



**WEGO**

CHEMICAL & MINERAL CORP.

**WEGO CHEMICAL PRESENTATION**

# MISSION STATEMENT

WEGO CHEMICAL & MINERAL CORP. is a manufacturer and international distributor of a large range of raw material specialty chemicals. Wego is dedicated to providing products with high quality, unprecedented consistency, and competitive pricing. Wego's objective is to minimize the need for inventory by our customers with "just in time" delivery from our vast number of stocking locations.



# BRIEF INTRODUCTION



WEGO has been operating for more than 30 years as an international import and distribution company providing a large range of chemicals to our many satisfied customers across many industries worldwide. WEGO is headquartered in New York with satellite sales offices in Brazil, Europe, Mexico, and Turkey, with sales of over \$160 million per annum in the North American, South American, and European markets. Since our inception in 1978, WEGO's vision and philosophy has been the sourcing and development of chemicals originating from the Pacific Rim with a strong emphasis in China, Taiwan, Korea, Japan, India, and Indonesia.

Our strong presence in Asia with strategically placed offices in China gives WEGO the unique ability to meet our customer's requirements for the highest quality products with an economical advantage. Our China offices are located in Beijing, Shanghai, Chongqing, Nanning and Weifang.

WEGO maintains worldwide logistics and distribution capabilities with 34 warehouses globally and a staff of traffic professionals in New York and Shanghai moving product wherever our customers require, safely and competitively.

