



Fluid Engineering

# ENHANCE MODERN LIFE

Company Profile

***Lubrizol***



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*Learn about the core beliefs that shape CPI's business philosophy & drive our corporate citizenship.*

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*CPI supplies products & services to a wide variety of refrigeration & industrial market segments across the globe.*

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### Oil Analysis & Private Label Services

*Our services are aimed at preventing operating issues and improving profitability for our customers.*

## Introduction



# MARKET LEADERS

## in Lubricant Technology

### Acknowledgment

#### Our Customers

For the past fifty years CPI has built a global business rooted in technology, transformed by changes in our markets, and solidified by customer relationships we have forged and strengthened over the years. Customers are the focal point for CPI - defining the product & service solutions we develop. Our growth is due, in large part, to the trust our customers have in our ability to meet their needs & manage complexity. We remain forever grateful for the existing customers we serve, as well as new partnership opportunities.

#### Our Employees

Sometimes it happens in the small moments. The choice to exceed expectations to meet a deadline for a customer. A decision to stop a task because the proper safety guidelines cannot be met. At other times, it can be recognized in more significant actions and results. An innovative new product that meets the demands of an industry application. Collaborative efforts with industry stakeholders that usher in better sustainability or reduce our environmental footprint. Whatever the size of the moment, our global family of 150+ employees enable CPI to *enhance modern life*.

### Overview

#### Moving Industries Forward

CPI engineers fluid solutions for challenging compression & heat transfer applications. Our aim is to leverage our technical resources, experience, and thought-leadership to partner with customers who desire growth & improvement. We excel at solving complex problems, and our talented technical team is always ready to take on the next challenge. Our mission is to **Advance Industries We Serve by Providing World-Class Engineered Performance Fluids, Unmatched Customer Support & Innovative Collaboration.**

#### Market Focused

We provide solutions for a vast array of markets across the globe. Our technology can be found in the processing of hydrocarbons and natural gas, where dilution and contaminants demand special considerations. CPI supplies a diverse range of solutions for compressed air applications, covering a variety of compressor types and system requirements.

The refrigeration and air conditioning industries are diverse and challenging, yet CPI leads the way with world-class solutions for all market segments including those utilizing low GWP refrigerants. We serve food & beverage processing operations by providing tailored solutions meeting strict food-grade criteria, and through our Paratherm™ product offerings. **We are global experts in engineering fluids for challenging applications in heat transfer and compression.**





## > About Us

### 50 YEARS IN BUSINESS

Trusted Partners



*“CPI Seeks to **Enhance Modern Life** Through Fluid Engineering”*

## Our History

### Innovative Heritage

The founders of CPI, former Dow Corning employee William (Bill) Miller and his wife Lorraine (Larry), sought to provide consulting services & synthetic lubricants to companies within the compressor industry. Five decades later CPI has grown into a global market leader, providing custom fluid & technology solutions to customers across a variety of industries. The business was built on fluid performance, world-class technical support, and customer support.

### Key Milestones

These are a handful of significant events have shaped CPI into a refrigeration & industrial market leader:

- 1971 - CPI is founded by William & Lorraine Miller
- 1981 - Reached \$1 million in annual sales
- 1996 - Acquired by The Lubrizol Corporation, a Berkshire Hathaway Company
- 2007 - Lubrizol acquires refrigeration business of Croda International Plc.
- 2012 - CPI acquires Paratherm, a leader in heat transfer fluid technology
- 2018 - CPI launches Icematic® brand of lubricants for low GWP refrigerants
- 2021 - CPI celebrates its 50th year in business

