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FERTILIZER LATINO AMERICANO CONFERENCE 2017

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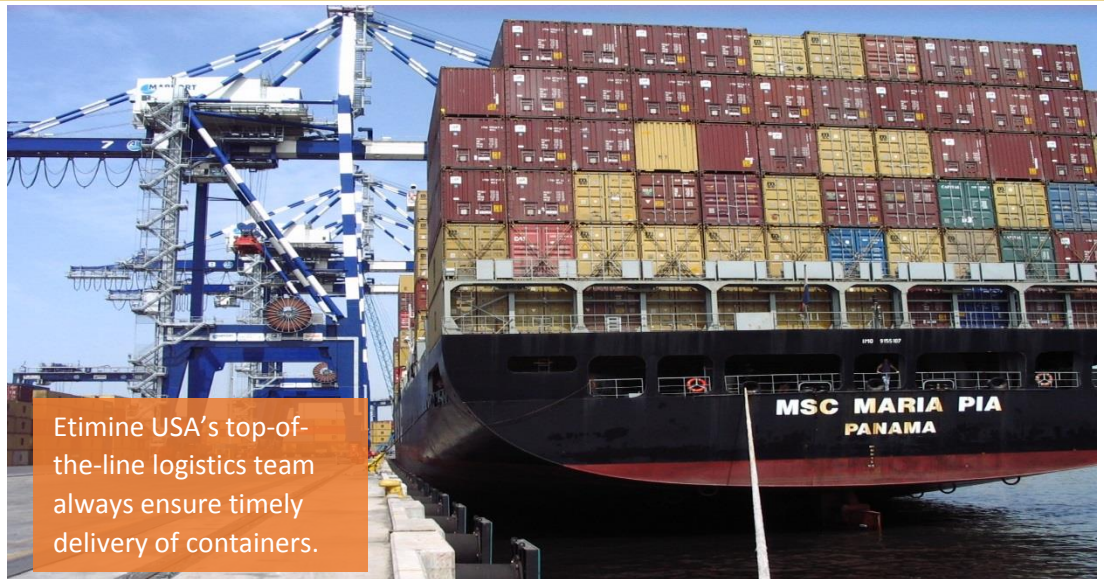
FEATURED PRODUCT

A MESSAGE FROM THE PRODUCTION MANAGER

Etimine USA, Inc. is the Americas sales office for Eti Maden, the largest global producer of boron products. Eti Maden is headquartered in Ankara, Turkey. The company possesses 72% of the world's known boron reserves and supplies nearly 50% of the world's boron demand. We offer ground mineral ores, various grades of boric acid, sodium borates and other specialty boron products that help to grow and advance key industries worldwide, including the indispensable AGRO industry.

**EtiBoro is read in 30+ countries and counting!**

Editor-in-Chief: Sarah N. Rajasekera



Etimine USA's top-of-the-line logistics team always ensure timely delivery of containers.

### CONGRATULATIONS, SORRISO, BRAZIL!

With 600,000 hectares of planted soy, Sorriso is again the city with the largest soy production in the world!



### OUR MARKETS

Agriculture  
Adhesives and Coatings  
Biocides—Pesticides  
Ceramics/Frits/Glazes  
Fire Retardants  
Glass/Specialty Glass  
Insulation/Fiberglass  
Metallurgy  
Oil & Gas Chemicals  
Wood Preservation  
And Many More!



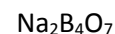
*Eti Maden provides a large percentage of Ulexite utilized in fluids for the fracking industry*

### A MESSAGE FROM THE PRODUCTION MANAGER

It is a great pleasure for me to be part of the Etimine team and participate in serving our customers' needs in the Latin American and Caribbean regions in the Technical and Production departments. (Cont. on pg. 2)

### FEATURED PRODUCT: ETIBOR 68

ANHYDROUS BORAX



*Eti Maden is the premier producer of Etibor-68 in the world*

### ASK DR. ARUN

TECHNICAL QUESTIONS FROM OUR CUSTOMERS

**Question:** Why is Ulexite used in fracking?

**Answer:** For fracturing, it requires a stimulation treatment using a fluid called 'Fracking Fluid'. Because of cost considerations and availability, water based fracturing fluids are most commonly in use.

The water based fracking fluids are comprised of various chemical additives and a propping agent, or 'Proppant', that props up a fracture to keep it open after the pressure is reduced in the well. Proppants are solid materials. Most commonly used for water based fracturing formulations is sand, but ceramics (of spherical morphology), resin-coated sand and bauxite are also used for that purpose. (Cont. on pg. 2)



Etimine USA attended the Fertilizer Latino Americano (FLA2017) conference in Buenos Aires. “This was a great opportunity to meet with industry professionals from the major crop growing countries and learn about their most pressing concerns and needs,” said Hector de la Cerda, the Latin America & Caribbean Sales Manager. Eti Maden is the top provider of borates for the agro industry in the world.



### ASK DR. ARUN

(Cont. from pg. 1)

Regardless of the condition, the fracking fluid needs a cross-linking agent that can thicken the fracturing fluid so that the viscosity is high enough to carry the dispersed proppant particles to a desired location. For that purpose the preferred choice, but not limited to, is an alkali metal borate, borax, boric acid, and any boron based compound like **Ulexite** to cross-link a gelling agent like, glycerol, glycol, guar gum, etc. used in fracking formulations.

Ulexite is generally preferred as a cross-linking agent because of its cost consideration. However, one single most tangible benefit of using Ulexite vis-a-vis other borates is to have delayed crosslinking process that is tremendously beneficial to decrease the friction pressure while pumping the fracturing fluids down into the reservoir.

-Dr. Arun K. Chattopadhyay

Arun Chattopadhyay, Ph.D., the Technical Director for Etimine USA, is a recognized authority on borate chemistry.

### QPLS Commitment

**Best:**

- Quality of Product
- Price Available
- Logistics to Deliver Goods
- Service to the Customer

In the Latin America and Caribbean region (LACA), we are committed to provide the best quality of product, the best customer service, the best price, and the best Logistics in the industry.

We have launched the **QPLS Commitment** – lets us know if you would like more information about our program.

### OUR PRODUCTS

- Boric Acid
- Boron Oxide
- Etibor 48
- ETIGRAN
- Etibor 68
- Etidot 67
- Ulexite
- Borax Decahydrate
- Colemanite



Ricardo Asuaje, one of our preferred distributors in LACA, and Hector de la Cerda

### A MESSAGE FROM THE PRODUCTION MANAGER

(Cont. from pg. 1)

As the Production Manager, it is my responsibility to insure product is available in a timely manner to serve our customers’ needs, whether it be packaging, producing ETIGRAN, or making sure material is at the warehouse ready to ship. On the Technical side, our department provides our customers updated Certificate of Analyses (COA), Technical Data Sheets (TDS), and Safety Data Sheets (SDS). I am very proud to work for Etimine USA and I am ready to assist as needed. Gracias!

-Troy Gaona