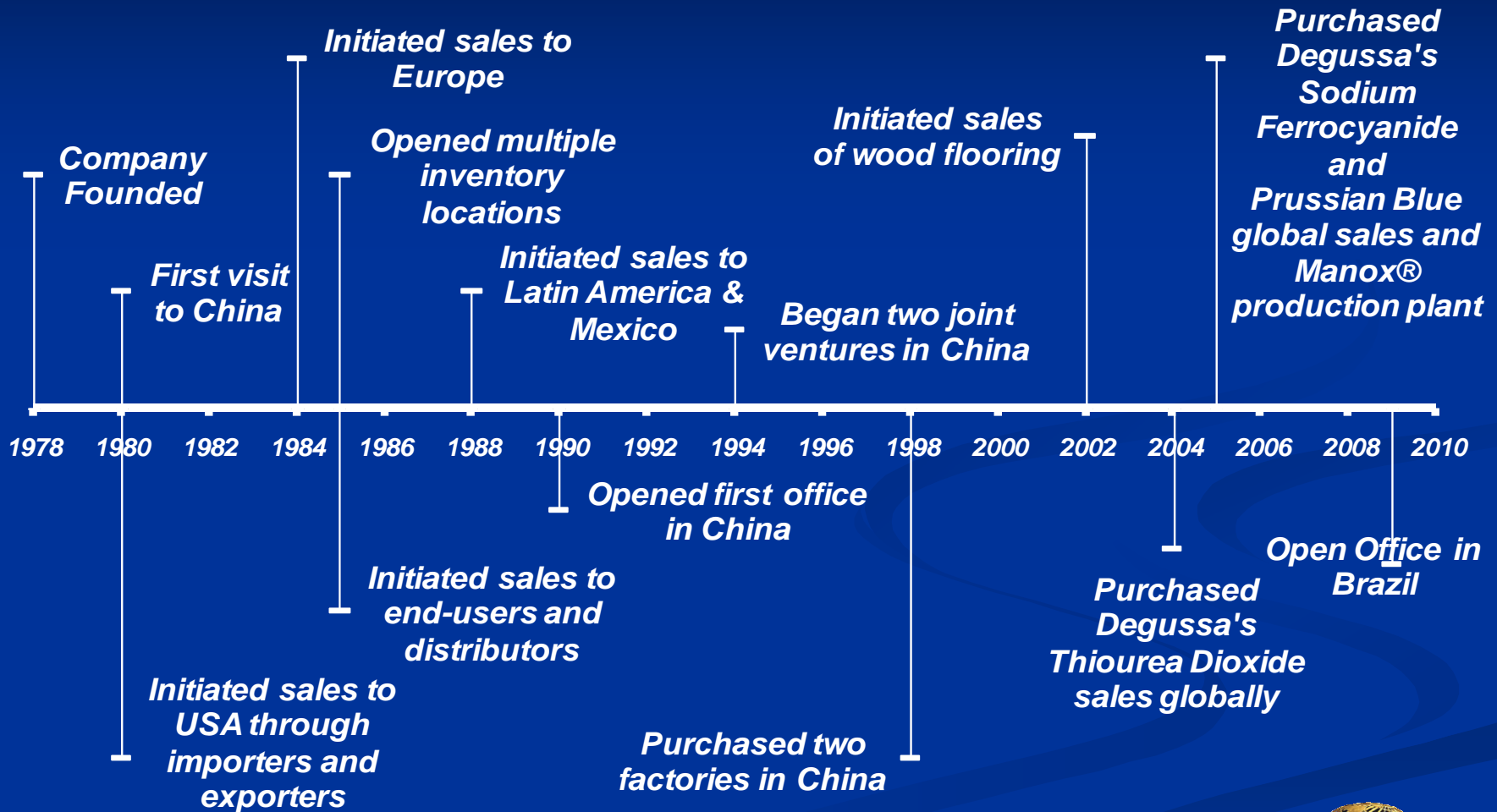


# COMPANY OVERVIEW

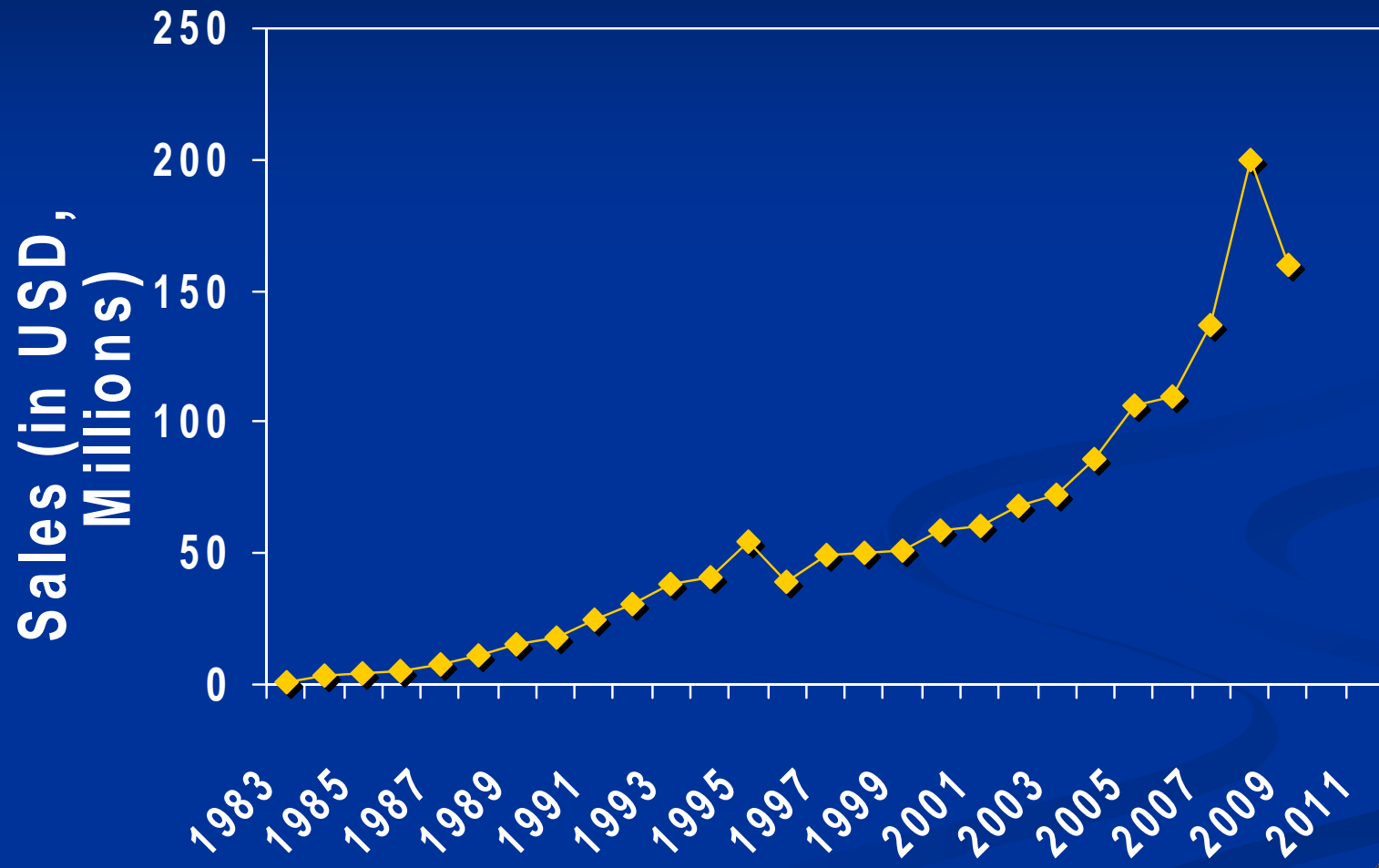
- **Founded in 1978**
- **Manufacturer & distributor of various chemicals**
  - **Distribution of 80+ main products globally**
- **Business operations in over 25 countries**
- **No. 21 in Purchasing Magazine's list of Top 100 Chemical Distributors for 2009**
- **Member of IFT, TAPPI, and National Wood Flooring Association**
- **2009 Sales: \$160 million**



