

Fuels and Lube Comparative Performance Analyses

Solomon's *Fuels and Lube Refinery Performance Analyses (Fuels and Lube Studies)* tell you how your facility compares to your competition across a wide range of key performance indicators. By measuring your asset's performance against the industry's best performers, we provide you visibility to improvement opportunities. With the drill-down feature and flexibility of the methodology, you can realize your assets' true potential. Today, more than 80% of the world's refining capacity relies on our biennial refining study to improve their performance.

Solomon has been benchmarking capital intensive assets using its Comparative Performance Analysis™ (CPA™) study methodology since 1983.

Benefits

Study participation provides opportunities to:

- Determine your competitive position using standard Solomon industry peer groups.
- Develop customized peer groups to assess specific performance needs.
- Formulate expense/margin optimization plans to eliminate shortfalls.
- Establish performance targets and measure progress using Solomon indicators.
- Assess future performance impact of planned capital improvements/modifications.
- Demonstrate performance/capability to financial institutions and security analysts.

Key Features

Our normalization methodology allows us to characterize a facility's processing complexity so we can compare the performance of all participating facilities on an equal basis. The following study features ensure data accuracy and deliver increased value:

- Absolute client confidentiality
- Common nomenclature and data validation by Solomon's industry experts
- Performance comparison at unit and major equipment component levels
- Overall participant and geographic averages and comparisons
- Market-based analysis of operations with refinery size and process type averages
- Gap analysis based on real data and identification with performance averages

Consistent data collection, built-in data checks, and rigorous validation are all key components to the success of our studies.



Methodology

The *Fuels and Lube Studies* are based on an extensive amount of information. To date, more than 8,000 data points are collected across every major facet of an operation:

- Energy
- Maintenance
- Turnaround Performance
- Reliability
- Personnel Productivity
- Operating Expense
- Capacity Growth and Utilization
- Product Yields
- Net Cash Margin
- Return on Investment
- Capital Spending

Dividing this data into the categories that have the greatest impact on operational and financial performance allows us to help you better manage resources, enhance your competitiveness, and improve your financial position. Additionally, by applying an equivalency factor that reflects each facility's unique scale, complexity, configuration, and location, we are able to develop peer groups that allow direct comparisons in terms of complexity and scale to see how participants rank competitively.

Study Deliverables

At the completion of the study, your dedicated Solomon team will conduct a detailed review of your study results at your facility, noting opportunities for improvement and covering any questions you may have about the output. Additionally, we provide you with a confidential, bound report as well as all of your data in a set of electronic data files containing the results of the study and your specific results, facility rankings, and calculation details for primary indicators. All of the *Fuels and Lube Studies* results are designed to help you maximize the performance potential of your assets.

Contact

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