



# NEWS

# Emcol

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the newsletter of Emcol International

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## News from our licensees

**Returning from a extended overseas trip, Alistair Ingleby just had time to re-adjust to UK time and weather before being interviewed for Emcol News.**

On this occasion, Alistair's journey extended as far as New Zealand via Asia and Australia, with opportunities to meet several Emcol licensees and to review new potential.

In South Korea our licensee Sam Seo has continued to have great success in using their specially developed 4-ply sack for Emcol IRR packaging. They report that their customers have appreciated the extended shelf-life for the product. Sam Seo's sales activities have now extended to the southern and central cities in South Korea. Whilst manhole reinstatement remains a very significant market for Sam Seo, other repair applications are being developed in this territory.

Shinreki, our licensee in Japan, have confirmed that their third Emcol manufacturing plant will come on-stream in January 1998. During his visit, Alistair was pleased once again to be able to meet Shinreki's President, Mr. Hanagata and a number of his colleagues including Mr. Fujihara who has retained a consultative role within the company.

Despite some fierce competition from local, but inferior, products, Kenneth Commercial our

licensee in the Philippines has seen a recent increase in business. Manufacture of Emcol IRR has now completely moved out from Metro Manila to a less congested site.

Whilst in Taiwan, Alistair met two companies who are interested in becoming an Emcol licensee for that territory. Both of these companies had been made aware of Emcol following a market research study by the British Trade and Cultural Office in liaison with DTI and the British Overseas Trade Board. We are hopeful of appointing an Emcol licensee in Taiwan in the near future.

In Australia our licensee SAMI Pty have also re-located their Emcol IRR manufacturing and have adopted a mobile hot-mix asphalt plant. This has given SAMI a more economic production facility.



### *A Business on Firm Ground*

Provisionally titled "**Building a Business on Firm Ground**", Emcol plans to produce a second video. The project is now at an advanced stage with studio and location filming planned before the end of 1997. Watch out for further information on this development in our next Newsletter.

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A profile of



Nike Trans Ltd was founded in July 1990 and is a subsidiary of Nitrokemia Inc. Co., one of the largest and oldest chemical companies in Hungary. Formed as a road and railway transportation company, Nike Trans has undergone a period of dynamic growth and diversification during its relatively short history.



One of the most rapidly developing areas for Nike Trans has been its international transport business. Providing transportation services from Bulgaria to Sweden, this division has made significant investments in its transport fleet, including road tankers for shipping chemicals in bulk quantities and special vehicles for handling and delivering explosives.

The Nike Trans railway division is closely involved in the transportation of the raw materials and finished products manufactured by Nitrokemia Inc. Co and the Fuzfo Paper Factory Inc. Co. Two modern high-capacity diesel engines run on specially installed industrial trackways within the factory areas and on the domestic track network between Fuzfogyartelep and Hajmasker.

Its vehicle repair business, as with all the other basic activities of Nike Trans, was originally formed to serve the in-house needs of Nitrokemia. This repair service has now been expanded significantly to cover domestic and industrial vehicles, including fork lift trucks. A comprehensive service is now offered by Nike Trans in this field covering diesel, gas and petrol engined vehicles.

## - Emcol's licensee in Hungary

Complementing its business in the servicing market, Nike Trans also acts as an agent for the sale of Steinboock-Boss range of fork lift trucks in the Veszpre, Gyor-Moson-Sopron, Vas and Zala regions. Besides the traditional gas, diesel and electrically powered trucks, Nike Trans markets manual lift carriages and specialised equipment for serving the requirements of modern warehouses.

It was in 1992 that Nike Trans became an Emcol licensee, manufacturing Emcol IRR under the brand name, Road Master. The market sectors originally identified for the product in Hungary were with local government authorities, the water companies and airports.

From these initial sales, interest soon grew in the remarkable performance characteristics of Road Master. Despite some very strong competition from several companies marketing cold asphalt in Hungary, Road Master is now firmly established and is used by all the airport authorities.

Successful applications for Road Master have encompassed market sectors where other Emcol licensees have also benefited in their own territories. These have included the repair of potholes in roads and at airports, the re-surfacing of sports grounds and railway platforms and in cable reinstatement works.



In all of these applications, the ease of use of Road Master has been a key benefit to the customer. The use of the product straight from the pack under any weather conditions is of significant advantage. The ability to complete the repair in the shortest possible time and to open the area to immediate trafficking gives Road Master a unique edge on the competition.

Currently, the market for Road Master has been developed to include both the commercial and private sectors. The Hungarian Railways Inc. Co., the Board of Highway Control and Budapest Traffic Inc. Co. now number among Nike Trans' key customers.

