

Building a Sustainable Future of Excellence

Paratherm takes sustainability seriously, especially thermal fluid system sustainability. Since heat transfer systems are the backbone of so many critical manufacturing processes, system sustainability is key for global supply chains and bottom lines. Building a sustainable heat transfer system starts with heat transfer fluid. Improper fluid selection can have catastrophic consequences on system reliability, and ultimately manufacturing uptime. Working with an established heat transfer fluid supplier like Paratherm means our customers enjoy premium fluid technology, 24/7 sales support, and world class technical support to ensure reliability. That's just what we do.

Our commitment to sustainability also extends to our R&D efforts. Paratherm has invested in a

significant laboratory systems upgrade to enhance product knowledge, and to further prove to our customers that we're the real deal. Upgraded capabilities will enable high throughput thermal stability testing, which allows us to better support customer expectations and continue to develop advanced fluid formulations for the most challenging conditions. As such, we don't just sell heat transfer fluids, we provide engineered product solutions.

Our customers can also continue to expect the same great services we've always offered, such as round-the-clock support, same day shipments, and fluid condition monitoring. Sustainability isn't just a word at Paratherm — it's a culture mindset, embodied by our team, and extended to our customers.

A Note from Our Business Director:

"How are you doing?"

This is a question we all should be sincerely asking each other as we continue to move forward into the post-pandemic world. The good news is that, we at Paratherm, are doing well and have continued to keep our office open to assure our customers get the valued service and support we have always provided, and they appreciate from us. Our ISO 9001 operations and lab, office and global warehouses have remained open during these 18 months due to the dedication of many employees, while also always remaining safe!

Now, we have moved to a hybrid schedule where most of us come into our office headquarters in Pennsylvania a few days a week to work together. We continue to have some staff work from home on alternating dates. This new hybrid schedule is all done by maintaining safe protocols. Work from home has become more acceptable globally as technology has allowed us to stay connected and collaborate with our customers and teams to get our work done. However, nothing can beat the personal interaction required at times to work together to build a better business to serve you, our valued customers!

Finally, we are looking forward to face to face visits with customers, whether on site, at trade shows or in our on-site trainings. Personal connections are important and, despite virtual meetings, there is nothing like visiting a facility and getting to know the great people at our customers' plants. We wish you a safe and successful remainder of 2021.



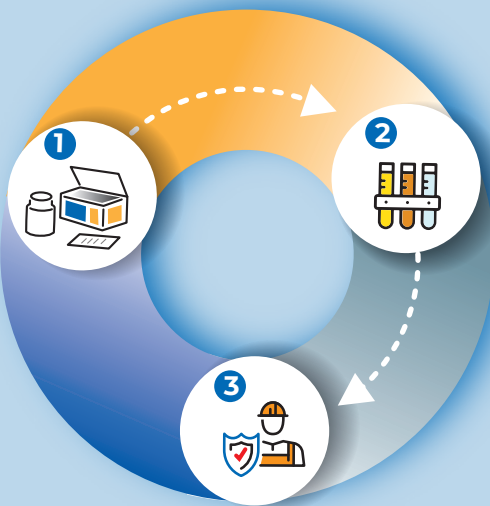
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Paratherm Fluid Analysis THE BENEFITS OF TESTING

Fluid Analysis shouldn't be tricky. Paratherm designed a smart, easy to read info graphic on the benefits of testing. Download your copy today from our website's SERVICES section.



TRADE SHOWS

NISTM	August 31 – September 2, 2021	Orlando, FL	Booth #407
ILTA	October 4-6, 2021	Houston, TX	Booth #532
NORA	November 10-13, 2021	Orlando, FL	Booth #301
World of Asphalt	March 29-31, 2022	Nashville, TN	Booth #3220
PELICE	March 31- April 1, 2022	Atlanta, GA	Booth #626



Paratherm Has Inventory for Your Applications

This year has again proven to be challenging while acclimating to the various global and culture changes. Paratherm wants you to know that we always have the inventory of our superior products, while providing our excellent technical service. We're here to help! Please reach out to your sales rep or call us at **+1.610.941.4900**

2

Please use a coaster...

It's been a long year and a half, and we could all use a cold drink. We couldn't think of a better gift than a beautiful, leatherette coaster. Great for office or home office use, these handy inventions protect any surface where you might place a drink. From your hot cup of coffee in the morning to that ice-cold tea in the afternoon (you thought I was going to say beer, didn't you), this coaster protects your table surface. We hope you enjoy your beverage of choice in your home, office or home office and think of Paratherm for all your heat transfer fluids needs and services.

PARATHERM LIBRARY

Did you know that Paratherm regularly contributes to multiple trade and industry publications each year? Paratherm prides ourselves on our extensive collection of product safety and maintenance articles and whitepapers. We love to help our customers and prospects with questions regarding their heat transfer systems and fluid care. This past year, we have been busy organizing our literature into a convenient library as a resource for all of your technical inquiries. Visit our website, click on the Resources tab and select Library to view videos, webinars, articles and other safety and technical information.

