

Diesel Exhaust Fluid (DEF)

Frequently Asked Questions

What is DEF?

Diesel Exhaust Fluid (DEF) is one of the key elements involved in the SCR process. It is a nontoxic solution of 67.5% water and 32.5% automotive grade urea. DEF helps to convert NO_x into nitrogen gas and water vapor. It is stable, colorless, odorless, and meets accepted international standards for purity and composition.

What is urea?

Urea is a compound of nitrogen that turns to ammonia when heated. It is used in a variety of industries, including as a fertilizer in agriculture. Urea is naturally occurring, but is also commonly made from natural gas.

Why not use a 100% urea solution?

DEF provides the highest degree of practical NO_x reduction in real life automotive conditions. Using DEF at a 32.5% solution in water is cost-effective. Also, it allows the engine to perform at the highest levels of efficiency and at the widest range of climatic temperatures – anything above 12 degrees Fahrenheit.

How is DEF quality defined and guaranteed?

DEF is defined by AUS-32 specifications and the specifications meet or exceed the DIN 70070 August 2005 quality standard, the DIN V 70071 June 2005 analytical standard and the ISO 22141-1 2006 standard. The American Petroleum Institute has developed a quality certification program that ensures North American supplies of DEF will meet these standards at the pump and across the nationwide supply chain, including standards of product manufacturing, handling, quality assurance, safety and environmental protection.

What is the chemical process of producing urea and what is the energy balance of this process?

The production of urea involves the raw materials of ammonia and carbon dioxide. Two principle reactions take place in the formation of urea. The first is an exothermic (heat releasing) reaction in which ammonia + carbon dioxide creates ammonium carbamate. The second reaction is an endothermic (absorbing energy within heat) reaction in which ammonium carbamate is converted into water + urea.

How does DEF work within an SCR system?

The goal of an SCR system is to reduce levels of NO_x (oxides of nitrogen emitted from engines) that are harmful to our health and the environment. SCR is an aftertreatment technology that treats exhaust gas downstream of the engine. Small quantities of DEF (automotive grade urea solution) are injected into the exhaust stream and when mixed with the NO_x changes into harmless nitrogen and water.

What other industries use urea?

Urea solutions have a wide range of industrial and agricultural uses. More than 90% of world urea production is destined for use in agriculture as a fertilizer. Other industry uses included:

- Nutrient source in plants.
- Nutrient for effluent wastewater treatment.
- Nutrient for fermentation processes.
- Reducing agent in SCR and SNCR processes.
- Chemical intermediate for the manufacture of derivatives of ammonia, pharmaceuticals, and catalysts.

With a freezing level at 12 degrees Fahrenheit, should drivers in very cold temperatures be concerned? Is there anything you could add to the DEF to keep it from freezing?

While freezing may be one of the biggest concerns with SCR, we have seen no issues with it based on our winter reliability and growth testing in Canada, nor has this been an issue among Northern European fleets in areas like Norway. We know DEF thaws quickly without changing its efficacy, and the EPA sees no problem in allowing for the short time it takes to warm up using the heat of the engine when you start the truck.

What is the DEF shelf life and storage?

When stored between 10 and 90 degrees Fahrenheit, DEF shelf life will be greater than one year. Big bulk dispensers (1,000 gallon) have climate control systems. However, Intermediate Bulk Container's (IBC) do not have climate control systems. Therefore, in cold temperature regions it is recommended to store DEF-IBC's in a storage unit. In warm temperature regions it is recommended to store DEF-IBC's in a shaded area to avoid potential water evaporation. Information about handling and storing DEF can be found at: http://tet.terrainindustries.com/pdfs/urea_tech_manual_2006.pdf

Is DEF toxic compared to other automotive fluids?

No. By comparison, other automotive fluids such as diesel fuel, brake fluid, coolant fluid, engine, transmission, and axle lube are more toxic. The Environmental Protection Agency classifies DEF as "non-hazardous." Urea is naturally occurring and is biodegradable.

DEF is corrosive to aluminum. What will storage tanks be made of?

As DEF is corrosive to certain sensitive metals, DEF vehicle tanks, storage tanks, dispensing equipment, etc. will be made of an appropriate, heavy-duty and tamper-free form of durable plastic.

Does the trucking industry compete with other industries in purchasing urea?

If all trucks on the road today would be converted to SCR, they would account for only 10% of the urea consumption world wide. More than 90% of today's urea is used in agricultural applications. Also, when DEF is used for automotive and commercial vehicle use it differs from other urea solutions in purity, liquidity and concentration; therefore, it is not in direct competition with urea solutions as used in other industries.

Where and in what volumes can I buy DEF?

Today you can go and purchase DEF from bulk producers, blenders and distributors like Excelda, Cummins, Colonial Chemical, Yara, CDI Chemical Distributors and Brenntag. By the end of 2009, you will also find DEF at SCR car and light truck dealerships. DEF is currently available in a variety of different volumes, including:

- 10 liter emergency jug
- 55 gallon container
- 275 gallon Intermediate Bulk Container (IBC)
- 330 gallon plastic totes

In January 1, 2010, the goal is to have DEF available in bulk at all truck stops. By then, DEF will be available in 1,000 gallon bulk filling stations using new and existing dispensing technologies.

Who are the DEF producers and distributors and where are they headquartered?

(NOTE: Manufacturers are primary producer of Diesel Exhaust Fluids (DEF) – selling chemical in bulk to a distributor. Normally not involved with direct selling to customer, they sell truck or train loads to distributors.)

Manufacturers

Company:

Agrium Inc.

