

## Carbon Black Feedstock Oil Valuation

### Overview

A client with a process creating a waste tar oil stream required a valuation of their oil for use as a carbon black feedstock.

### Objectives

Provide a methodology allowing client to place a market value on their candidate feedstock oil.

### Actions

- An overview of carbon black industry feedstocks was provided.
- Key properties of the candidate feedstock were compared versus traditional feedstocks.
- Summary information of typical feedstock oil prices was provided.
- Performance characteristics of client feedstock was modelled for yield, production rate and off-gas value. (Model utilises key feed stock properties and proprietary process modelling based on real carbon black plant data).
- The performance characteristics of the candidate oil were combined with current market value to provide a value estimate for the candidate feedstock.

### Outcome

MRT delivered the report by the agreed deadline.

The client was able to price the candidate oil at an appropriate level, and was able to negotiate from a more knowledgeable position based on the information provided.