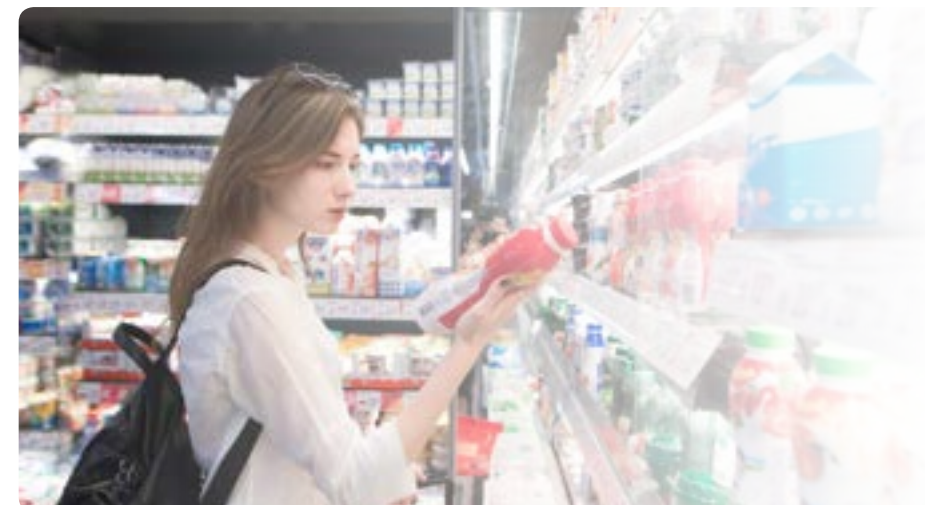


## Our Vision

### Enhance Modern Life

Our diverse range of products impacts everyday life in ways that most people wouldn't even consider. Simple concepts like maintaining a comfortable temperature in your home, or enjoying fresh food are made possible in part because of our fluids. We help bring energy efficiently into homes, businesses, and industry by assisting the processes of providing natural gas & electricity.

CPI's products are involved in practically every step in the food processing and cold chain storage/transportation industries. There are countless other facets of daily life we help to improve. We are proud of our innovative spirit and hard work put forth into safely processing, packaging and supplying products across the globe. Our vision is to **Enhance Modern Life Through Fluid Engineering.**



## Global Manufacturing & Logistics

### Serving Customers Around the World



CPI's strategically positioned manufacturing/warehouse locations and sales offices enable us to provide the best possible lubricant solutions for compression and heat transfer applications, while supporting our customers with technical expertise and problem-solving abilities. Headquartered in Midland, MI (USA) we have 7 major sales office locations, 11 manufacturing/production facilities, and 2 laboratories across multiple countries worldwide to support our operations. Authorized distribution networks and channel partners allow us to reach end users in practically every country.



### Logistics & Supply Chain

CPI has secured partnerships with raw material suppliers, warehousing affiliates, and transportation companies to ensure there are multiple layers in place for security of supply of our products.

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### Office Locations

*Strategically positioned to engage with our customers and industry stakeholders*

30+

### Distributors

*Vast network supplying our products to meet market demand*

## Our Guiding Principles



### Core Beliefs

#### Health, Safety, & Sustainability

CPI prioritizes the health & safety of our employees and the communities where we operate. We pursue sustainability targets that will positively impact our company, our customers, and the environment. Developing lubricant solutions to enable the use of low(er) GWP refrigerants is a main driver of our sustainability efforts, as refrigerant management has been identified as a leading solution to combat climate change. In addition, CPI's products are utilized throughout the cold chain. Optimizing efficient delivery of temperature-controlled fresh foods and other perishable goods minimizes food waste, and reduces harmful CO<sub>2</sub> emissions associated with global warming.

Our manufacturing sites are registered RC 14001 – Chemical Responsible Care Certification combined with ISO 14001 certification. CPI complies with rigorous internal and external auditing practices on an annual basis to remain compliant with multiple standardized business practices, certifications, and registrations. Adherence to strict standards ensures our operations meet the most demanding health & safety targets in the chemical manufacturing industry.



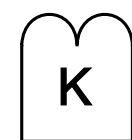
#### Reliable Quality

CPI achieves consistent and dependable product quality through comprehensive efforts deployed at all of our manufacturing locations. Our QC lab team proactively ensures that products meet quality standards throughout the entire manufacturing process. Beginning with raw materials, our fluids are sampled, tested and validated during manufacturing and again before they are shipped out to customers. We consistently record extremely low non-conforming product rates.