# COMPANY MILESTONES



# HISTORICAL RESULTS



# THE TEAM

- Edward Khalily & Bert Eshaghpour, PhD
- Expert staff of 50 highly trained and technical individuals in New York global headquarters
- Additional satellite offices in Brazil, Mexico, Turkey, and Italy
- Major infrastructure in China, including five offices with eight local employees undertaking purchasing, quality control and logistics support
  - Liaison offices: *Beijing, Chongqing, Shanghai, Nanning and Weifang*



# AFFILIATED COMPANIES

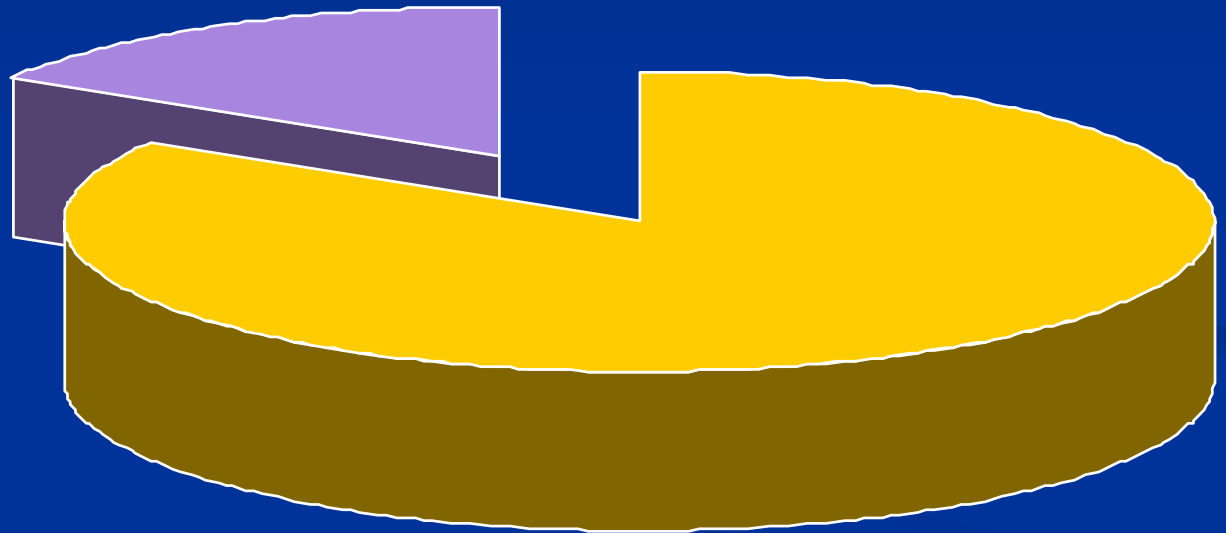
- ***Wegochem Mexicana, S. de R.L. de C.V.***
  - Registered company in Mexico for importation & distribution of chemicals in local market
- ***Vego Kimyasal Ürünler San. ve Tic. Ltd. Sti.***
  - Registered company in Turkey for importation & distribution of chemicals in local market
- ***Wego do Brasil***
  - New office being established and registered in Brazil for importation & distribution of chemicals in local market
- ***Wego International Products***
  - Marketing and sales of wood flooring for home decorating industry and tissue paper for packaging industry