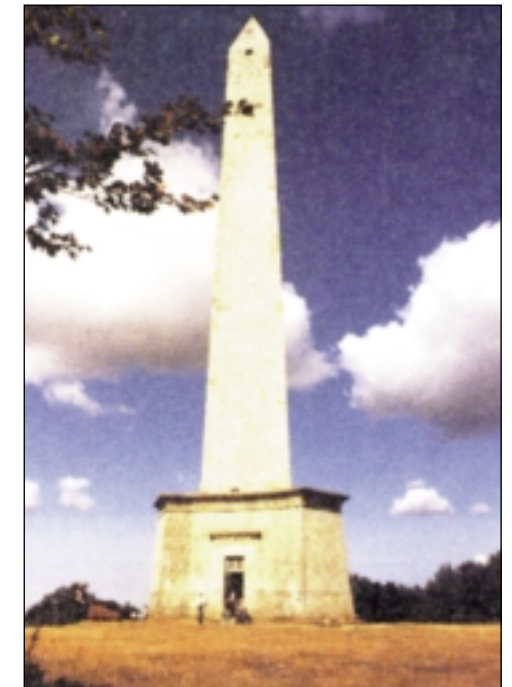


Compared with the initial sales of Road Master in 1992, Nike Trans expects their output in 1997 to have increased by almost a factor of ten. This successful performance has been achieved because of the professional and determined approach taken by Nike Trans in their market development strategy.



## Wellington

- the town below the Monument



Our licensees will know that Emcol Mixing Liquid is manufactured at our production plant in Somerset in the South-West of England. Housed at Westford Mill in the town of Wellington, our ISO 9002 accredited factory is located in one of the most pleasant regions of the United Kingdom.

Wellington lies just seven miles to the West of Taunton, Somerset's county town, on the River Tone. It is set in a wide valley with the beautiful Brendon Hills to the North and steep scarp slope of the Blackdown Hills to the South. A friendly country town with a population of around 12,000, Wellington is twinned with Lillebonne in France and Immenstadt in Germany.

The Wellington Monument dominates the crest of the Blackdown Hills South of the town. The monument is 175 feet tall and was built between 1817 and 1892 to commemorate the military achievements of the Duke of Wellington who defeated Napoleon at Waterloo.

Born Arthur Wellesley, the Duke had chosen the name of the town when he was made a Viscount in 1814. He never lived in Wellington and, strangely only once visited the town, although his family owned land in the vicinity until as recently as 1972,

# Emcol Baring Topseal

The deterioration of bituminous surfacing materials on airfields, car parks and motorway hard-shoulders is a continuous process. Spillage of fuel, oil and hydraulic fluids exacerbate this problem causing early failure of the surface.

Now, Emcol Baring Topseal is available as a sealing compound to protect surfaces from further damage.

Eliminating the need to carry out premature and expensive re-surfacing work, Emcol Baring Topseal is a simple and cost-effective product to use. It provides a sealed surface, preventing damage caused by contamination with aviation or motor fuels, lubricating oils and other hydrocarbon based materials.

Emcol Baring Topseal contains three key components

- Topseal
- Latex
- Graded mineral aggregates

To prepare the sealant coating, the three components are mixed together with water in controlled proportions to form a slurry. Applied in two coats, Emcol Baring Topseal combines a rubberised coal tar emulsion, a vinyl polymer latex emulsion and suitable aggregates to give a tough and exceptionally resistant coating.

Preparation work needed prior to the application of Emcol Baring Topseal is simplicity itself.

All loose material, dirt, dust and standing water is swept from the area before the sealer coating is

applied. Badly damaged areas can be reinstated using Emcol IRR prior to sealing. Repair work of this nature does need to be carried out and allowed to cure in advance of the sealer application.

Emcol Baring Topseal is suitable for use in most climates but it is important to be aware of surface temperature requirements.



In moderate climates, sealing is best undertaken in dry conditions between early spring and late autumn when ground surface temperatures exceed 10°C. In hot climates, the application of sealer should ideally take place when ground temperatures are below 35°C. If this proves not to be possible in practice, the surface to be sealed should be dampened with water prior to treatment to achieve satisfactory bonding of the sealer coat.

When using Emcol Baring Topseal, most sealed areas should be available for pedestrian use after a few hours. The surface should be closed to vehicular traffic for at least 24 hours to avoid scuffing of the surface.

If you would like to receive an information pack on Emcol Baring Topseal then please contact Alistair Ingleby at Emcol International.

***Most people will have become aware of the problems some computer systems may face at the turn of the century.***

***These problems are often graphically referred to as time-bombs which will potentially affect both large and small computer systems - in fact, any device with an electronic date and time mechanism. Unchecked, the implications are dramatic but the problem is capable of being solved.***

***In order to ensure that Emcol International and its licensees enjoy a smooth transition, we have established a Year 2000 project team.***

***Formed by our Systems Manager, Stephen Luff, the project team will assess the potential implications on our business and will plan and implement remedial actions which may be necessary. The project team is currently in the process of completing the initial impact assessment and intends to ensure our Year 2000 compliance by the end of 1998.***

***If you have any questions or would like to obtain more details, then please contact Stephen Luff (Telephone +44(0) 1707 324373 or Fax +44(0) 1707 372191).***