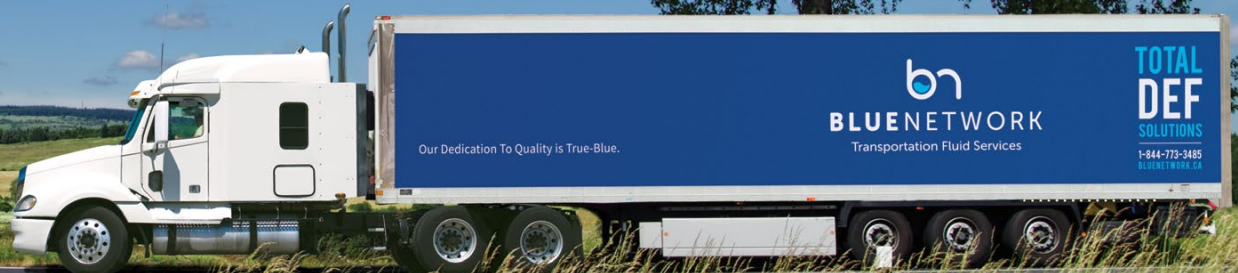


# THE SMARTER CHOICE



**BLUENETWORK**  
Transportation Fluid Services



# BLUE IS THE NEW GREEN

## UNSURPASSED NATIONWIDE CAPACITY

Blue Network members enjoy unmatched nationwide reach. With over 20 bulk DEF terminals strategically located across the country, Blue Network keeps more than 50% of Canada's SCR equipped trucks moving cleaner, coast-to-coast, every day, every season. It's our tremendous scale and coverage that maintains Canada's top fleets.

## PURE QUALITY FLUIDS

Quality assurance begins with certification by The American Petroleum Institute, a program that monitors the quality characteristics of DEF across motor vehicles, marine, rail, stationary and other applications with SCR diesel engines. We then add stringent Quality Assurance Protocols (QAPs) that meet or exceed ISO 22241, the global standard for manufacturing, handling, storage, transportation and delivery of DEF. Quality protocols are established at all terminals, with ongoing inspections to validate compliance across the whole Blue Network.

CERTIFIED BY  
*energy* **API**





# Running cleaner is easier with Blue Network.

Blue Network is your total DEF solution. We're experts in Diesel Exhaust Fluid (DEF)—a pure, aqueous solution, utilized in today's diesel Selective Catalytic Reduction (SCR) engines to reduce noxious nitrogen oxide (NOx) emissions. DEF is sprayed into the exhaust stream by an advanced injection system and then converted into ammonia on a catalyst. The ammonia breaks down dangerous NOx emissions produced by diesel engines into harmless nitrogen and water. It's how today's fleets run greener.

## THE SMARTER CHOICE

Automatic DEF delivery is just the beginning. Our service includes system design, installation, maintenance and financing—performed by a nationwide network of partnerships with key installers and contractors. Blue Network provides a one-stop resource for sales, distribution and delivery of DEF liquids, equipment and support. We provide an intelligent, safe and consistent supply service that results in true peace of mind.

**BLUENETWORK**



# BLUE BENEFITS

## Coverage and quality are just the beginning.

With high-quality infrastructure and a nationwide partner organization, Blue Network provides a total solution for DEF liquid, delivery, and equipment. By eliminating the middleman, our direct partnerships with key providers and contractors results in great service without added expense. Being Blue entitles you to best-in-class service, supported by industry-leading expertise, across our coast-to-coast network.





Having the coverage, capacity and quality doesn't mean anything if we don't deliver benefits to you. Blue Network offers services including automatic "no hassle" deliveries, tank monitoring service, in-yard DEF equipment design, installation and financing options. All equipment warranties are supported by Blue Network, so there's never need to call multiple OEMs when equipment goes down. Just contact us—most components can be shipped to your door within 24 hrs. We have one number for questions on deliveries, quality and equipment. **We're here to make things easier.**



### SINGLE POINT SUPPORT

We act as your single point of contact for your total DEF solution. Our trained dispatch team makes it easy to handle support, service or repair requests with a single call. Information about your deliveries, tanks, pumps, hoses, connectors and more are maintained in a central database making it simple get support faster.



### NO HASSLE DELIVERY

Automatic refill scheduling makes it easy to keep tanks wet with high-quality DEF. Tank monitoring service and ongoing consumption analysis provide insights into optimal delivery, maximizing your available supply to meet actual demands.



