

# COMPANY PROFILE

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# Unitrade Company at a Glance

Unitrade Company was registered 2013 in Malaysia and it is a global integrated business enterprise that is active as a world - class and pioneer trader, distributor and exporter of oil and petrochemical products including Bitumen, Rubber Process Oil, TEG, MEG, Heavy slack wax, Base Oil, Paraffin Wax, Residue Wax and other petrochemical and polymer products.



professionalism and honesty through efficient and effective trading.

■ Having experienced and technical staff plus highest operational standards enable us to reach total customer satis faction.

#### **Vision & Values**

Creation of the most effective Oil and Petrochemical Trader and Exporter Focusing on customer support, expanding sales network and professional human resource all ensuring that we will become known as an honest, credible and reliable Organization.

#### **Values**

- Product Quality is of significants Importance.
- Customer Satisfaction allows us to continue success and reputation.
- Honesty is our ethical value.

# **Product Integrity & Consistency**

To obtain competitive advantage in the Market place, we need to focus on business, as part of our commitment to enabling our excellence, our global product integrity management system ensuring that we provide a product of high and consistent quality. Our commitment to integrity assures you that our products are as promised. For you it means your reputation is secure.



# Supply Reliability

We can reliably provide the consistent quality of fuel oil, bitumen and also other products included in the company scope of activity.

We provide greater flexibility and continuity plus cost and time saving.

#### **Commitment to Technology and Innovation**

Unitrade has an unmatched legacy of innovation and continuous improvement; we will continue to lead the way to enable excellence.

Our integrated expertise in technology, supply chain, commercial and strategic planning provides unlimited support for your business. Our coporate business ethics assure you receive the highest standards of Business conduct throughout our relationship. You like to keep your reputation for excellence and we want to help you to do it.

# **Market Segmentation**



We prefer to sell through channels of distributions in order to reach to final customer. Main sales channels are traders, Industrial consumers, Resellers and Blenders. Selling through distributors has some advantage and some disadvantages because they stock one or multiple brands or sometimes they work as exclusive seller and distributor and they are very price sensitive and most of the times they push for very low prices, They have very wide customer bases ranges from small buyers to big traders.







#### **Our Products**

Unitrade Company exports petrochemicals, minerals and oil products, By offering the best quality and the most competitive price in ASEAN and China territories.

Scope of products are as bellow.

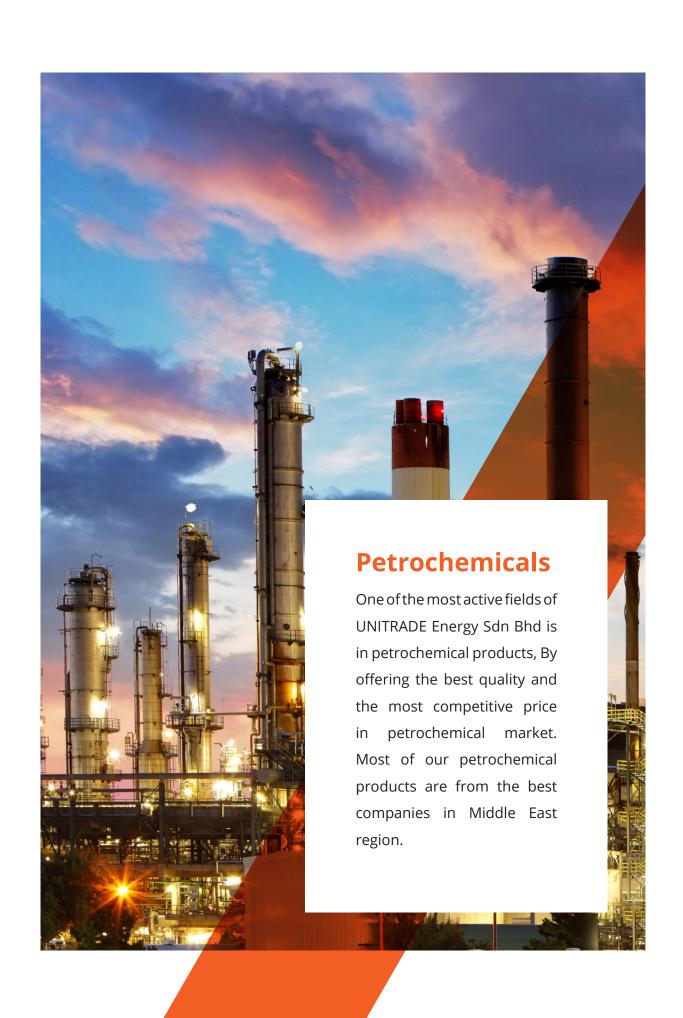


#### **Petrochemicals**

- Base oil (SN 150 SN 500 SN 650)
- Paraffin Wax Fully and Semi refined
- Residue Wax (Foots Oil)
- Heavy and Light Slack Wax
- Rubber Processing Oil (RPO)
- Green RPO (TDAE)
- Bitumen (60-70/85-100/80-100)
- Sulfur

