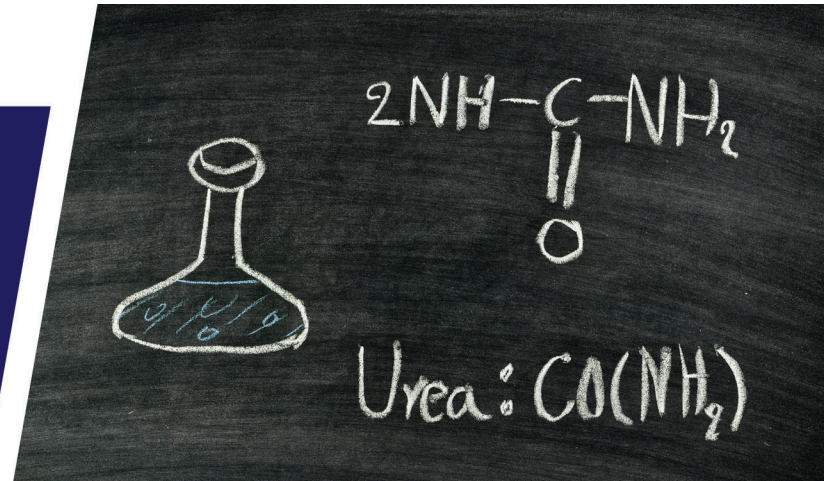


# Risk of DEF Blenders



**Diesel Exhaust Fluid (DEF)** can be produced through a blending process which combines 32.5% high purity urea – a nitrogen base widely used in fertilizer – with 67.5% de-ionized water.

Blending uses high-purity granules (prill) blended with high-purity water. The urea is highly soluble and non-toxic, which makes the blending process so simple. The simplicity to produce DEF is what generates concern in the market since any trace of contamination can lead to a costly fix.

## Blenders can run into the following problems:

- Importing product requires high lead times of about 6 weeks
- If the importing process is backed up, it can cause a supply issue and leave the customer without product
- While the product is being transported, it has the potential to fall out of solution

## Blending Quality

The process to make DEF within specifications is critical, expensive and must be consistent with every batch. Testing equipment is costly leaving blenders with the option to: purchase equipment, send samples to an outside lab or not even test at all.

Before purchasing from a supplier, **always** find out where the DEF is coming from and how its quality is being ensured.