### INTELLIGENT TANK DESIGN

With multiple options for fixed or portable configurations, we develop recommended designs for DEF tanks, pumps, hoses, dispensing and monitoring systems. Our expertise includes both indoor, outdoor, and in-ground solutions that improve fleet operations. Smart upgrade options grow with you, keeping an eye on your future needs today.



### TOTAL VALUE FOCUS

We're industry experts in total DEF solutions. Keeping your operating costs on budget while assuring your trucks stay on the road is our total focus. With comprehensive warranty support, 3-5 year financing terms, and multiple price-per-liter options, we combine total value with true convenience.



# BLUE QUALITY

## Direct from the source.

Our DEF starts with automotive grade urea, sourced as a pure urea liquor. We precision blend high-purity water to achieve standardized concentrations. We **never** use evaporated solid “urea prill” where ammonia, formaldehyde and other contaminants can be introduced that might damage SCR equipment. Blue Network delivers purity from the source, direct to your facility.



OE quality specifications require special care in handling, delivery and storage of DEF to maintain its potency and prevent contamination. It's an added complication that requires knowledgeable, trained personnel. Blue Network provides comprehensive DEF fluid distribution, storage, dispensing and monitoring services, making it easy to have the highest quality DEF on-site at competitive costs.





## MANUFACTURING

Blue Network DEF fluids are manufactured across seven production facilities in Canada, with vertically integrated blending, packaging, filling and distribution capabilities. Our DEF products are made locally with a continuously fresh supply of fluid, providing maximum potency and shelf life.



## HANDLING

DEF is a sensitive fluid with stringent tolerances related to today's complex emissions control systems. SCR systems can fail when exposed to poor quality or contaminated DEF, resulting in thousands of dollars of damage in a single Class 8 vehicle. Multiply this damage across your entire fleet, \$10K in repairs times 100 units = \$1M, putting both your fleet and finances at risk. Strict handling procedures are enforced throughout our supply chain to maintain purity.



## DELIVERY

Blue Network DEF is delivered in temperature controlled stainless steel tankers, using only Measures Canada approved equipment. Specialized, sealed-air dispensing equipment transfers the pure fluid to your onsite tanks. With DEF delivered right, it's easier to keep tanks full with the best quality fluid available.



## STORAGE

DEF is only compatible with stainless steel and certain specific plastics. Blue Network DEF solution is stored and handled in accordance to API (American Petroleum Institute) and ISO 22241 requirements. Stringent handling protocols and record keeping ensure accurate product traceability.



## TESTING

Blue Network DEF is fully tested at our ASTM capable, ISO 17025 accredited lab and is certified by API. This in-house testing and analysis allows us to maintain rigorous adherence to ISO 22241, the international standard in DEF quality. This unique Canadian testing facility is available to our customers when needed for OEM claim support. As an added measure of assurance, we test throughout the supply chain, at every fluid transfer and at every tanker load. That's our commitment to quality.



## PURITY

The ISO 22241 standard specifies quality characteristics of NOx reduction agent AUS 32 (Aqueous Urea Solution). ISO 22241 certification offers rock-solid assurance that our DEF solutions consistently meet stringent OE requirements and comply with international quality standards. Blue Network maintains total control, end-to-end, to ensure only quality, multi-stage filtered DEF is filled into every tank.

# SMARTER DISPENSING SOLUTIONS

1

PICK YOUR FLUID.

## FLUID

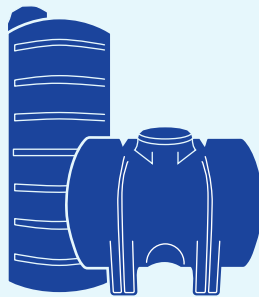


Stringent, standardized QAP insures a consistent water and urea based DEF solution that's non-toxic, stable and colourless. When utilized in Selective Catalytic Reduction (SCR) technology, it meets or exceeds EPA emissions standards for diesel engines.

2

PICK YOUR EQUIPMENT.

## TANKS



From portable indoor tanks to outdoor fixed installations, every tank solution is tailored to meet your needs. Whether you need to track your own consumption, the consumption of brokers in your yard or keep track of retail sales volumes, we have the solution. We even provide large underground storage tanks and tank farm installations.

## PUMPS



Ranging from small, hand-operated drum pumps to large volume ones, our pumping options range in capacity from 10GPM to 300GPM. Pump powering options include hand-operated, electric, air-operated and hydraulic.