# WORLDWIDE SOURCING

Source 16% from

Europe  
India  
Indonesia  
Japan  
Korea  
Mexico



Source 84%  
from China



# COMPETITIVE ADVANTAGE

- Global presence for sourcing & sales for over 30 years
- Extensive distribution capabilities
  - 34 strategically located warehouses
- World's largest producer & direct marketer of **THIOUREA DIOXIDE (TDO/FAS)**
- World's second largest producer & direct marketer of **NITROMETHANE**
- World's largest supplier of **SODIUM FERROCYANIDE**
- Worldwide sourcing development



# SERVICE

## LOGISTICS

- Logistics office located in Shanghai allowing Wego to have daily contact and updates with shipping lines and agents in order to monitor the status of all shipments.
- Long term relationships with steamship lines and agents providing a competitive logistics position while shipping in excess of 4000 TEUs per year
- Experience and knowledge with international regulatory requirements and documentation.
- Established custom brokerage services.
- National contracts with LTL and truckload carriers.
- State-of-the-art software system that provides daily updated shipment status information, prompt document accessibility and retention.
- Wego can customize the service to meet the specific needs of your organization.



# SERVICE

## OUTSOURCING



- Strategically located offices in the Far East
- Our years of sourcing experience ensures that you receive a quality, reliable, and cost effective product.
- If you are looking to find that alternative source that provides the quality you require with economic incentives, then do not hesitate in contacting us to discuss in detail.



# SERVICE

## WAREHOUSING

- Full range of distribution and warehouse services
- Handle both hazardous and non-hazardous products anywhere in North America and Europe.
- Provide both in stock and direct shipment services depending on the customer's requirements.
- Arrange packaging to meet customer requirements
- State-of-the-art inventory software system
- WEGO is always willing to provide inventory management services from local warehouses in any geographical locale in order to provide efficient and timely deliveries to the customer. Our goal is to provide "just-in-time delivery" to meet the needs of our customers.
- 30 warehouse locations across the U.S., Canada, Mexico, and Europe



# DISTRIBUTION LOCATIONS

## U.S. DISTRIBUTION CENTERS

**Arizona** - Phoenix

**California** - Los Angeles, Oakland

**Colorado** - Denver

**Florida** - Miami, Tampa

**Georgia** - Atlanta, Savannah

**Illinois** - Chicago

**Louisiana** - New Orleans

**New Jersey** - Elizabeth, Newark, Union

**North Carolina** – Charlotte

**Oregon** - Portland

**South Carolina** – Charleston

**Texas** - Dallas, Houston

**Washington** - Seattle

## NORTH AMERICAN DISTRIBUTION CENTERS

**Canada** - Halifax, Toronto

**Mexico** – Querétaro, Mexico City, Guadalajara

## EUROPEAN DISTRIBUTION CENTERS

**Austria** - Krems

**Belgium** - Antwerp

**Italy** - Milan

**Netherlands** - Rotterdam

**Spain** - Barcelona

**United Kingdom** - London





# QUALITY ASSURANCE

- Lot by Lot Quality Control & Tracking
- ISO-Certified
  - Suppliers & supporting factories
- FDA registered
- Kosher certified
  - Food-grade products
- UL certified
  - Water treatment products