LIBRARY



VIDEOS



TIP SHEETS



CASE STUDIES



WHITE PAPER



IN THE LOOP NEWSLETTERS



SAFETY INFORMATION

Retirement—Ray Klim

We want to congratulate our dear friend and beloved colleague, Ray Klim. As you may or may not know, Ray has retired from Paratherm as our Food Service Sales Engineer. He has been an integral part of our company for the last 10 years. His contributions will always be valued and remembered. Ray’s hard work, commitment, and dedication are worthy of admiration and he will be greatly missed by us here at Paratherm. We know he will be enjoying life down under as he is planning to move to Australia with his wife. Paratherm wishes Ray the best of luck in this new chapter.



Employee Spotlight—Dave Ehrhardt

We are pleased to announce Dave Ehrhardt has joined Lubrizol (CPI Fluid Engineering/Paratherm) as Paratherm Sales Business Development Manager, effective May 3rd. Dave will have focus on growing the business in the Food and Beverage Industry as well as selling in the Midwest US Territory. Dave picks up the great work where Ray left off.

Dave has over 37 years experience in the Lubricants Industry, most recently with Petro-Canada America Lubricants, Inc. During his past 22 years with Petro-Canada America Lubricants, Inc., he focused on growing the food and Industrial segment of national accounts to the largest in the US. Dave has excellent work experience selling Heat Transfer Fluid for over 20 years. Prior to working for Petro-Canada, Dave was with Afton Chemical for 10 years in the strategic accounts group.

Dave attended Southeast Missouri State University, where he earned a bachelor’s in Marketing and Management. Dave lives in the Northwest suburbs of Chicago (Algonquin, IL) and is married with two adult children.



Employee Spotlight—John Anderson

We are pleased to announce John Anderson has joined Lubrizol (CPI Fluid Engineering/Paratherm) as Paratherm Sales Business Development Manager, effective March 1st. John has over 20 years experience in the Lubricants Industry, most recently with Fuchs Lubricants as Automotive Business Development Manager and then OEM Product Manager. Following success in OEM & Aftermarket sales in Southern Africa he was transferred to the US as Automotive OEM Product Manager to set up the Automotive Aftermarket while further developing the OEM Business and coordinating e-mobility activities. John successfully launched the Fuchs Automotive Academy, a hands-on experiential learning school for teaching benefit selling. John was also a key person with the team implementing the Global CRM system at Fuchs.

John attended the University of Johannesburg, where he earned a Bachelor of Commerce with Honors in Strategic Management as well as a Bachelor of Technology in Business Administration. He also holds a Diploma in Marketing from the IMM Graduate school.



Technical Tip

Specifying a proper fluid for your heat transfer system can have a tremendous impact on the performance and long-term reliability of the system. It is well advised to match the fluid to the application

considering several key parameters including thermal stability, thermal efficiency, and cost. Fluids with high thermal stability and efficiency can lead to significant long-term savings vs. an underspecified budget fluid. Too often, the long-term operating costs of the system are not

considered, and some plants may end up spending hundreds of thousands of dollars to correct issues down the road. For more information on proper fluid selection, fluid efficiency and performance, check out the new Paratherm library at Paratherm.com



Webinars on your WATCHLIST

Last April our Director of Technology, Ryan Ritz, presented a webinar with our partners at Process Heating Magazine. If you missed it, you can view it on demand. *The Breakdown: Understanding Thermal Fluid Degradation* is located on our website in our Library section under videos.

process HEATING

WEBINAR

The Breakdown: Thermal Fluid Degradation

How to prevent it and what to do if it happens

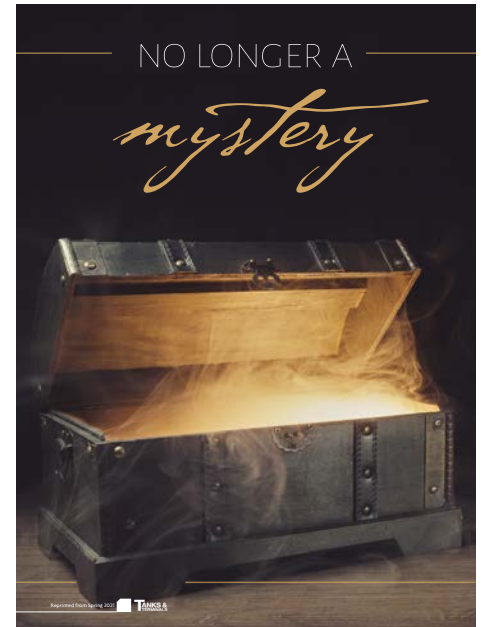
Fluid Degradation can halt or foul up your system. This downtime of your process can lead to lost productions and added expenses. There are a few ways thermal fluid can degrade. Oxidation, overheating, and improper shutdown can cause heat transfer fluids to degrade. Annual fluid analysis can help prevent degradation and extend the life of your fluid, giving you a snapshot of your fluid health. Proper maintenance can also help keep your system running to the peak of performance. This webinar will help to explain what thermal fluid degradation is and how to prevent it.



LEARNING OBJECTIVES

- Learn what is thermal fluid degradation is.
- Understand the causes of thermal fluid degradations.
- Learn how to prevent therm fluid degradation from occurring in your system.
- Steps to take if thermal fluid degradation does happen.

[Process-Heating.com / webinar](http://Process-Heating.com/webinar)



Paratherm in Print

In the Spring Issue of Tanks & Terminals Magazine, our Technical Manager, Ed Cass discusses the confusion around heat transfer fluids and how they are used. *No Longer a Mystery* demystifies thermal fluid properties and system operation. To read the cover story, visit our website's library section located under the resources tab.



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