

## Downstream Oil & Gas: Powering Progress and Efficiency

Downstream oil and gas forms the bridge between production and consumption, encompassing refining, distribution, and marketing activities. As the largest sector in the energy industry, downstream oil and gas plays a crucial role in transforming crude oil into a diverse range of high-quality products that power our modern world.

### Downstream Activities



#### OIL REFINING

Oil refining converts crude oil to other items via a number of different processes using heat and pressure.



#### SUPPLY AND TRADING

Moves crude oil from where it is produced to where it is processed. Transports refined products from refineries to retailers.



#### PRODUCT MARKETING

Develop and implement strategies to maximize ROA while forecasting future sales quantities, enabling distribution departments to adjust operations.



#### WHOLESALE AND RETAIL SALES

Wholesale involves long-term relationships with a few customers to sell bulk quantities of product. Retail sales are organized around classes of trade, i.e. company owned stations, company owned dealer operated stations, dealer owned, and dealer operated stations.

### Common Hazards & Our Solutions



#### Chemical

AlphaTec®  
58-535B



AlphaTec®  
4000 CFR  
STITCHED  
& TAPED -  
MODEL 111



#### Impact

RINGERS®  
R169



RINGERS®  
R065



#### Abrasion

RINGERS®  
R068



#### Cut

HyFlex®  
11-561



RINGERS®  
R665



#### Electrical

ActivArm®  
ELECTRICAL  
PROTECTION  
CLASS 1 -  
RIG114B



ActivArm®  
96-003



#### Thermal

ActivArm®  
43-217



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