

ERGON

Transformer Oil's Quiet Titan

The Biggest Player in Insulating Oils
May Not Be a Name You Recognize

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A long tradition of commitment to the industry and its customers, consistent quality and security of supply have made Ergon's HyVolt the #1 choice for transformer manufacturers

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ABSTRACT

Ergon is the world's largest manufacturer of naphthenic specialty oils. Its HyVolt insulating oils have been the leading choice for transformer manufacturers and utilities for decades. Naphthenics have long exceeded performance expectations in the transformer market and will undoubtedly remain the industry standard for years to come. Ergon has achieved its global position thanks to the company's security of supply, growing worldwide presence, commitment to the transformer industry and its customers, and a focus on providing consistent quality products.

KEYWORDS

naphthenic transformer oil, HyVolt

Introduction

Leslie B. Lampton began his career in rural Mississippi in 1954 by hand-delivering fuel to construction workers after hours. That company has since grown into a well-diversified global organization and the world's largest producer of naphthenic specialty products. This humble but powerful origin story is a driving force for Ergon and helps define the way the company does business today.

Building a foundation for success

Employees of the family-owned business continue to be guided by Lampton's values: hard work, reliable supply, quality products and an unwavering commitment to customer service. "Our success is based

on our ability to understand the needs of our customers," Lampton explained.

"We have never been a transactional company," said Lance Puckett, senior vice president of Ergon's Petroleum Specialties Marketing Division. "One of our primary differentiators is our approach to service and long-term partnerships with our customers. We have been here since the 1970s, and that dedication to unparalleled service is what will guarantee Ergon and its HyVolt products are still serving the transformer market for decades to come."

#1 Choice for transformer manufacturers

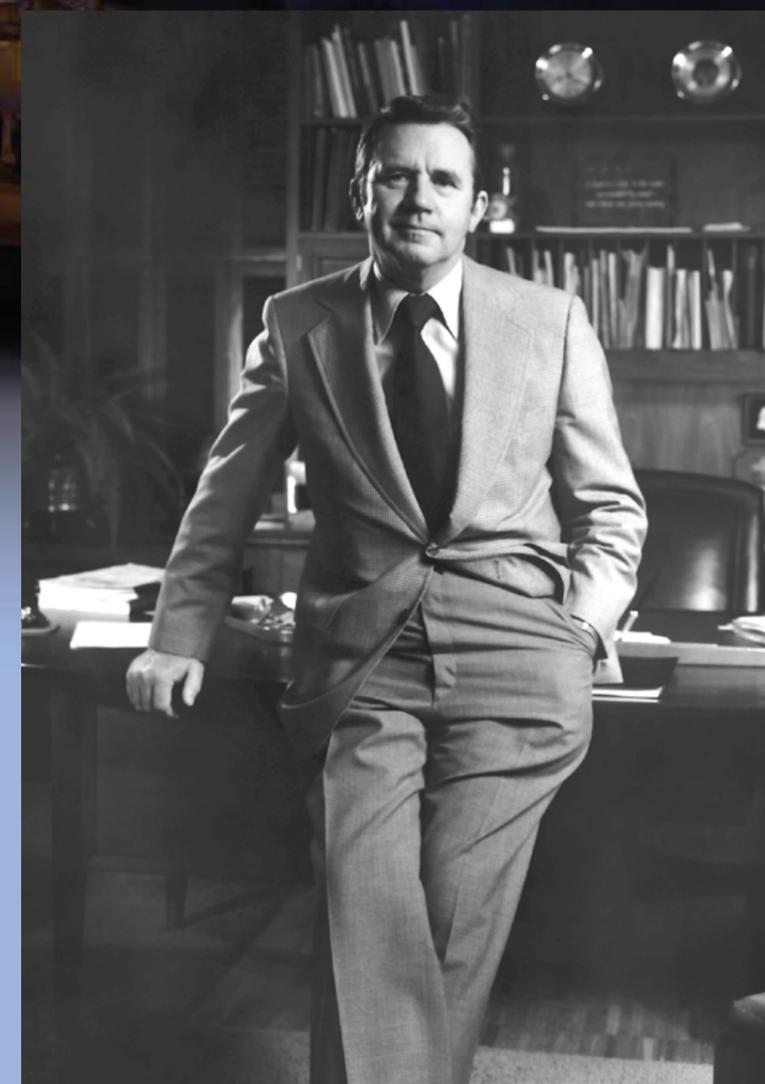
Ergon has made substantial contributions to the industry for decades, avoiding fanfare while making forward progress. By working hand-in-hand with

