

We shape the future of the inspection industry



TM

Saybolt

A CORE LABORATORIES COMPANY





What we offer

- Inspection and testing
- Bunker and marine fuel management
- Crude oil services
- Petroleum services
- Chemical services
- Renewable fuel services
- Analytical services
- Training

A century of efficiency

For more than 100 years, Saybolt has been synonymous with accurate and efficient inspection of everything from refinery terminals to shipside operations.

As a completely independent public company – known globally as an industry innovator – Saybolt Denmark provides objective evidence, enabling you to make good and sound decisions and ultimately improving your business.

Saybolt Denmark offers personal service, competent supervision, and high-quality data. Our experienced staff takes pride in understanding your expectations and

needs, and we provide our services all day, every day.

We contribute value through delivering accurate data and timely information to our customers worldwide. We want our performance to pay off in practice for the benefit of our customers.

Here, speed is key, and a key element in all of our operations. We are confident that our profile will bring added value in today's market, and will assist all our clients in achieving their corporate objectives.

We're fast, to the point.



CONNECT with Saybolt

We have spent years investing in and fine-tuning our CONNECT central database. Now, full transparency and real-time operational statuses and lab results are easily available via iPhones, tablets or desktop computers. Learn more about CONNECT on page 6.



Training

A Saybolt employee begins with safety training on day one. All newly hired staff attend general safety training and job specific sessions on e.g. dangerous goods awareness, risks in the laboratory, slip trips and falls, road hazards, IATA regulations for sample dispatch, life-saving rules. Ongoing training and accountability on every level help us to improve and maintain standards well beyond most companies' requirements.

- *Slips, trips and falls constitute the majority of our industry incidents and that is why we launched a campaign with the theme “Look before you step”, aimed at reducing the number of*
- *STF-related incidents.*

A century of safety

We promote the safety of our colleagues and personnel at all locations. We train our people how to spot hazards and risks. We foster a culture of safety stewardship. We monitor hazards, share risk profiles and cooperate with external parties to create the safest possible work environment.

We are only satisfied with zero incidents and have zero tolerance for practices that fail to promote safety in the workplace or on site.

Top-down we maintain a “safety first” attitude and are determined to conduct all operations and our facilities in a way that ensures a safe working environment for all employees. Our program has resulted in a high level of safety awareness for all our staff.

This awareness not only protects them but also brings significant benefit to customers, as our employees all have the right competencies to identify and meet with – or exceed – your safety requirements.



Sail Lite app

With the use of the Sail Lite mobile app, our inspectors are able to immediately and directly report safety observations into CONNECT, centralizing data and offering real-time statistics.

- *Intentions, plans, policies and technological innovations add true value if they become tangible, practical and functional. This mindset is typical for Saybolt. Designing practical tools or procedures for better performance. Innovate to generate advantage, growth or profitability – it's that simple. We invite you to join on our journey.*

Our core values

Reliability

– through strict quality and safety policies, we deliver what we promise

Trustworthiness

– we provide impartial and objective data and findings

Flexibility

– we adapt easily to changing schedules and circumstances

Accessibility

– we are available 24/7 and communicate timely, relevantly and accurately

Inspection services

Saybolt Denmark's experienced surveyors can supervise loading and discharging operations of any kind of oil products, crude oils and chemicals. They can perform tank suitability inspections, bunker surveys, pipeline transfers and all other related inspection jobs.

They are also involved in dry cargoes, agricultural products, pre-shipment inspections, draught surveys, tank calibration etc. In short – tell us your needs, and we will provide you with the highest, most reliable standard of service and reporting.





Laboratory services

Saybolt Denmark's laboratory features highly skilled and experienced personnel, along with the most advanced technology. On a daily basis, numerous types of oil products are analyzed in accordance with international test methods such as ASTM, IP, ISO etc. This is our guarantee that the products meets established quality specifications.

The laboratory can also offer special services, such as verification and solutions of contamination causes, lube oil control, and more. All operations are subject to our quality system, meeting ISO 9000:2015 standard and certified since 1994.

□ ***Throughout Saybolt's diversified activities, we apply the highest standards and principles regarding ethics, quality, health and safety, as well as protection of the environment.*** □

Our operating code

Our formula for turning our goals into reality consists of a set of conduct rules, which together make up our operating code with 10 principles.

1. Delivering value
2. Behaving safely
3. Being efficient
4. Making it work
5. Being proactive
6. Being accessible
7. Motivating
8. Remaining consistent
9. Being impartial
10. Creating momentum





CONNECTing with you

CONNECT is our innovative Saybolt Order Management System. It is a unique platform in the oil surveying and inspection industries. CONNECT is a global data warehouse secured by API technology. The information is freely available and accessible for registered Saybolt clients.