#### **Minerals**

Gilsonite



#### **Base oil**

Base Oil is lubricant grade oil that is produced by refining process on crude oil and has been used world wide as main ingredient in complex blending of many different types of lubricants.

We offer virgin base oil SN-150, SN- 500 , SN-650, packing of base oil is drum –IBC- flexi bag and bulk.

**SN-150** 

**SN-500** 

**SN-600** 

Description	Unit	Test Method	SN 150	SN 500	SN 600
Apearance	-	Visual	Bright &	Bright &	Bright &
Apediance		Visaai	Clear	Clear	Clear
Color	-	ASTM D-1500	1.5	2.0	3.0
Kinematic Viscosity @ 100 °C	mm 2/s	ASTM D-445	5.4-7	9.5-11.2	12.1-14
Viscosity Index	-	ASTM D-2270	95	89	85
Flash Point	°C	ASTM D-92	208	225	250
Pour Point	°C	ASTM D-97	-12	-6	-6
Sulfur Content	wt%	ASTM D-4951	-	-	-

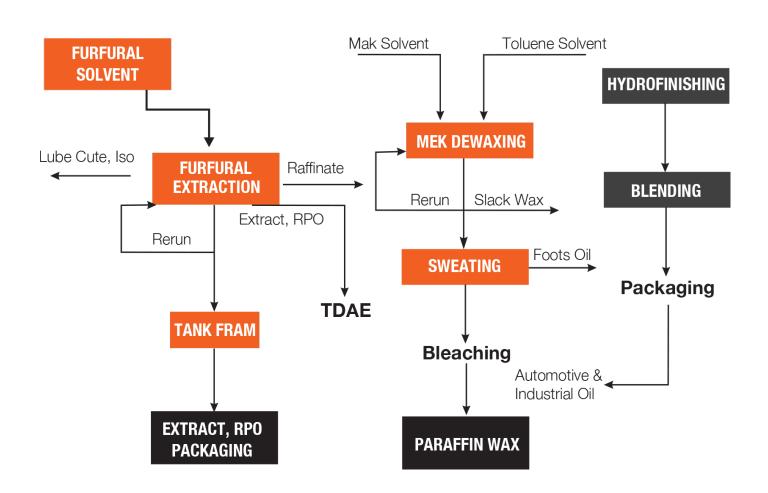
#### **Paraffin Wax**

Wax is an organic substance that is solid of ambient temperature and become liquid when melted. Crude Oil is transported to refineries where it is refined info finished products by complex processes.

One of the many products derived from refining is lube cut and base oils. Waxes are produced in the lube oil refining process. Paraffin Waxes are used in candle, printing inks, coating, building materials, food industry, ceramic and metals industries.

#### Process of

# **Wax Producation**



#### **Paraffin Wax**

We offer two types of paraffin wax bleached and unbleached paraffin waxes. Both types have different oil content.

Paraffin wax is used in production of candles, building materials, tapers, torches, cables and wires and many other products.

Packing of Paraffin Wax is Carton and New Steel Drum.

**BLEACHED** 

**UNBLEACHED** 

Description	Unit	Test Method	Unbleached	Bleached
Color (Max)	-	ASTM D-1500	1.5	White
Kinematic Viscosity @ 100 °C	(cSt)	ASTM D-445	6-7.5	6.5-7
Oil Content	wt%	ASTM D-721	1.5	3-5
Melting Point	°C	ASTM D-87	60 - 68	60 - 66

# **Residue Wax (Foots Oil)**

Residue wax or foots oil is a by product obtained by slack wax de oiling or sweating in the paraffin wax manufacturing process.

Application of residue wax is in tire and rubber products, wooden materials industries.

Packing of Residue Wax is IBC, Flexi Bag, New and Old Steel Drums.