# SAFETY AND COMPLIANCE

- **Emergency Response Services**
  - Service contracts with 2 independent emergency response companies providing immediate assistance for any crisis
- **Hazmat Certification**
  - Employees satisfy all training requirements for handling hazmat material as set forth in 49 CFR 172.704(a)(1),(3) and(4).
  - Consulting and training by Tom Dunaway of Tom Dunaway & Associates Inc., who is also a Hazardous Materials Regulations trainer at the Dept. Of Transportation's Transportation Service Institute (TSI)
- **Material Safety Data Sheets**
  - Available for all products
  - Available in multiple languages
- **C-TPAT Certified**
  - WEGO is certified with **C-TPAT Tier 2 Status** by U.S. Customs & Border Protection.
- **Reach Registration**
  - Over 120 products pre-registered



# INSURANCE

## *Liability Insurance*

Over a decade of global coverage for:

- Pollution coverage
- Product liability

## *Marine & Warehousing*

- Inventories in all corners of the globe are insured

## *Credit Insurance*

- Receivables for all non U.S. sales are insured



# INDUSTRIES

- Agriculture
- Cosmetics & Personal Care
- Detergent & Compounding
- Flux & Metal
- Food, Feed & Beverage
- Organic Intermediates
- Oil Field
- Mining
- Petroleum Additives
- Pharmaceutical & Fine Chemicals
- Photographic
- Plastics & Resins
- Pulp & Paper
- Textiles
- Water Treatment & Pool Chemicals
- Wood Treatment & others



# PRODUCT LIST

## FOOD / FEED / NUTRITIONAL / PHARMACEUTICAL INGREDIENTS

Acesulfame Potassium FCC  
Ascorbic Acid USP  
Aspartame FCC  
Caffeine Anhydrous USP  
Calcium Ascorbate FCC  
Calcium Saccharin FCC  
Carboxymethyl Cellulose (CMC)  
Casein  
Citric Acid Anhydrous USP  
CO-Enzyme Q10  
Dicalcium Phosphate (DCP) FCC  
Dipotassium Phosphate (DKP) FCC  
Disodium Phosphate (DSP)  
D-Ribose FCC  
D-Xylose USP  
Edible Gelatin  
Erythorbic Acid FCC  
Ethyl Vanillin  
Folic Acid FCC  
Fumaric Acid Food/Feed Grade  
Glycine FCC / USP  
Guar Gum  
Inositol  
Konjac Gum  
L-Aspartic Acid USP  
L-Cysteine (Free Base) USP  
L-Cysteine HCL Anhydrous USP  
L-Cysteine HCL Monohydrate USP  
L-Lysine HCL USP & Feed Grade  
L-Valine USP  
Malic Acid FCC  
Methyl Paraben USP  
Methyl Salicylate USP  
Monopotassium Phosphate (MKP) FCC  
Monosodium Phosphate FCC  
N-Propyl Gallate USP  
Potassium Benzoate FCC  
Potassium Citrate USP  
Potassium Sorbate FCC  
Propyl Paraben USP  
Salicylic Acid USP  
Sodium Acid Pyrophosphate 28 & 40 FCC  
Sodium Acorbate FCC  
Sodium Benzoate FCC/USP  
Sodium Caseinate  
Sodium Citrate FCC  
Sodium CMC FCC  
Sodium Erythorbate FCC  
Sodium Hexametaphosphate FCC  
Sodium Metabisulfite FCC  
Sodium Tripolyphosphate FCC  
Sorbic Acid FCC  
Sorbitol 70%  
Sucralose FCC  
Tartaric Acid FCC  
Taurine JP  
Tetrapotassium Pyrophosphate FCC  
Tetrasodium Pyrophosphate FCC  
Tricalcium Phosphate FCC  
Vanillin FCC  
Vitamins  
Vitamin B12 USP  
Vitamin E Acetate 98% min. USP  
Xanthan Gum FCC  
Xylitol USP

## PULP & PAPER

Anthraquinone  
Caffeine  
Casein  
DegaFAS®  
Formamidine Sulfonic Acid (FAS)  
Optical Brighteners  
Polyvinyl Alcohol (PVA)  
Polyvinyl Alcohol Fiber (PVA Fiber)  
Sodium Bromide  
Sodium Hydrosulfite  
Sodium Metabisulfite  
Sodium Thiosulfate Pentahydrate  
Sulfamic Acid  
Thiourea  
Thiourea Dioxide  
Titanium Dioxide (Pulpable Bags)

