

MERRY CHRISTMAS, HAPPY HOLIDAYS AND HAPPY 2018

Let's start the year making money with Blending

What is in this exciting newsletter?

1. Blending Courses Calendar for 2018
2. Blending Advisory Services. Looking for help?
3. Publications: what is blending and IFO 0.5 % S
4. Blending Optimizer to make \$-Money with low effort.
5. IMO 0.5% Sulfur Global Cap
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1. Blending Courses Calendar for 2018

New for 2018 is a course specifically-tailored for TRADERS, where we spend more time on trader-specific examples and exercises, answering questions such as blend profitability, comparing different blend components from different refineries, accounting for blend component prices, fixed or variable Ethanol blending, EPA VOC vs. blend RVP vs. blend profit. For details and registration, please click [HERE](#).

Our course we are going to cover also specs, blend components, linear and non-linear blending, estimating blend component prices, Lab test methods precision for dispute resolution, Ethanol blending, and much more. See the recent [syllabus we had for New York City](#).

What's the "Big Deal" about these courses?

You'll get first hand knowledge about making fuels profitably from me, Ara Barsamian, who has done this successfully for 40+years, plus the modeling and optimization expertise from Lee Curcio. You also get a 800+ pages blending coursebook, 35+ blending software modules, and gasoline and diesel blend optimizers (demo versions).

In short, you learn how to maximize fuel blending profits in an uncertain economic climate. What blendstocks should buy? How do you value a blendstock? How do you calculate non-linear properties, like octanes? How do you minimize quality giveaways? How do you avoid re-blends? How do you correct a blend? How do you exploit Ethanol and BioDiesel? How do you justify blending facility upgrades? Learn by doing, with live exercises, using your data.

[Blending Courses Calendar 2018](#)

[Gasoline and Diesel Blending Course](#)

[Dubai, UAE](#)

[Feb 12 to 14, 2018](#)

[London, UK-Traders only](#)

[May 9 to 11, 2018](#)

[New York, USA-Traders only](#)

[October 9 to 11, 2018](#)

[Singapore](#)

[November 12 to 14, 2018](#)

[Marine Bunker Blending Course](#)

[London,UK](#)

[May 15 to 17, 2018](#)

[Houston, Texas](#)

[June 19 to 21, 2018](#)

[Singapore](#)

[November 8 to 9, 2018](#)

2. Blending Advisory Services. Looking for help?

Do you need advice on gasoline, diesel, and bunker blending?

We help with improving your profitability with:

- Butane blending in Winter Gasoline
- Ethanol blending trading off octane vs. reformer severity
- Reducing octane giveaway: what is achievable and how
- RIN's: what can you do anything about it
- Improve blending bottom line with in-line blenders

We provide **blending economic performance assessment studies**, including cost/benefits, at a very attractive, lump-sum fixed price.

So, send us an email at info@refautom.com or call us, at +1-973-644-2270.

Recently many oil terminals and refineries are trying to make money injecting cheap butane to be compliant. Do you know how to do that? Is the butane the only alternative? Can you blend something else?

Currently we are working with many customers to achieve this goal, helping you to save and make \$-Money.

Trust our expertise and know-how. We are here to blend your dreams!!!!



3. Publications: what is blending and IMO 0.5 % S

We wrote a paper that is published in Hydrocarbon Processing describing in a easy and direct way what blending is. Please take a look to the paper and let us know your opinion. [Click here to see the paper.](#)

The other regarding IMO 0.5 % Sulfur, it is going to be published on Oil & Gas Journal next month. Please wait a couple of weeks.

4. Blending Optimizer to make \$-Money with low effort.

Do you want an easy-to-use, push-button intuitive tool to make money on every single blend? Some examples are:

- Blend component “Buy/No Buy” decisions, comparing blendstocks from different sources for profitability, reduced blend giveaway, Ethanol blending, EPA VOC complex model, non-linear octane and RVP calculations, and more...

We have single user licenses, site licenses, and company wide licenses at very attractive prices.

For a free copy of optimizer brochures for gasoline, diesel, and bunker, please send an email to info@refautom.com



5. IMO 0.5% Sulfur Global Cap

IMO MEPC (marine environment protection committee), has approved the use the 0.5% Sulfur global cap in 2020. This despite the evidence that:

- 1) refiners have no intention whatsoever to produce 0.5%S bunker fuel by desulfurizing RESID when they can make more money by making more profitable (and costlier) distillates, and
- 2) using the O&GJ oil refining configuration/capacity data base, there isn't going to be enough 0.5% S bunker available unless you switch wholesale to 0.5%S gasoil.

Yeah, right! Unless you switch the consumption of ~300 million tons/year to 100% Gasoil, at a cost of about 62 billion/year. Who's going to pay for it? The usual suckers, the taxpayers around the world, in higher freight charges.

An educated guess is that people will either use scrubbers (about \$2 to \$5 million/ a piece), or just ignore IMO and avoid ECA "police" countries as much as possible. We published a paper in the Oil & Gas Journal (Jan 2018 issue) describing alternatives and what you should consider. For a free copy, please send an email to info@refautom.com

Don't wait the last minute to find an alternative. Reach out to us to help you find the right solution, making IFO 0.5%S.



6. ASTM finally moving towards a practice for using spectroscopic analyzer to certify octanes

At ASTM December 2017 meeting, there was agreement to have a task group in **Do2.25 focus on developing a practice**. After 5 years of running around in circles without any concrete results, i.e. specific practice or test method, we are getting ASTM to resurrect the effort. My friend, Bill Welch, formerly of Ashland with whom I worked in 1986 to implement an NIR analyzer for a gasoline blending project, has graciously accepted to chair the work group effort to come up with an ASTM “PRACTICE”. The “we” are group of knowledgeable people from Valero, P66, PBF, Schneider, and yours truly who are committed to help Bill with data and other information needed to develop the practice. The “core” of the practice will use a combination of ASTM practices, like E1655 for modeling, inferential property control techniques, and blend property control software and DCS platforms to provide a practical solution. A synopsis follows below.

In USA, Federal Trade Commission (FTC) is the authority to approve methods for certifying octanes, and EPA for all the other properties.

Because FTC approves only knock engine test methods for certifying octanes, e.g. ASTM D299, D2700, D2885, to get around this limitation and be able to use spectroscopic methods, e.g. FTIR analyzers, there is a need to tie spectroscopic methods results unambiguously to the knock engine methods.

Normally we do this by creating a “chemometric model” that ties the FTIR spectra to Lab knock engine octane measurements. The problem with this approach is that we cannot rely on them for day-in and day out operation since the gasoline models lack “universality”: they depend on blend recipe composition, and that varies by season, grade, blendstock properties, refinery configuration, and for independent gasoline blenders or traders, the blendstocks on-hand, which could be anything.

If interested in participating, send an email at info@refautom.com Stay Tuned...



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