# **Residue Wax (Foots Oil)**

Description	Unit	Test Method	Typical Values
Color (Max)	-	ASTM D-1500	4-7
Kinematic Viscosity @ 100 °C	(cSt)	ASTM D-445	7-12
Density@15 °C	gr/cm3	ASTM D-1298	0.85 - 0.88
Flash Point	°C	ASTM D-93	220
Melting Point	°C	ASTM D-87	25-30

# **Rubber Process Oil (RPO)**

RUBBER PROCESS OIL (RPO), the highly aromatic (HA) type oil is known as distillate aromatic extract (DAE) is obtained oil refinery as a by product during solvent extraction process of producing Lube base oils.

# Applications of RPO

As component in rubber formulations and manufacturing of products such as automobile tries, rubber shock absorber, footwear, industrial hoses, wire and cable covering, flooring materials and carrier fluid or solvent in manufacture of adhesive, sealants, polishes and carbon black.

# Used as a Lubricant in Rubber Processing Used as a Component in Ink Producation Performance Features of RPO

Excellent Colorstability

Low Volatility Properties

Good Solubility
Properties

Good Elastomer Compatibility

Description	Unit	Test Method	Heavy RPO	Light RPO
Kinematic Viscosity @ 100 °C	(cSt)	ASTM D-445	Min.35	Max.35
Density@15 °C	gr/cm3	ASTM D-1298	1.05	1.01
Flash Point	°C	ASTM D-92/93	200-230	200-230
Aniline Point	°C	ASTM D-611	-	-
Refractive Index	-	ASTM D-1218	1.56	1.55
VGC	-	ASTM D-2501	-	-
PCA	%Wt	IP - 346	-	-
Oil Type	-	-	Aromatic	Aromatic

# **Heavy and Light Slack Wax**

Slack Wax is by product of base oil refining process and it is produced in different types and different oil contents depending on viscosity of lube oil de waxing. Unitrade company offer and export light and heavy slack wax.

# Applications of **Slack Wax**

Waterproof Fabric & Industrial Paper

**Industrial Waxes** 

**Solid Inks Copy Paper** 

**Matches Production** 

Description	Unit	Test Method	Heavy	Light
Kinematic Viscosity @ 100 °C	(cSt)	ASTM D-445	3-6	6-7.5
Oil Content (Max)	%Wt	ASTM D-721	3-8	7-11
Color	-	ASTM D-1500	0.5-3.0	1.5
Melting Point	°C	ASTM D-87	55-60	56-65
Oil Type	-	-	Aromatic	Aromatic

# **Green RPO (TDAE)**

TDAE (Treated Distillate Aromatic Extract) is non carcinogenic mineral oil, used as aromatic process oils for the manufacturing of oil extended natural or synthetic rubber and tire compounds. Packing of TDAE is IBC, Flexi Bag, New and Old Steel Drums.

# Properties of **TDAE**

- Good abrasion resistance
- Low amounts of waste tires in the process Save fuel and energy consumption
- Low environmental impact
- Good low temperature flexibility Good resistance to reversion Extend tires life time

Description	Unit	Test Method	Result
Appearance	-	Visual	Dark
Density	Kg/m3	ASTM D-1298	953-965
Flash Point	°C	ASTM D-92	Min 240
Congealing Point	°C	ASTM D-938	33
Total Acid Number	Mg KOH/gr	ASTM D-974	0.12
Kinematic Viscosity @ 40 °C	(cSt)	ASTM D-445	Report
Kinematic Viscosity @ 50 °C	(cSt)	ASTM D-445	260.8
Kinematic Viscosity @ 100 °C	(cSt)	ASTM D-445	17-22
RI @ 20 °C	-	ASTM D-1218	1.5200-1.5500
RI @ 67 °C	-	ASTM D-1218	1.5113
VGC	-	ASTM D-2501	0.860-0.900
Aniline point	°C	ASTM D-611	Max.80
Refractivity Intercept	-	AMS 140.13	1.051
Water Content (karl Fisher)	ppm	ASTM D-6304	412.2
Sulphur Content	%(w/w)	ASTM D-2622	Max.3
Carbon Type Distribution	%CA/ CN/CP	AMS-140.13	23/39/38
Content Of PCA Extract	%(w/w)	IP 346	Max.3

#### **Bitumen**

Bitumen is a black viscous mixture of hydrocarbons obtained naturally or as a residue petroleum distillation. Unitrade Company export bitumen to Africa, Indonesia, Vietnam, Philipines and other countries. We are one of the main Suppliers of bitumen to African Countries for their road construction and other projects.

Packing of Bitumen is IBC, Bulk, New and Old Steel Drums.