# Blue Network reaches far beyond fluid.

We deliver comprehensive fluid infrastructure systems. From large systems to simple setup, we have a total DEF solution for tanks, pumps, accessories, monitoring, delivery and support.

**Blue Network also provides multiple options for financing, putting the best infrastructure within easy reach for facilities of all sizes.**

3

## OPTIONAL ADD ONS.

### ACCESSORIES



Full and self service dispensing equipment is carefully selected for durability and fluid compatibility. Hoses, reels, connectors, fittings, nozzles, meters are rugged enough to meet the real-world demands of fleet servicing.

### MONITORING



Digital monitoring sensors provide additional advantages. Remote monitoring technology allows for data collection to enable analytics based on consumption, tank levels and dispensing rates—resulting in opportunities to improve your operations.

### FINANCING



Options for equipment supply, financing, loan, Blue Network provides a range of alternatives to achieve a total DEF solution. As Canada's leading supplier, we have the financial capacity to provide level-cost scenarios that meet your budget demands.

# SMARTER FINANCING

## Blue Network smooths your cash flow.

Our range of comprehensive solutions are within reach through multiple, customer-friendly options designed to make it easy to get the right total solution that meet your current and future demands. **Easy as 1, 2 or 3. You choose.**

1

### SUPPLY

#### HOW IT WORKS:

Customer owned equipment

Automatic no-worry DEF delivery

Fluid quality guaranty to delivery into customer tanks

Lowest price/liter

#### PRICE BREAKDOWN:

DEF Cost  
+ Freight Cost

2

### FINANCE

#### HOW IT WORKS:

Equipment purchase financed by Blue Network

Automatic no-worry DEF delivery

Fluid quality guaranty to the tip of the dispensing nozzle

Equipment warranty per OEM (provided by Blue Network)

Nationwide technical support

Equipment is fully owned by customer at end of term

#### PRICE BREAKDOWN:

DEF Cost  
+ Freight Cost  
+ Financing

3

### LOAN

#### HOW IT WORKS:

Equipment rented to customer by Blue Network

Automatic no-worry DEF delivery

Fluid quality guaranty to the tip of the dispensing nozzle

Equipment warranty for lifetime of agreement (provided by Blue Network)

Nationwide technical support

#### PRICE BREAKDOWN:

DEF Cost  
+ Freight Cost  
+ Rental Fee







# WISE PLANNING

## Blue Network is your key to achieving maximum value.

Our design and planning experts have extensive experience in DEF fluid storage and management systems. Balancing a number of critical considerations, we're able to implement cost-effective solutions by reducing trip fees.

**Each service plan is unique, based on your historical performance metrics:**

1

### TANK SIZE

Blue Network's tank sizes range from small 500 USG, movable indoor tanks, to large 15,000 USG outdoor heated tanks for Cardlock integration. Determining the right tank size for your operation is a key element of service planning.

2

### FLEET MIX

Size of fleet in relation to service planning means taking into account not only the number of current SCR equipped vehicles in your fleet that require DEF, but also the projected purchase of new SCR equipped vehicles during terms of service.

