



NEWS EmcolS

the newsletter of Emcol International

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Making Ground Across the World

During November last, Dr Alistair Ingleby, Emcol International's Managing Director had the opportunity to visit four of our licensees. Alistair always enjoys spending time with licensees, seeing at first hand how they are making use of the remarkable properties of Emcol Instant Road Repair in their own territories.

This trip was no exception, as Alistair packed his bags and headed East, leaving behind the mist and cold of a UK winter.

First stop was Korea where our recently appointed licensee is Sam Seo Industrial Company. Alistair visited their new manufacturing unit for Emcol IRR built just outside Seoul, the South Korean capital. The production plant was purpose designed by Mr Haijoon Kim, the President of Sam Seo Industrial Co. It is a modern facility, very well situated for fast distribution of product on Korea's national motorway network.

Marketed under the brand name SSCol in Korea, Emcol IRR is supplied to their sister company Sam Seo Construction. The use of SSCol in reinstatement of manhole covers in carriageways is a growing market for Sam Seo. Repair work benefiting from immediate opening to traffic is one of the key success factors.

In Japan at Shinreki Industry Company Ltd, Alistair met Company President, Mr June Ichi Hanagata. Shinreki is currently the world's largest producer of Emcol IRR and Alistair accompanied Mr Hanagata to their newest factory in the north of Honshu Island.

Shinreki now have two production plants in Japan for Emcol IRR, both factories showing their commitment to the manufacture of high quality product. Whilst with Mr Hanagata, Alistair was able to discuss Shinreki's new innovation in packaging. A fuller report on this exciting development appears later in this Newsletter.

Kenneth Commercial Corporation is Emcol's licensee in the Philippines. Here Alistair had meetings with Mr Agustin Uy, the owner of Kenneth Commercial and Jones Cadlaon, their Sales Manager.

To allow for easier distribution they have recently moved their production facilities out of Metro Manila. It is encouraging to see the success of Emcol IRR in the Philippines, a large territory populated by many islands. Alistair was impressed by Kenneth Commercial Corporation's young and enthusiastic sales force and distributor network achieving widespread sales of Emcol IRR to local authorities and national bodies.



"Down Under" our Australian licensee is SAMI Pty Ltd. Here Alistair was delighted to meet their newly appointed Chief Executive, Ian Willis. As in other territories, the ability of Emcol IRR to be applied cold, straight from the pack without the need for a tack coat and in all weather conditions is an irresistible combination.

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The Business Opportunity

Emcol Instant Road Repair is an excellent product for entrepreneurs. The technical capability of the product itself is attractive for countries in every stage of economic development and in any geoclimate.

We currently have a total of twenty licensees across the world who have developed good business from manufacturing and supplying Emcol IRR. Additionally we are continuing to discuss the opportunities in a number of other countries.

Each licensee benefits from a protected territory in their country. The technical and commercial support available from Emcol International is backed by its parent company, Catomance plc, a highly successful company engaged in several business sectors.

To discuss the potential of becoming an Emcol licensee please contact Dr Alistair Ingleby at Emcol International headquarters.

The Lab through the Microscope

Don McKenzie, Emcol Technical Manager, profiles the Technical Services Department.

Our laboratories offer a variety of chemical, physical and biological testing and development services to our own production and sales departments, customers, licensees and other organisations needing the kind of skill in which we specialise.

Laboratory staff in the production plants at Welwyn Garden City in the south east of England and Wellington in the south west, provide quality control for product manufacturing. Mainly concerned with in-process testing, this includes pre-despatch quality assurance and examination of incoming raw materials to ensure they meet our specifications.

At both of our laboratories chemists and biologists are involved with product development providing solutions to customer needs brought to us by our colleagues in sales and marketing. Often this leads to a new product or a useful variant on an existing product.

Our Emcol licensees make use of our services in assessing locally sourced grades of aggregate. In our laboratories we make evaluations of aggregate samples to determine their suitability for use



in the manufacture of Emcol IRR. Advice is given to licensees to assist them in their choice of aggregate grade and binder concentration for particular end uses.

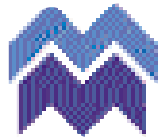
Sometimes our researches indicate a different approach to solving a problem. As legislation increases and business awareness grows, we are also becoming more involved with the environmental aspects of handling and disposal of a range of product types.

Our laboratory facilities are equipped to ISO 9000 standards, with physical test and measurement tools, gas and liquid chromatography, visible and infra-red spectrophotometry. But as with all specialist services it is the knowledge, experience and dedication of the team which makes the difference. Our 12 scientists in Laboratory Services are at the disposal of our licensees and customers.

Shinreki Industry Company Ltd

We have worked closely for many years with Shinreki's President, Mr Takashi Fujihara. In January Mr Fujihara retired and at Emcol we all wish him a

very happy retirement. Shinreki's newly appointed President is Mr June Ichi Hanagata.

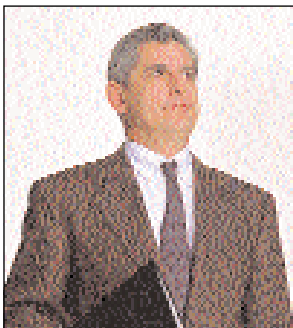


MATAKI

- Emcol's Oldest Licensee

It was in March 1979 that Mataki became an Emcol licensee. From that time, they have manufactured Emcol IRR in Sweden, now for 18 years.

Mataki was formed in 1904 in Malmö as a producer of roofing felts. Becoming part of Trelleborg Building Products AB in 1986 Mataki, under the leadership of Managing Director, Peter Suter, is the principal Scandinavian manufacturer of waterproofing products and complete systems for roofs, walls, floors and foundations.