# PRODUCT LIST

## MINING, FLUX & FOUNDRY

Aluminum Fluoride  
Barium Hydroxide Mono & Octa  
Chromic Acid  
Citric Acid  
Dithiophosphates  
Isopropyl Ethyl Thionocarbamate  
Lead Nitrate

Oxalic Acid  
Potassium Fluoborate  
Potassium Fluotitanate  
Sodium Bichromate  
Sodium Bromide  
Sodium Erythorbate  
Sodium Ferrocyanide

Sodium Hexametaphosphate  
Sodium Thiosulfate  
Sodium Tripolysphosphate  
Thiourea  
Tri Sodium Phosphate  
Xanthates  
Zinc Sulfate Mono

## SWIMMING POOL & WATER TREATMENT

1-Hydroxyethylidene-1.1-Diphosphonic Acid (HEDP)  
2-Phosphonolutane-1,2,4-tricarboxylic Acid (PBTC)  
Aminotrimethylene Phosphonic Acid (ATMP)  
Benzotriazole  
Calcium Hypochlorite  
Copper Sulfate  
Cyanuric Acid  
Dichloroisocyanuric Acid  
Diethylenetriamine pentanmethylene phosphonic acid (DETPMP)  
HPMA  
Potassium Permanganate  
Sodium Bromide

Sodium Fluoride ANSI / NSF 60/ AWWA  
Sodium Hexametaphosphate ANSI / NSF 60  
Sodium Hydrosulfide  
Sodium Thiosulfate, Penta.  
Sodium Tolytriazole  
Sulfamic Acid  
Tetra Acetyl Ethylene Diamine  
THPC  
THPS 75%  
Tolytriazole  
Trichloroisocyanuric Acid  
Zinc Sulfate

## OIL FIELD

Carboxy Methyl Cellulose – CMC  
Calcium Carbonate  
Calcium Ligninsulfonate  
Carboxymethyl Starch  
Citric Acid Anhydrous  
Mono Potassium Phosphate MKP

Polyanionic Cellulose - PAC  
Potassium Acetate  
Sodium Acid Pyrophosphate - SAPP  
Sodium Bichromate  
Sodium Bromide  
Sodium Polyacrylate / Polyacrylamides

Sulfamic Acid  
Xanthan Gum Dispersible Grade  
Zinc Bromide  
Zirconium Oxychloride