Ergon refinery in Vicksburg, Mississippi, USA

independent labs, OEMs, utilities and governing committees, Ergon is meeting the needs of its naphthenic transformer oil customers today while preparing for the challenges of tomorrow. This continued investment in the industry, combined with a deep knowledge of base stocks, is evident in the company's HyVolt insulating oils. With very low pour points, great heat transfer properties, excellent oxidation stability, and electrical properties, HyVolt has been the leading choice for transformer manufacturers and utilities for decades.

Deep roots of naphthenic oils

Alternative insulating fluids exist in the global marketplace, but the roots of naphthenics run deep. The industry has decades of practical experience



Leslie B. Lampton, Sr, Ergon Founder

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using naphthenic mineral oil, and as aging transformers perform longer than predicted, naphthenics have proven to exceed expectations of performance. They were originally chosen because they provide natural advantages with both solvency and viscosity. The support and exchange of ideas within the industry’s leading global organizations such as ASTM, IEC, IEEE and CIGRE has helped build a tremendous library of laboratory and practical knowledge that supports the global standards and guides for naphthenic-based insulating oils.

And as with all decisions the company has made over the years, there is a

carefully calculated reason Ergon is doubling down on naphthenics. “From our point of view, they are the best product to meet the transformer market’s growing demand in both volume and conditions,” Puckett commented. “We predict naphthenic-based insulating oil will remain the industry standard for years to come.”

Positioned to guarantee supply

Ergon overcame many challenges to create the HyVolt product, consistent supply being chief among them. That’s one reason Ergon built its refinery along

the Mississippi River in Vicksburg, Mississippi, USA. This strategic location gives the company access to a global supply of naphthenic crudes. “Having our refinery as well as terminaling facilities on the river helps prepare Ergon for the next 30 to 40 years,” said Andy Holden, transformer oil sales executive for North America. “Where refineries are typically limited by their geography or their proximity to crudes – we have access to global crude sources.”

Ergon certainly has the infrastructure needed to work with this raw material. Its refinery in Vicksburg is the only naphthenic facility in the world with redundant hydroprocessing units in the same location. “Our operations allow us to produce high-quality, consistent products, with a scale that places us in a class of our own. Because of our scale, customers know we are well-equipped to supply the largest demand centers around the world,” said Kris Patrick, president of the company’s naphthenic and paraffinic refineries.



Ergon refinery in Vicksburg, Mississippi, USA



The importance of security

Security of supply is another staple of Ergon’s signature service. Given all crude fields naturally decline, Ergon continues to invest heavily in their raw material qualification program. As a result, its scientists have an unparalleled understanding of pairing state-of-the-art processing capabilities with approved crude sources to yield consistent products.

“Our access to global crudes, our raw material qualification program, and our robust network of gathering, transporting and terminaling companies, have resulted in the world’s most secure supply of insulating oils,” said Puckett. “Our customers are able to rely on Ergon no matter what’s happening in the world. They know our products will perform, they will be consistent, and they will arrive on time. We do everything in our power to make operations run smoothly for our customers, both large and small.”

HyVolt’s dependable quality

Consistency in naphthenic insulating oils is of the utmost importance. Transformers are built to last for generations, and with

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a high-performing insulating oil, they can be in service for decades longer than they were originally rated. With no room for error, companies and utilities are extremely particular about whom they choose as their transformer oil supplier. Naphthenic insulating oil, and Ergon’s HyVolt products in particular, have a proven track record of success that customers have relied on for decades.

doubled down on naphthenics because the market and its customers demand it – and because data shows the viability of naphthenics in the future. It isn’t in Ergon’s nature to promote its achievements – but the company’s quiet contributions over the years have built a solid reputation of consistency, reliability, and service upon which its customers and the industry depend.