With CONNECT, you have access to all cargo data and supply chain objects. We are able to provide real benefit to your businesses using CONNECT.

□ ***CONNECT is the culmination of years of hard work – and your entry point to the world of Saybolt. The future is connected – together, we will shape it.***

Benefits

- Connecting clients directly to their individual cargo in the supplychain
- Customer care and support functions also connect to the business portfolio
- Input 24/7 from Saybolt managers. Input is directly linked to workflow, field staff, laboratories, and to the workload
- Allows all data to be shared and linked securely
- All our inspection and testing data can be accessed via one system
- Availability of all relevant chain data
- Future: integration between logistics suppliers

Innovative reporting technology

In addition to the available information through CONNECT, two other innovations add value – namely, our LiveQ and Update applications. These apps allow your operators to access live information regarding the progress of analysis and/or the inspection at any time.

What CONNECT means to you

- Full transparency of data
- Improved connectivity
- Simplification and enhanced overview for clients
- Increased speed of information exchange
- Enhanced transparency

- Improved accessibility
- In control of information
- Timely input from Saybolt operators, chemists and inspectors
- Increased efficiency, cost saving, time gain for faster decision-making

SKAWINSPECTION

> Weighing and measuring > Sampling > Tally > Inspection and check > Draft and bunker survey > Other services



We offer inspection services

SKAW INSPECTION, previously Weigher, Measurer & Sampler of Skagen, has been performing a wide range of different inspection services, and today the company has a central location in Skagen Harbour. Our daily place of work is Skagen Harbour and Roadstead, and our inspectors are able to get to Skagen Roadstead on very short notice.

SKAWINSPECTION

THE SWORN WEIGHER, MEASURER & SAMPLER OF SKAGEN



SKAW INSPECTION guarantees:

- Consistent services which closely follow written procedures.
- Documented independence
- Validity in large parts of the world, including all of the EU
- Professional knowledge and experience
- Internal quality control performed by a registered auditor
- Regular control of general procedures and competences by DANAK

SKAW INSPECTION is approved by FOSFA and GAFTA.

SKAW INSPECTION is a member of the Association of Weighers and Measurers in Denmark / Uni-Inspection accredited for inspection in accordance with DS/EN ISO/IEC 17020.

SKAW INSPECTION is the impartial intermediary between buyer and seller.

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FUELING YOUR BUSINESS

IN A PARTNERSHIP WITH UNIOIL SUPPLY YOU WILL GET A PROFESSIONAL AND FLEXIBLE SUPPLIER OF FUEL PRODUCTS.

Unioil Supply offers a reliable, first class service for cargo and bunker supply as well as a high level of expertise in related services such as sourcing, logistics, oil price hedging, financing and credit solutions.

Unioil Supply does not only provide bunkering by truck, ex pipe and barge, but is also an experienced cargo supplier with strong qualifications within customised logistics solutions and a high level of product expertise.

We operate more than 300.000 CUM of physical storage facility placed in Denmark and Faroe Islands.

We cooperate with a wide range of customers and business partners within different segments such as the shipping industry, naval, power plant, heavy industry, retail, fishing and offshore industry.

We care!



FUELING YOUR BUSINESS

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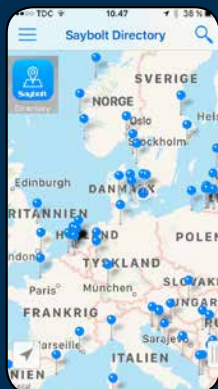
Global presence

We bridge the gap between global presence and local accessibility. Our Saybolt Directory App (for iOS and Android) allows direct insight into all Saybolt locations on-line. All Saybolt contacts are just one click away. Scan the QR code to access the Saybolt Directory App directly.

iOS:



Android:



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Operations Department - the core of our daily activities



CONTACT

A client (local or international) comes to us with a quality and quantity inspection.



SHIPPING

Shipping agencies contacted. Daily updates on individual ship arrival times and coordination with terminals, etc.



CONFIRMATION

Operations department confirms the job, logs it in CONNECT, and delegates it to one of our inspectors, distributed throughout Denmark.



LABORATORY

Associated analyzes take place in our lab. For analysis elsewhere, we contact an affiliate lab typically in Sweden or the Netherlands.



BRIEFING

Client notified of job confirmation. Operations department keeps the client updated on quality and quantity results all throughout the process.



APPROVAL

The lab performs the ordered analyzes of the final quality certificate. Operations department gives final approval and send analyzes of the final quality certificate to the client.



EXECUTION

Task carried out, inspector performs quantitative checks and takes samples for lab analysis if required. Safety assessment of the workplace (terminal, ship, etc.) recorded with other data in CONNECT.



COMPLETION

Operations department receives data from inspector following work completion and produces a report for the client.



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