13131 Lake Fraser Drive SE
Calgary, AB T2J 7E8

www.agrium.com

Contact:

Gerry Kroon

Manager N.A. Industrial Urea

Phone: 403-225-7597

Cell: 403-471-6473

gkroon@agrium.com

CF Industries

4 Parkway North, Suite 400
Deerfield, IL 60015-2590

www.cfindustries.com

Richard Sompel

Director of Business Development

Phone: 847-405-2456

Cell: 847-804-1489

rsompel@cfindustries.com

Dyno Nobel

2650 Decker Lake Blvd.
Salt Lake City, UT 84119

www.dynonobel.com

Phone: 1-800-732-7534

Koch Nitrogen, LLC

4111 E 27th St N
Wichita, KS 67201

Brent Novak

Director, Industrial Marketing

Office: 316-828-7560

Fax: 316-828-8878

novakb@kochind.com

Potash Corp. – PCS Nitrogen

La Hwy 30 & 3115
Geismar, LA 70734

www.potashcorp.com

Sam Robinson

Manager of National Accounts

Phone: 847-849-4368

swrobinson@potashcorp.com

Manufacturers, continued

Company:

Terra Environmental Technologies

P.O. Box 1900
161 Bickford Line
Courtright, ON N0N 1H0

www.terrainindustries.com

Contact:

John Lounsbury

Business Development
Phone: 519-867-2739 ext. 1205
Cell: 519-200-9983

jmlounsbury@sympatico.ca

Yara North America, Inc.

100 North Tampa Street
Suite 3200
Tampa, FL 33602

www.yara.us/en/

Rolf E. Isberg

Vice President
Phone: 813-222-5704
Cell: 813 766 5873

rolf.e.isberg@yara.com

Distributors: (Note: Distributors purchase bulk quantities from Manufacturers and distributes to customer in desired quantities. They are the normal customer point of contact for quantities smaller than 5,000 gallons, and also handle inexpensive dispensing units (internal use – not legal for trade) for depot fills (intermediate bulk containers – 275 gallons IBC – pumping systems).)

Distributors

Company:

Air Blue Fluids

471 West Lambert Rd.
Suite 100
Brea, CA 92821

Contact:

Alexander K. La Bire

Phone: 714-321-3106
akl@airbluefluids.com

Brenntag North America

11750 Fruehauf Drive
Charlotte, NC 28273

www.brenntag.com/en/

Alan Smith

Business Development/DEF
Phone: 704-588-1820
Cell: 248-760-7912
asmith@brenntag.com

CDI - Cervantes-Delgado, Inc

471 W. Lambert Road, Suite 100
Brea, CA 92821

www.cervantes-delgado.com

Luis Cervantes

Phone: 714-990-3940
idc@cervantes-delgado.com

Colonial Chemical Company

78 Carranza Road
Tabernacle, NJ 08088

www.colonial-chemical.com

Jim Spooner

Vice President & General Manager
Phone: 609-268-1200 ext. 107
Cell: 609-502-5260
jspooneer@colonial-chemical.com

Cummins Filtration

2931 Elm Hill Pike
Nashville, TN 37214

www.cumminsfiltration.com

K C Hall

Director – DEF Business Development
Phone: 812-377-3456
k.c.hall@cummins.com

Distributors, continued

Company:

Excelda
12785 Emerson Drive
Brighton, MI 48116
www.excelda.com

Contact:

Brian Carter
Vice President of Sales
Phone: 248-587-1193
bcarter@excelda.com

Dispensing Manufacturers: (Note: Dispensing manufacturers supply legal for trade dispensing equipment. They deal with quantities of 1,000 – 2,000 gallons and normally above ground systems. Systems available for home depots and truck stop islands.)

Dispensing Manufacturers

Company:

Benecor
P.O. Box 411
Fenton, MI 48430
www.benecor.net

Contact:

Brendan Foster
President
Phone: 248-379-4014
brendan@benecor.net

Balcrank Products - True Blue DEF Systems
Backed by National Service Distributor Network
115 Reems Creek Road
Weaverville NC 28787
www.balcrank.com

Don Smith
Director of Sales
Phone: 404-307-5423
dsmith@balcrank.com

Colder Products DrumQuik Pro
1001 Westgate Drive
St. Paul, MN 55114
www.colder.com

Tom Braun
Business Manager Chemical Packaging
Phone: 651-603-2512
tom.braun@colder.com

EZ Fuel – Blue1USA
3883 Rogers Bridge Rd. #205A
Duluth, GA 30097
www.ezfuel.com

Dave Polak
Phone: 770-232-9090
Cell: 770-356-5895
dpolak@ezfuel.com

Larson (Dresser Wayne)
10100 Dixie Highway
Clarkston, MI 48348
www.larsonco.com

Charles A. Burns
Vice President
Phone: 248-620-0070 ext. 112
cburns@larsonco.com

R. W. Mercer (Gilbarco)
2322 Brooklyn Rd.
Jackson, MI 49203

Kirk Mercer
President
Phone: 517-787-2960

Where can I buy DEF filling equipment and how much does that cost?

You can purchase a DEF filling equipment through the two current equipment manufacturers, Dresser Wayne and Gilbarco, and Benecor. Dispensers for selling DEF at retail need three certifications: UL certified, weights/measures approved, and point of sale compliant. Filling station equipment that meets these requirements, such as a truck stop, will cost approximately \$33,000. Filling station equipment that is not point of sale compliant, such as dealership supply, will cost substantially less than \$33,000.

Do DEF producers or distributors lease or sell the dispensing containers and systems?

DEF producers and chemical distributors often team up with dispenser manufacturers to provide information and offer recommendations and programs on dispensing units. This approach makes implementation easier. Ask for details from your choice of provider.

What are the major truck stop chains in North America?

1. Pilot: 358 locations
2. Travel Centers of America (incl. Petro): 238 locations
3. Flying J: 192 locations of which 64 in Canada
4. Love's: 219 locations