3

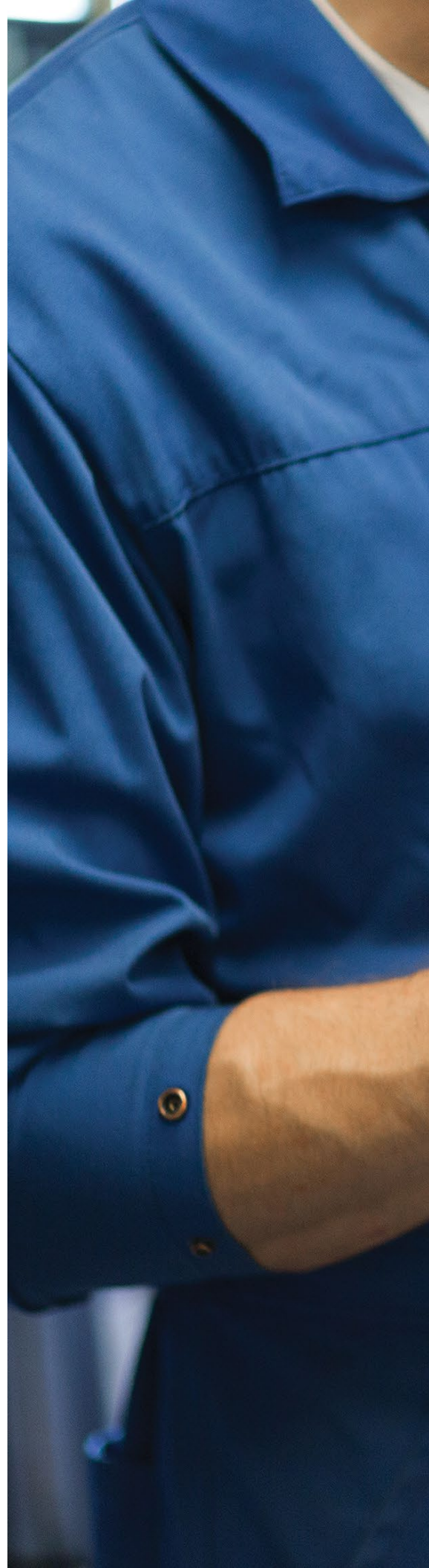
### RANGE

Range is the most accurate indicator of consumption, based on both mileage and hours of equipment operation. By analyzing current and projected range, total system demand capacity can be optimized.

4

### EQUIPMENT

Service planning variables in relation to equipment include: indoors or outdoors locations, equipment capacity, consumption, and inventory monitoring. Additional considerations for site access include security, hours of operation and maintenance cycles.





A person wearing a blue button-down shirt over a white t-shirt is holding a dark pen in their right hand and a blue clipboard with a white sheet of paper in their left hand. The background is a blurred indoor setting.

## YOUR PLAN FOR MAXIMUM EFFICIENCY

Whenever possible Blue Network recommends indoor installations, ample space dedicated to match consumption levels, and accurate forecasting of demand during the term of your service. In maximizing efficiency, it's smart to maintain a buffer in the footprint designated for initial installation, allowing for adjustments as growth exceeds current levels of demand.

# POPULAR EQUIPMENT CONFIGURATIONS

Blue Network equipment options are available with extensive customization. Our service planners provide customized solutions to meet specific customer demands. **Call today for a free evaluation.**

1	VERTICAL	<ul style="list-style-type: none"><li>• 4,000 liter capacity</li><li>• 2" fill line</li><li>• Emco wheaton 4-prong dry break adaptor</li><li>• Internal downtube with foot valve</li><li>• 1" shut off ball valve</li><li>• ¾" hose barb</li><li>• 325 PIUSI or Hornet W85 DEF pump</li><li>• Auto shut-off DEF Nozzle with 20' EPDM hose</li></ul>
2	PORTABLE	<ul style="list-style-type: none"><li>• 200 or 400 liter options</li><li>• 12V DEF pump</li><li>• 20' ¾ EPDM DEF hose with auto shut off</li></ul>
3	OUTDOOR	<ul style="list-style-type: none"><li>• 7,500 liter heated tank</li><li>• 2" top load filter line</li><li>• Stainless steel cabinet 4'x3' with W85 DEF Pump</li><li>• 20' EPDM ¾" DEF hose</li><li>• Inline turbine meter</li><li>• Auto shut-off DEF Nozzle</li><li>• 750W heater</li><li>• Level monitor</li><li>• Bottom feed line with 1" bung and 1" shut-off valve</li></ul>
4	CARD-KEY	<ul style="list-style-type: none"><li>• 12,000-liter heated outdoor tank</li><li>• 2" top load fill line</li><li>• Stainless steel cabinet 4'x3'</li><li>• ½ hp SS submersible DEF pump</li><li>• Downtube with foot valve and 1" shut off ball valve</li><li>• Inline turbine pulse meter for Cardlock integration</li><li>• Tank level monitor with heat wrapping for cold climates</li><li>• Dispenser RDR, GasBoy, Wayne for W&amp;M commercial installations</li><li>• Computrol, PetroVend, Veeder Root or other</li></ul>
5	TOTE	<ul style="list-style-type: none"><li>• Smallest portable bulk storage option</li><li>• Minimal upfront cost</li><li>• 1,041 liter or 1,250 liter options</li><li>• Can be connected together to increase capacity</li><li>• Interchangeable parts for ease of maintenance</li></ul>







**BLUENETWORK**

Transportation Fluid Services

**1 (888) 732-6668**

**[WWW.BLUENETWORK.CA](http://WWW.BLUENETWORK.CA)**