In addition to being ISO 9001 certified, we are extremely proud to be one of approximately twenty-five companies *worldwide* that are also ISO 21469 certified. This specialized certification pertains to lubricants used in specialized industries such as food, pharmaceuticals, cosmetics and animal feed manufacturing. Successful ISO 21469 certification requires completion of a rigorous audit process to ensure our lubricants meet the strict regulatory guidelines for incidental food contact.

#### Customer Focus

We are a market-driven company developing solutions, providing services, and lending technical support for customers within the industries we serve. Customers are at the center of our innovation efforts and drive our business decisions. We leverage 50 years of world-class chemistry and key industry partnerships to enable their success.



## Our Solutions

### Refrigeration & A/C Compression Lubricants



#### Your Low GWP Navigation Partner™

CPI Fluid Engineering recognizes that each company we partner with has unique challenges. We offer the flexibility of a small organization coupled with the power of The Lubrizol Corporation (a Berkshire Hathaway company) behind us. Decades of experience in the field, complex problem-solving abilities, and a deep understanding of the refrigerant/lubricant relationship make CPI an ideal partner to help navigate today's refrigeration challenges.

We take pride in our dedication to innovation, new product research & development, technical service, and quality control. Our technical staff is well-versed in chemistry, engineering, and tribology with solid system knowledge. CPI offers refrigeration lubricant options for all standard and low GWP refrigerants. Our **Icematic®**, **Emkarate®**, and **Solest®** brands provide a comprehensive range of solutions for all market segments and application types.

#### Solutions for All Applications & System Designs

CPI provides lubricant & technology solutions to meet the evolving demands of all refrigeration/air conditioning applications and system designs. Our global success providing POE-based lubricants is tempered by our chemistry-agnostic approach to formulating solutions *regardless* of the base oil. We utilize 50 years of chemistry expertise, critical problem-solving abilities, and a deep understanding of application requirements to help guide our customers to the optimum solution. We partner closely with customers to better understand their needs and enable them to achieve operational targets and growth goals.

We provide solutions across all refrigeration and air conditioning market segments including:

#### Refrigeration

- Light Commercial
- Commercial
- Industrial
- Appliance
- Chillers

#### Air Conditioning

- Room A/C
- Packaged A/C
- Auto A/C



### Air Compression Lubricants



CPI's line of air compressor lubricants offers a complete range of chemistries to meet application needs and ensure the long-term performance of equipment. We offer a full range of solutions for rotary screw, rotary vane, reciprocating and centrifugal compressors with field-proven performance. CPI partners with original equipment manufacturers (OEMs) to provide solutions that feature key performance benefits including superior thermal and oxidative stability, excellent rust and corrosion protection, enhanced wear protection & low volatility. NSF H1 options are available for use in food processing facilities and other applications where incidental food contact is a concern.

### Specialty Gas Compression Lubricants

Our solutions for hydrocarbon and process gas compression are formulated using mineral oil, PAO (polyalphaolefin) or PAG (polyalkylene glycol). These lubricants can be used in gas gathering, transport and chemical processing. The key feature is the ability of these oils to withstand dilution and handle contaminants, thus offering trouble-free operation. CPI has proprietary software designed to estimate the expected gas dilution (for hydrocarbon processing) to narrow down the lubricant selection, and approximate the working viscosity at the bearings.



### Heat Transfer Fluids



The Paratherm™ brand of heat transfer solutions features non-aqueous specialty liquid phase heat transfer fluids used in industrial processing applications from -88°C to +343°C, including mineral oils, synthetic and organic-based formulas. Our diverse product range provides heat transfer oils for industries such as food processing, oil and gas processing, asphalt paving, chemical processing and many more. Visit the [Paratherm website](#) to learn more.



