oomph to fully recharge an iPhone or Android smartphone at least once, and it's small and light enough to even use the device while it charges. Keep it around for emergencies, or plan to use it camping, hiking, or at the all-day softball season championship tournament.

When I gave a sibling a powerbank for her birthday earlier this year, she didn't know what it was. Even when it was explained as a device extender, she understood, but didn't seem to really get it.

At a family dinner a few weeks later, her ten year old had the charger with her, attached to an iPad Touch, and sis admitted that they both use it frequently, and they simply don't leave home without it. In summer season, especially, we seem to face more frequent circumstances when wall outlets aren't available.

It's a case of not knowing the value of something until you have the hands-on experience. As in, not knowing what you're missing. - Andy Andrews

Paratherm sponsored some market research a few years back. The online survey asked readers of Chemical Engineering – and known customers of Paratherm and competitors - questions about customer service, product availability, technical services, and other quality and customer-satisfaction issues.

When the report came back from the research firm, one of the section headlines that stuck out stated:

"Favorable Perception...but Low Awareness of Paratherm" And another section illustrated the following:

Overall Quality of Customer Service



Clearly, our customers really value Paratherm's combination of great products, great technical service, fast shipping, available stock around the continent, and the proactive communication that keeps them feeling fully informed about their orders and the technical status of their processes.

But Paratherm service is kind of like a powerbank. You can't miss something that you haven't experienced yet.

So, if you want your customers to have the best combination of products and service, to have the best chance at uninterrupted uptime with their process applications, when they ask about fluid, stop and think. Think beyond the fluids themselves. Think about the whole experience, the whole product lifecycle.

And mention Paratherm.

QR codes bring convenience – we've added them to this newsletter so you can scan them to read more info, later, on your phone.



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