

# Historical Overview of Waxy Crude in the Market

7<sup>th</sup> Annual Waxy Crude Workshop

# Why is Rick Shafer talking in this workshop

- 27 years with Flying J/Big West Oil
- 3 years with Great Basin Industrial
- 3 years of working with companies looking for a better and safer way to move crude oil out of the Uinta Basin

# Crude in the Refinery

- What are the Refinery's looking for in the crude they buy
- What is the benefit of running waxy crude compared to other crudes
- What added equipment is needed to run waxy crude

# Why are waxy crudes held to such a small market

- Pour points of 110 to 130 degrees
- Limited transportation (trucks)
- Who and what marketing has been done

# What can be done to improve the market and who will it help

- Create multiple markets
- Higher volumes can reduce or help spread out the cost
- Makes funding a project more appealing to lenders
- Creates higher volumes of feed stock for the Refinery's in Utah