# PRODUCT LIST

## GENERAL & SPECIALTY CHEMICALS

12 Hydroxy Stearic Acid  
2-Ethyl Anthraquinone  
Ammonium Bifluoride  
Ammonium Persulfate  
Antimony Trioxide  
Barium Carbonate  
Barium Hydroxide  
Barium Nitrate  
Benzoguanimine  
Benzophenone  
Beta-Glucanase  
Boc-Nitro-Phenylalanine  
Caffeic Acid Phenyl Ester (CAPE)  
Calcium Lignosulfonate  
Castor Oil Derivatives  
CD-2  
Cellulase  
Cholecalciferol (V-D3)  
CMIT/MIT  
Crotonic Acid  
Cyanuric chloride (CYC)  
Cycloaliphatic Epoxy Resins  
Dichloro Ethyl Ether (DCEE)  
Dicyandiamide  
Dicyclohexylamine (DCHA)  
Dicyclohexylcarbodiimide (DCC)  
Diethyl Malonate  
Dimethyl Carbonate  
Dimethyl Disulfide (DMDS)  
Dimethyl Malonate  
Dimethyl Malonate  
Dimethyl Phosphite (DMHP)  
Dimethyl Sulfoxide (DMSO)  
Dipotassium Phosphate (DKP) Tech  
Disodium Phosphate (DSP) Tech  
Divinylbenzene (DVB)  
EDTA  
Enzymes  
Epoxy Reactive Diluents  
Ergocalciferol (V-D2)  
Erucamide  
Erythorbic Acid Tech  
Ethyl Acetoacetate (EAA)  
Food Colors - Natural  
Gallic Acid  
Glycolic Acid  
Guanadine Nitrate  
Guanidine Carbonate  
Gum Rosin WW Grade  
Hexamine  
Hyaluronic acid (HLA)  
Hydrogenated Castor Oil  
Hydroquinone  
Hydroxybenzotriazole (HOBt)  
Hydroxysuccinimide (HOSu)  
Hypophosphorous acid (HPA)  
Indigo Blue  
Itaconic Acid  
L-Aspartic acid  
Lithium Carbonate  
Lithium Hydroxide  
L-Proline  
L-Valine  
Magnesium Carbonate  
Magnesium Silicfluoride  
Manganese Sulfate  
Metanilic Acid  
Methanesulfonyl chloride (MSC)  
Methyl Acetoacetate (MAA)  
Methyl Palmitate  
Monopotassium Phosphate (MKP) Tech  
Monosodium Phosphate Tech  
Neville &Winters Acid  
Nitrocellulos  
Oleamide  
Oxalic Acid  
Phosphoric anhydride (P2O5)  
Potassium Bifluoride  
Potassium Ferricyanide  
Potassium Ferrocyanide  
Potassium Fluoride  
Potassium Nitrate  
Potassium Persulfate  
Potassium Sulfite  
Potassium Tetraborate  
Prussian Blue  
p-tert-butylbenzoic acid (PTBBA)  
Pyrogallol A. R. Grade  
Ricinoleis Acid)  
R-Salt

# PRODUCT LIST

## GENERAL & SPECIALTY CHEMICALS- Contd.

Salicylic Acid  
Schaeffer's Acid, Potassium Salt  
Sebacic Acid  
Select Metals  
Shikimic acid  
Silica Gel  
Sodium Acetate  
Sodium Acid Pyrophosphate 28 Tech  
Sodium Alginate  
Sodium Bifluoride  
Sodium Bromate  
Sodium Dimethyldithiocarbamate (SDDC)  
Sodium Erythorbate Tech Grade  
Sodium Hexametaphosphate Tech NSF  
Sodium Hydrosulfite  
Sodium Hypophosphite  
Sodium Hypophosphite (SHP)  
Sodium Lignosulfonate  
Sodium Lingninsulfonate  
Sodium Methoxide (Sodium Methylate, SMO)  
Sodium Naphthanate,  
Sodium Oleate  
Sodium Percarbonate  
Sodium Polyacrylate  
Sodium Sulfide Hydrate  
Sodium Thiocyanate  
Sodium Tripolyphosphate (STPP) Tech  
Tert-Dodecyl Mercaptan (TDM)  
Tetrakis (hydroxymethyl) phosphonium sulfate (THPS)  
Tetramethyl Ammonium Hydroxide  
Tetrapotassium Pyrophosphate (TKPP) Tech  
Tetrasodium Pyrophosphate (TSPP) Tech  
TGIC/TAC/TAIC  
Theophylline  
THPC  
THPS 75%  
Stearic Acid  
Strontium Carbonate  
Strontium Nitrate  
Succinic acid  
Sulfamic Acid  
Synthetic Cryolite  
Taconic Acid  
Tannic Acid  
Tert-Butylhydroxycarbamate (TBHC)  
THPS-Urea  
Triflic acid  
Triflic anhydride  
Trifluoroacetic acid (TFA)  
Trimellitic Anhydride  
Trisodium Phosphate (TSP) Tech  
Xylanase  
Zinc Carbonate  
Zinc Chloride  
Zinc Oxide

# XANTHAN GUM

**Exclusive Distributor for Fufeng Group Limited –  
Shandong Fufeng Fermentation Co Ltd.**

*Wego is the exclusive agent for sales & distribution*

## **Commissioned in 2001**

- Shandong Fufeng Fermentation is one of the top 3 largest Xanthan Gum manufacturers in the world.
- ISO 9001, ISO 22000, (HACCP), ISO 14001, OHSAS 18001

## **Products:**

- Oil drilling & exploration grade
- Food grade
- Pharmaceutical grade
- Industrial grade

## **Custom Manufactured:**

- Fufeng can custom manufacturer the grade of Xanthan Gum to suit your application and meet your required specifications

## **Xanthan Gum Production Expansion 2006 & 2007**

- New factory was built in Inner Mongolia with 10,000MT capacity.
- In 2007, another production facility on the Inner Mongolia grounds was built with an additional 10,000MT.
- Shandong Fufeng Fermentation total capacity increased to 30,000MT.