Commitment to the industry

Ergon has long been well-established in the Americas and has achieved substantial growth in Europe, Africa, India, Asia, and the Middle East. Its position as the largest refiner of naphthenic insulating oils in the world was achieved through its commitment to the industry and its customers.

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Ergon is without a doubt *the* quiet titan of transformer oil. The company has

Corporate Headquarters

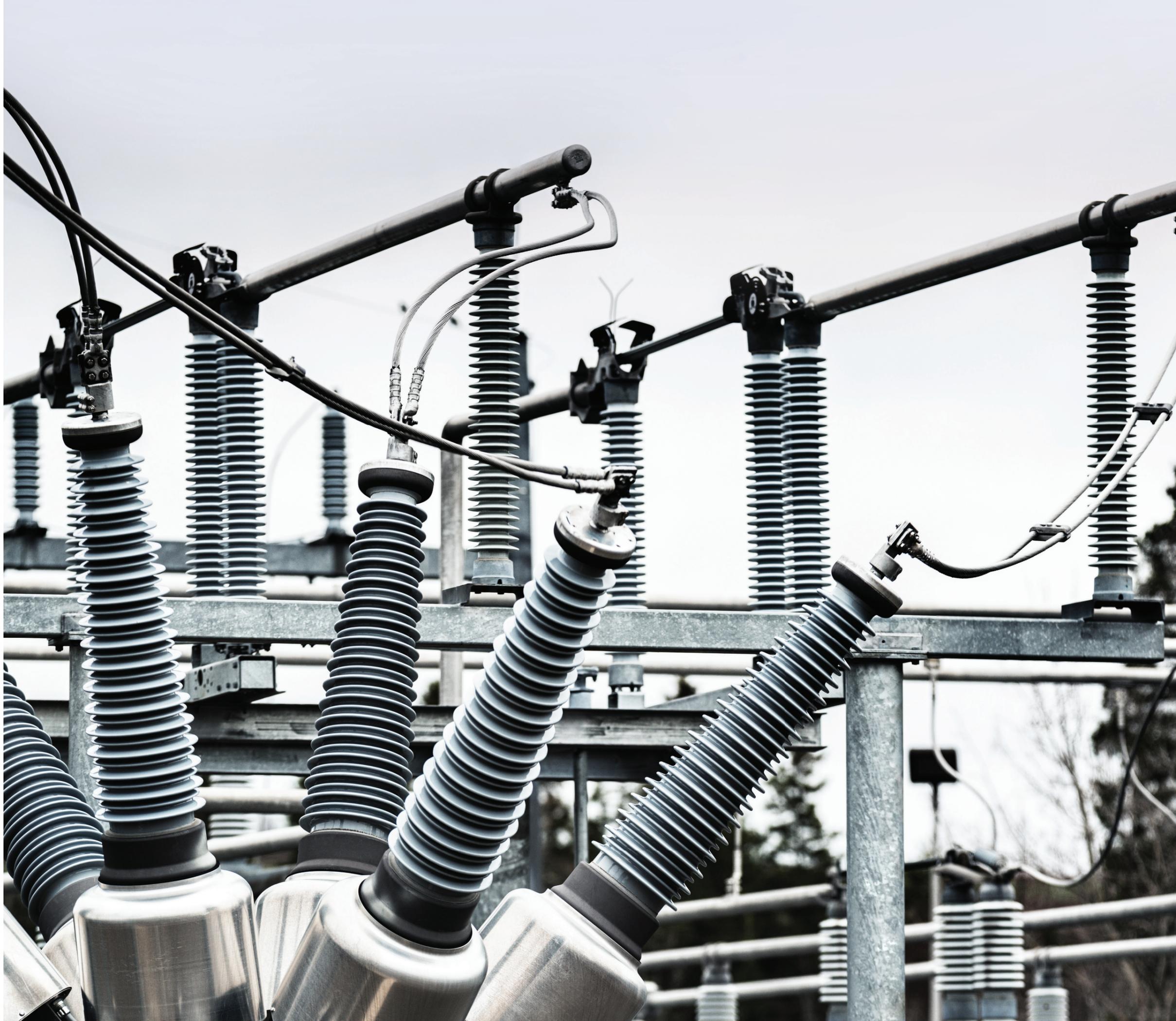
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