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Subject: Welcome to Cancarb eNews

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Cancarb eNews

Welcome to the first edition of **Cancarb eNews**. At Cancarb, we want to keep you informed about the improvements we make and the work we do to continuously deliver quality products to the global marketplace.

Issue Number 1
September 1, 2017



Ongoing Shale Gas Finds Ensure Thermax® Stability

Cancarb's Thermax® medium thermal carbon black is manufactured in Medicine Hat, Alberta, Canada using commercial grade, pipeline quality natural gas. Historically this gas was accessed using traditional drilling methods. Next generation gas drilling techniques continue to evolve allowing the market access to previously unavailable large shale gas reserves.

In fact, North America discoveries of natural gas in shale deposits continues unabated. Approximately 28 trillion cubic feet (Tcf) of natural gas was produced in 2015 alone, mainly with the access to gas located in the Appalachian Mountains' Marcellus and Utica shale reserves. This boom is expected to continue with gas production forecasted to reach 40Tcf by 2040. Needless to say, there are plentiful reserves in North America with enough gas to meet demand for the long term.

In addition, North American gas supply is unaffected by global geopolitical events. The same stability is not present in the global crude oil market, the source of feedstocks for furnace carbon black and many other chemicals. As a result, the prices of furnace carbon black and crude oil derived polymer/plastics are expected to be much more upwardly volatile due to the political uncertainties in the global crude oil market.

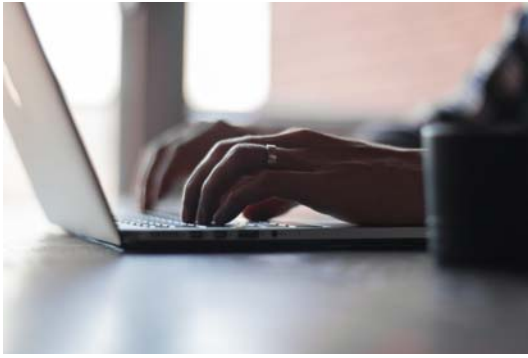
What does this mean for our Thermax® customers?

The current balance between supply and demand for natural gas markets will continue to keep Thermax® prices much more stable in comparison to products based on oil derivative feedstock. In addition, these developments in gas availability assure a long-term supply of our Thermax® products. This stability creates opportunity for our customers to develop high quality technical rubber products using premium quality Thermax® thermal carbon black.

To complete the package, our industry best customer service team takes great pride in delivering each bag and pallet of our premium quality Thermax® grades to every corner of the globe backed by a network of highly qualified and dedicated local distributors.

Contact us to discuss how we can work together to help you create engineered products using Thermax® thermal carbon black!

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Enterprise Resource Planning

Over the last year, Cancarb has been working to upgrade our ERP system. This has been an extensive change that has involved the entire team here at Cancarb and many hours and weekends were put in to make this change happen (especially for the Project Team who have put in countless hours to ensure continuity and all changes are complete). As with all ERP updates, there are new changes that come with the new system and we are quickly learning and adapting to the positive benefits that the system has brought. As of June 1, 2017 our new system went live. The new system will allow for better management of all interfaces of the company and increased tracking of all areas in our company.



The 12th Annual Epcon Conference

On May 2, 2017 Brad Thompson (Manager, North America Specialty Applications) and Peter Donnelly (Director, Quality and Development) attended the 12th Annual Auto Epcon Conference in Troy Michigan. The main purpose was to introduce **Thermax[®]** N990 as a valuable filler for automotive engineering plastics. Joining Cancarb Ltd. was Dr. Mihaela Mihai of the National Research Council of Canada (NRC) who presented a paper titled "Thermal Black Filled Thermoplastics for Automotive Applications". This work, commissioned by Cancarb with the NRC was our first exploration into the benefits of Thermal Carbon Black in high tech thermoset plastics for the automotive industry and was well received by those in attendance, which included automotive engineers from the major producers along with representatives from compounding companies and the plastics producers as

well. Thermoplastics are an exciting new area of application for Cancarb's **Thermax® N990**.

Second from the left Dr. Mihaela Mihai, Third from the left Peter Donnelly and 4th from the left Brad Thompson.



On June 22, 2017, Cancarb employees participated in **Community Day of Caring** by collecting and removing waste from one of the local historical sights and parks. 32 employees from Cancarb came together at the iconic Medicine Hat Teepee to help make the city cleaner.



Cancarb Distributor Conference 2017

During the week of July 24-28, Cancarb hosted our Global Distributor Conference, in which we were joined by attendees from USA, Germany, United Kingdom, Mexico, Argentina, South Korea, Thailand and Vietnam. The week was a success as our attendees were able to partake in technical presentations, hands on experience in our laboratory, plant and warehouse tours and enjoy some Western Canadian Hospitality.



100% Perfect Days

Protecting people and the environment is a critical aspect of everything we do and every decision we make at Cancarb.

Our company policy "Strive for 100% Perfect Days" supports our efforts to ensure that everyday safety and the environment are at the forefront of our activities.

A perfect day is one in which we have no incidents which have an adverse impact on the health and safety of our employees, community, or the environment. As we strive for 100% perfect days we rely on the cornerstones of our policy: satisfying customers, obeying all relevant regulations and laws, providing a safe workplace, preventing pollution, and continual improvement, to

guide us. Through our compliance to the Alberta Enform/COR standard for health and safety, and certification to [ISO14001:2004](#) standard for the environment, and our investments in emission reduction and efficiency improvement at our manufacturing site, we are committed to health, safety, and the environment.



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