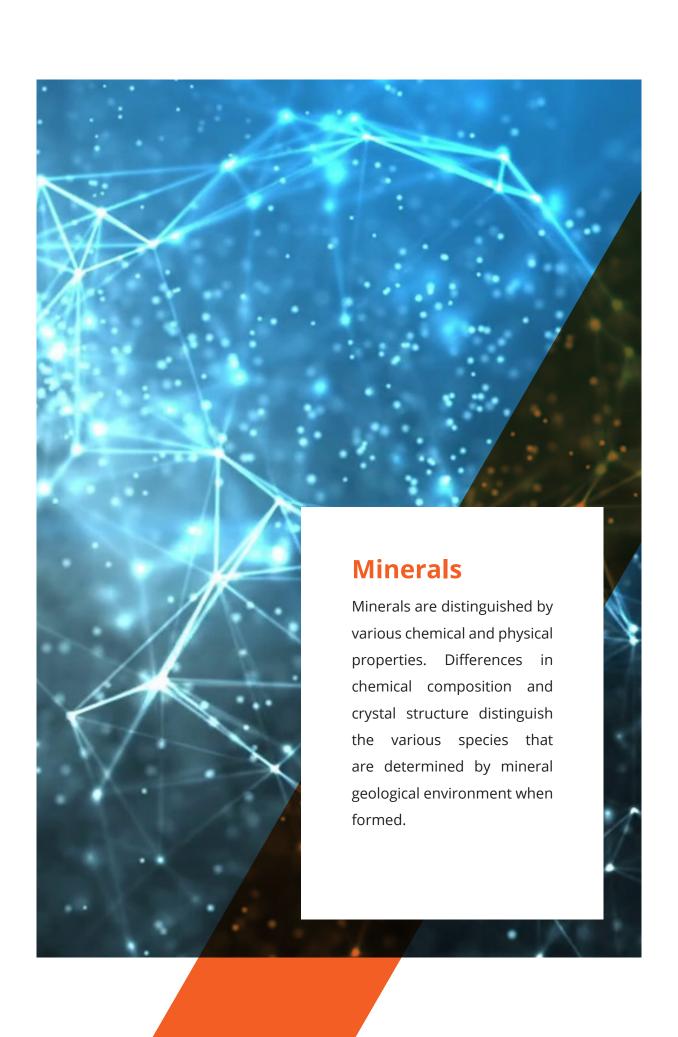
Description	Unit	Test Method	60/70	85/100	80/100
Specific Gravity @25 °C	-	D-70	1.01-1.06	1.01-1.05	1.01-1.05
Peneteration @25 °C	-	D-5	60/70	85/101	80/100
Softening Point	°C	D-36	49/56	46/52	46/52
Ductility @25 °C	-	D-113	100/min	100/min	101/min
Loss on Heating	(WT)%	D-6	0.2 MAX	1.5 MAX	0.5 MAX
Drop In Penetration After Heating	%	D-6/5	20 MAX	20 MAX	20 MAX
Flash Point	°C	D-92	250 MIN	232 MAX	232 MAX
Solubiliy In Cs2	(WT)%	D-4	99.5 MIN	99.5 MAX	99.5 MIN
Spot Test	-	*A.A.S.H.O.T.102	NEGATIVE	NEGATIVE	NEGATIVE

# **Sulfur**

Sulfur is a chemical element which is either mined or extracted from crude oil and it is used in many products. Today, almost all sulfur produced as a byproduct of removing sulfur-contaning contaminats from natural gas and petroleum. the greastest commercial use of element is the production of sulfuric acid for sulfate and phosphate fertilizers, and other chemical processes. The element sulfur is used in matches, insecticides and fungicides.

Packing of Sulfur is Bulk, 50 Kg Bags and 1 MT Bags IBC.

Description	Unit	Result	
Purity (on dry basis)	(WT%) MIN	99.96	
Ash Content	(WT%) MAX	0.005	
Moisture	(WT%) MAX	0.030	
Hydrocarbon	(WT%) MAX	0.004	
Acidity	(WT)%	0.001	
Bulk Density	(KG/M3)	1930	
Color	-	Yellow	



# Gilsonite

Minerals can be described by their various physical properties, common distinguishing characteristics include crystal structure, hardness, luster, diaphaneity, colour, streak, tenacity and specific gravity.

At Unitrade Company we have supplied and exported huge amount of mineral products from Middle East.

Test	Result
Ash Content (wt%)	<12
Moisture Content (wt %)	<3
Solubility in CCL4	80
Solubility in CS2	76
Fixed Carbon	27-35
Specific Gravity,25C	1.11
Softening Point,C	170-220
Sulphur, wt %	<5

