

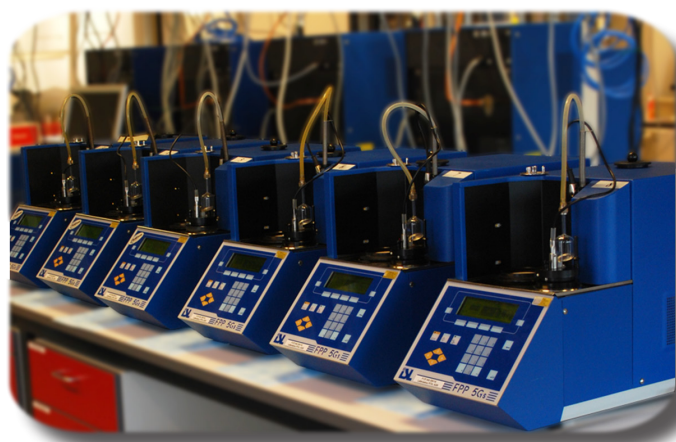
## PAC HELPS NESTE OIL SOLVE KEY INDUSTRY CHALLENGES

*Neste Oil is a leading refining and marketing company in Finland employing around 5,000 people. Its primary focus is on producing premium-quality, lower-emission traffic fuels. It produces a comprehensive range of major petroleum products and is the world's principal supplier of renewable diesel.*

Porvoo Refinery Quality Control Laboratory is part of Neste Oil's Research and Technology function. Its main task is to provide high quality and flexible analyses to the Neste Oil Porvoo refinery. It analyzes a wide variety of substances, including crude oil, distillates, and refinery process samples, as well as final products, such as liquefied petroleum gas, gasoline, jet fuel, diesel, and heavy vacuum gas oil. This laboratory has close to 230 analyzers and it analyzes approximately 70,000 samples per year.

### A Long History of Service

Neste Oil's Porvoo Refinery Quality Control Laboratory has been a long-time customer of PAC; in fact, it had instruments by Herzog, which is now part of PAC, as far back as the 1980's. Even now, the Porvoo Refinery Quality Control Laboratory has over 40 PAC instruments, including the Herzog OptiDist™, Alcor JFTOT® analyzer, ISL MPP 5Gs, Herzog HVM 472, AC Analytical Controls Gas Chromatography analyzers, and many more.



Group of ISL FPP 5Gs at the Neste Oil Lab

### Meeting Regulatory Requirements While Increasing Productivity

In the demanding regulatory environment, Neste Oil must adapt to the continuously changing legislation that dictates the final product requirements and test methods able to be used for its products. According to Mr. Jouni Merilainen, Neste Oil Team Lead, "One of the benefits of working with PAC is the fact that it is continuously developing new analyzers and methods which help us face industry challenges."

Another key issue Neste Oil faces is that refineries in general are aiming to minimize all operating costs and maximize the return on investment for higher valued products. To accomplish this, instrument performance has to be maximized to produce fast and reliable measurements to increase overall lab productivity.

PAC aids Neste Oil by providing unique automated instruments, requiring less operator interaction. In addition, PAC provides a wide variety of instruments for several types of analyses. According to Mr. Jouni Merilainen, "Neste Oil benefits from this since

even though these instruments measure different characteristics, their operation is similar and therefore it is easier to train operators. In addition, having one supplier for a variety of instruments makes them easier to maintain since I work with a single vendor and do not have to contact multiple companies."

### Global Presence. Local Support.

Another key advantage Neste Oil found when working with PAC is that even though it is a global company, it offers excellent local support. PAC has over 11 offices and 50 distributors worldwide. Neste Oil works closely with Berner, the local PAC distributor in Finland. They are able to take advantage of this local support and service and even have it available in their local language.

### Conclusion

Overall, PAC's ability to combine innovative technology analyzing a wide variety of petroleum products and characteristics with superior local support, sets PAC apart from the rest of the industry.

**"One of the benefits of working with PAC is the fact that it is continuously developing new analyzers and methods which help us face industry challenges."**

**Mr. Jouni Merilainen  
Neste Oil Team Lead**