Peter Suter, Managing Director

At its modern production plant in Höganäs, Mataki continues to manufacture high performance waterproofing membranes for demanding roofs. They are world leaders in mechanically fastened bitumen based membranes, a technology in which Sweden excels. In recent years Mataki has also become one of the major suppliers in Scandinavia of building plastics used in vapour barrier applications.

At a second manufacturing plant at Sollebrun outside Gothenburg, Mataki produce roof windows and smoke ventilation systems.

In Mataki's building technology laboratory extreme weather

conditions can be simulated to assess product performance under the most demanding climates. A recent contribution to quality assurance for roofs is the Mataki Test. A patented procedure is used to test newly laid waterproofing membranes with a smoke generator allowing immediate detection of any leaks.



Tore Liljedahl, Marketing Director

Emcol IRR is marketed under the name Mataki Vagasfalt Kallmak and is in Mataki's maintenance products range sold primarily through builders merchants all over Sweden. Marketing Director, Tore Liljedahl is responsible for Kallmak sales and has many local authorities purchasing directly from Mataki for their instant repair needs.

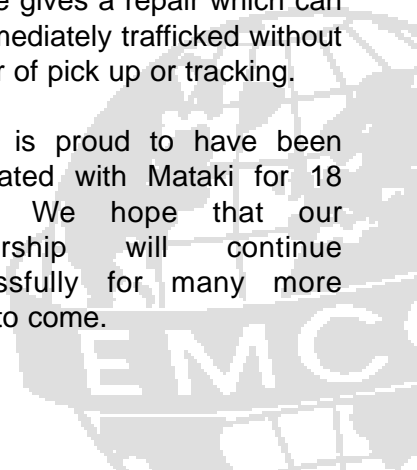


In the severe conditions of a Swedish winter, Mataki's customers know that they can rely upon the adhesive qualities of Emcol IRR even when repairs have to be made at sub-zero temperatures. For convenience and economy of use, Mataki Kallmak is made available in two grades, 4mm and 8mm.



The ease of use of Kallmak in pothole repair is readily demonstrated in Mataki's promotional and support literature. Preparation simply involves sweeping loose debris from the pothole. In-filling with Kallmak followed by compacting level with the surrounding road surface gives a repair which can be immediately trafficked without danger of pick up or tracking.

Emcol is proud to have been associated with Mataki for 18 years. We hope that our partnership will continue successfully for many more years to come.



Packaging Innovation

Our Emcol IRR licensee in Japan, Shinreki Industry Co. Ltd. has developed an important new type of packaging.

Working in partnership with a packaging manufacturer, Shinreki has developed a composite laminated sack. Constructed of layers of metal foil, paper and plastic the light weight but very robust sack ensures a one year shelf life for Emcol IRR.

Mr Hanagata, the President of Shinreki, has told us that his customers are very pleased with the performance characteristics of the new sack.

Emcol News

This is the first issue of Emcol News, our newsletter designed to help communication with our partners in business. We intend to publish every four months or so and we hope you enjoy it and find it useful.

We welcome any comments you have about our services, including product use, technical support and our communication with you. If you have an interesting, unusual or novel application for Emcol IRR which you would like to share with other licensees then please let us know of it. Please contact Dr John Hayes, Business Development Director.

Home in the Garden City

Many of our business partners, particularly from overseas, are intrigued by the unusual name of our home town. Welwyn Garden City is as unusual as its name. Most cities, towns and villages in Britain are many hundreds of years old, having grown over the centuries from small farming communities centred around a castle or manor, and a church.

Welwyn was one of the first British new towns. Founded by Ebenezer Howard over sixty years ago in the rolling countryside of Hertfordshire, to the north of London, it is laid out on a grid pattern like New York, but there the resemblance ends!

Over a hundred years ago, industrial magnates in Britain like Lord Leverhulme (founder of the great conglomerate now known as Unilever) and the Cadbury family, the famous chocolate makers, built model towns to provide housing for their workers. Port Sunlight and Bournville gave industrial workers and their families clean, dry and permanent places to live. Welwyn Garden City went beyond this early ideal.

Part of the philosophy on which Howard and the other new town developers of the time based their vision, was to make a pleasant environment in which houses and light industrial work were close to each other, with central shops, the whole interlaced with open spaces and many trees. Transport connections to the rest of the country are excellent, and educational and other essential community services are of high quality.



Today Welwyn and its neighbouring "Garden City", Letchworth, are thriving towns, home to a wide range of service and manufacturing companies from all over the world, with several technology parks. Many of the people here live in Howard's original well-built houses in the "old" centre of town, but there are now modern estates around the centre. The townscape itself has matured into a green and pleasant place faithful to the original concept.

Catomance was one of the first companies to open a business in the town and this year we celebrate our sixty-first year in Welwyn - a great place to live and to work. Come and visit us sometime!

Surf the Net for more information

The Emcol International Division of Catomance plc is featured in its recently opened site on the Internet. Now you can find out more about Emcol and how we can help your business by logging on to the Catomance World Wide Web site at our URL :

<http://www.catomance.co.uk>

Catomance plc

Emcol International is a Division of Catomance plc, a UK based manufacturer of speciality chemical products. Catomance was founded over 60 years ago and supplies products to a variety of manufacturing industries. These include finishing auxiliaries used in the textile, leather and paper industries, bitumen based liquid applied roof coatings, decorative timber preservatives, Institutional and Industrial cleaning products and metal working fluids.