# NITROMETHANE

**SUPPLIER TO NATIONAL HOT ROD ASSOCIATION**



Driving Nitro  
in the  
“New Era”  
of  
Stewardship  
is our  
commitment  
to NHRA.

*We thank all those involved for their cooperation.*  
Wego Chemical

# THIOUREA DIOXIDE (TDO)

*Wego acquired Degussa's Thiourea Dioxide business in March 2004.*

- *Purchased associated intellectual property such as application and production know-how and trademarked products, including DegaFAS<sup>®</sup>, DegaFAS<sup>®</sup>AS, Reducing Agent F & DEPILOR*
- *Capability to deliver and install dosing and dissolving units for DegaFAS<sup>®</sup>AS for paper products*
- *Expansion of **Wego TDO Facility** in Qingzhou, China to attain total capacity of 6,000 MT per year*
- *ISO 9001 certified*



# MANOX<sup>®</sup> YPS & EASISPERSE

*Wego acquired Degussa's MANOX<sup>®</sup> business in June 2005.*

- *Wego is now the largest supplier of Sodium Ferrocyanide in the world, supplying more than 12,000 MT globally.*
- *With the Manox<sup>®</sup> know-how and equipment, Wego's factory is able to produce high quality grades of the blue pigment for different applications such as inks, paints, and agricultural products.*
- *Only ISO-certified producer of Sodium Ferrocyanide*
- *Star K certificate*



# POLYVINYL ALCOHOL

## *Exclusive Distributor For Sichuan Vinylon Works*

*WEGO's longest manufacturer relationship, of close to 25 years...  
Exclusive sales and distribution into Europe and the United States*

- **Commissioned in 1979** SICHUAN VINYLON WORKS is one of the top 500 industrial enterprises in China
- ISO 9002 Certified and services all major industrial applications

### **Completely Integrated Plant** **From natural gas through finished products**

- Vinyl Acetate production... 100,000 MT expansion completed in 2004
- Largest Methanol manufacturer in China with a capacity of 240,000 MT/year

### **Polyvinyl Alcohol Production expansion in 2004**

- Plant capacity increased to 65,000 MT



### **PVA PRODUCTS**

#### Powder

- 40 types with various polymerization (500-3000) and hydrolysis (80 to 100%) levels
- Over 12 grades to suit your application needs plus specialty grades of low hydrolysis

#### Fiber

- Series from a normal fiber, water soluble, and a high tenacity, through specialty, compound fibers

#### Filament Yarns

- Variety of compounded grades (PVA and Polyester) as well as normal yarns



# WOOD FLOORING

**WEGO INTERNATIONAL PRODUCTS** *Wood Flooring Division offers:*

- *Solid and Engineered Oak*
- *Maple*
- *Exotics*
- *Hand-Scraped and Specialty Products*

*All from a network of pre-qualified and professional mills around the globe.*



**SOUTH MOUNTAIN**  
HARDWOOD FLOORING

# Wego Solar USA

## Distributor of NB Solar

- High Efficiency Solar Panels
- UL & CEC Approved
- 25 Year Performance Warranty
- Unmatched Prices
- Container or Pallet Shipments
- Commercial, Government & Utility Applications



## Solar Project Development

- Feasibility Analysis
- System Design & Pricing
- Project Management



# FUTURE OUTLOOK

## *The Decade of China*

- WEGO intends to expand sales to new geographic markets by utilizing the competitive power of China's producers as fuel for growth in new products and new industries
- WEGO's infrastructure can easily manage a growth to an annual turnover of over \$250 million in next 3 - 4 years



# WEGO NEW YORK



# CONTACT INFORMATION

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# Thank You!