#### Lubricant Engineering

We are global experts at engineering fluids for challenging applications in heat transfer and compression



#### Lubricant Packaging

Custom packaging options combined with reliable global logistics capabilities enables CPI to support our customers with world-class service



#### Lubricant Marketing

CPI offers private brand/private label capabilities, brand management assistance, product training and marketing collateral support



#### Lubricant Monitoring

Oil analysis lab services help to monitor system performance, identify potential issues, and extend the life of equipment



## Oil Analysis Services

### Monitor Performance & Identify Issues

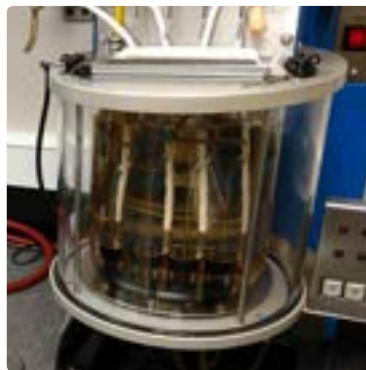
Oil analysis services are an economical and simple way to help monitor the condition of the oil & the equipment used within a system. One of the largest advantages of sampling & analyzing oil is the early detection of system issues – potentially preventing larger problems in the future. Our state of the art testing laboratory is equipped with automated processes, instruments, and advanced technologies that enable us to deliver consistent and accurate test results. We apply our technical expertise to an extensive range of analytical, physical, and mechanical testing capabilities, demonstrating our commitment to keeping your valuable equipment running efficiently.



### Oil Analysis Services Can Increase Efficiency & Reduce Costs

Routine analysis of oil samples properly taken from your compressor(s) can offer many benefits. Some of these include

- **Extend equipment life & improve reliability** by ensuring that proper lubrication is present within the system & detecting potential issues before they become worse and cause excessive wear or worse yet – system failure
- **Prolong lubricant life** through proper sampling and analysis to determine if it needs to be treated for any number of issues – potentially maximizing the drain cycle time at longer intervals
- **Improve operational efficiency and minimizing machine downtime** through identification of problems before they affect the system and cause productivity loss



## Private Label / Private Branding

### The Power of CPI Behind Your Products

CPI Fluid Engineering is a leading manufacturer of private label lubricants, industrial fluids & other specialty products. We partner with OEMs, packagers and distributors in a variety of industries across the globe. Our ability to provide “chemistry to container” solutions minimizes complexity for our customers. 50 years of experience in the lubricant industry – combined with our strengths in manufacturing, packaging & logistics – make CPI a trusted partner in product development & sales.

### Registered & Certified Products

The ability to offer lubricant solutions to customers around the world requires that products be manufactured to the highest quality. It also requires those products to meet or exceed health & safety standards set by organizations and regulatory agencies. Understanding these standards and taking the necessary measures to submit products for testing/analysis is a considerable effort. We have

products registered under several ISO standards, including ISO 21469, as well as NSF registrations and Halal & Kosher certifications. Selecting CPI products saves time & money, and eliminates risks associated with purchasing other inferior brands

### Product Support

CPI reliably provides globally-accepted fluid solutions of the highest quality. In addition, we provide brand support through packaging variations, technical data documentation, and marketing assistance. Our global procurement, logistics & supply networks help ensure the reliability of product availability. Through our private label services, CPI allows our customers to focus on their core competencies while we do what we do best – engineer lubricants.



### Private Label Expertise

- ✓ **Complete Chemistry Toolbox**  
Wide range of base oil options & formulation considerations
- ✓ **Fully Managed Solutions**  
Lubricant selection, packaging options, logistics & more all in one
- ✓ **Quality Registered & Certified Products**  
Worry-free selection of globally-accredited fluid solutions



## Leadership Team

*“CPI aims to provide market-based solutions and lead the industries we serve through innovation and a solid customer-centric approach”*

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**Flavio Kliger**

*CPI General Manager*

**Flavio Kliger**

General Manager  
IFFG Group

**Mike Costello, P.h.D**

Director-Strategic  
Research & Innovation

**Derek Phillips**

Director-Technology,  
Applications & Services

**Stephen Eck**

Director-External Mfg.  
& Supply Chain

**Mike Brubaker**

Global Director  
of Sales

**Angel Mendez**

Product & Marketing  
Director-Industrial

**Kunal Nadkarni**

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Director-Refrigeration

**Ed Delate**

General Manager  
Paratherm





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