



Export Achievement Awards

We were doubly proud to win two export awards recently from the Hertfordshire Chamber of Commerce and Industry.

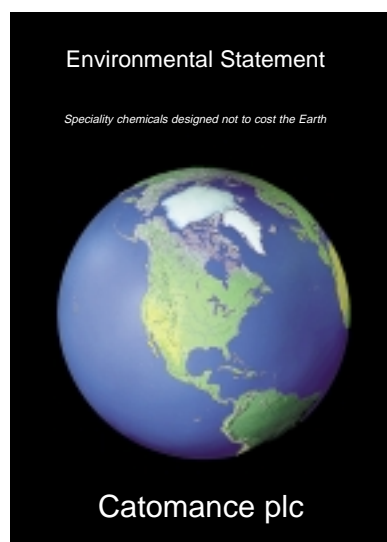
The Export Achievement Award went to Catomance and Commercial Director, John Chamberlain was named Export Personality of the Year. Both awards recognised our long-term involvement in exporting products to many countries around the world.

This success would not, of course, have been possible without the contribution of our Emcol licensees. We are very grateful to you in particular for your continued support and help in achieving this recognition.



John Chamberlain, Export Personality of the Year

Managing a Better Environment



Our production site in Welwyn Garden City now has official recognition for its environmental strategy.

Earlier this year, we became one of the first UK companies in our sector to be registered to ISO 14001, the international standard for environmental management. Following an additional independent validation of our environmental management system, we have also been recommended for accreditation to the EC Eco-Management and Audit Scheme, EMAS.

Speaking shortly after receiving the good news, Catomance's Managing Director, Mike Woods was clearly delighted: "Just ten years ago, we were one of the first c h e m i c a l

companies to obtain registration to the ISO 9001 quality standard. Now with ISO 14001 and EMAS we are again among the front runners and these achievements are a credit to all our employees".

Emcol International
96 Bridge Road East, Welwyn Garden City
Hertfordshire AL7 1JW, United Kingdom
Telephone:+44 (0)1707 324373
Fax:+44 (0)1707 372191
URL:<http://www.catomance.co.uk>
Telex:267418 CATAC G

A profile of



Sam Seo Industrial Co.

In Korea, Sam Seo Industrial Co. is our licensed manufacturer of Emcol IRR.

Emcol IRR is manufactured in Sam Seo's purpose-built production unit just outside Seoul, the South Korean capital. Opened in October 1996, this impressive production facility was designed by Mr. Haijoon Kim, the President of Sam Seo Industrial Co. and incorporates many advanced automated systems under computer monitoring and control.

Within the production plant is a 500 kilo capacity mixer used in the manufacture of Emcol IRR in three different grades. The current overall annual capacity of the plant is 5,000 tonnes.

In Korea Sam Seo Industrial Co. markets the product as SSCOL RPR, RPR standing for Rapid Permanent Repair. Their parent company, Sam Seo Construction Co. is a major user of SSCOL RPR in manhole reinstatement works.

Taking only 2 hours rather than 3 days by conventional means, Sam Seo Construction uses a patented, fast-track method for manhole reinstatement.

These works are completed by Sam Seo's own construction teams and the process relies upon the use of SSCOL RPR as a cold applied permanent finish



A significant benefit obtained by using SSCOL RPR is that the road can be re-opened to traffic in the shortest possible time.

Sam Seo have established that in their manhole reinstatement application, SSCOL RPR has a superior performance to all competitive products in the market.



Emcol Appoints Two New Licensees

Since the publication of our last edition of Emcol News, we are delighted to report that two new licensees have been appointed.

In Portugal Hescopor Lda has been appointed an Emcol licensee and has begun local production of Emcol IRR. With the help of Hescopor's proprietor, Sebastian Caetano, suitable aggregate gradings were sourced in Portugal and approved by Emcol's ISO 9000 accredited laboratories in the UK. Based on our analysis of the aggregate and fillers, Emcol was able to advise Hescopor of the most appropriate formulation for Emcol IRR production.

Hescopor's existing business is already in a specialist sector of the construction industry. They represent Hesco products, supplying a range of advanced corrosion protection coatings and casing products. Other areas of business for Hescopor include rapid-installation barriers for sea defence measures, land slip protection and military emplacements.

Emcol's new licensee in Romania is SC Z and Z Piro SRL. This company was created in 1989 after the revolution in Romania.

The President of SC Z and Z Piro, Ing. Rakosi Zoltan, has had 25 years of working experience in rock exploitation and processing. This included the opening and exploitation of a granite quarry in Crusovita with the installation of a stone crushing station. Near Orsova a second stone crushing plant has been installed and the modernisation and exploitation of the gravel-pit at Palanca continues.



The road construction sector is a significant market for SC Z and Z Piro's aggregate. This led Ing. Rakosi Zoltan to search for new and innovative solutions for road repair and information on Emcol International was first seen on our Internet site.

A special division, Emzol Piro SRL has now been set up and a factory unit to manufacture Emcol IRR has been established. Emcol IRR is an ideal product for road repair in Romania, where the climate varies from Mediterranean in the south to very cold in the north. In some northern areas, winter conditions can last for up to six months and temperatures are often as low as minus 20°C. Emcol IRR easily copes with all these conditions to provide instant repairs which can be immediately trafficked.

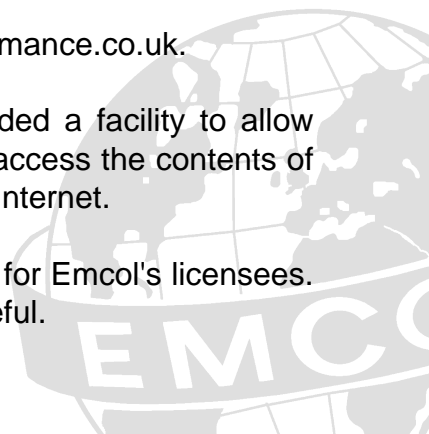
We are pleased to welcome Hescopor and SC Z and Z Piro as Emcol licensees and hope to work closely with both companies to establish fruitful business in Portugal and Romania.

Newsletters on the Web

If you have access to the Internet, why not visit our web site at www.catomance.co.uk.

Our web site is under constant development and we have recently added a facility to allow viewing of our newsletters directly from the site. So, you can now easily access the contents of this issue of Emcol News and our other newsletters by logging on to the Internet.

We would like to make our web site more interactive and a helpful facility for Emcol's licensees. Please let us have your ideas on developments which you would find useful.



Based on solid ground

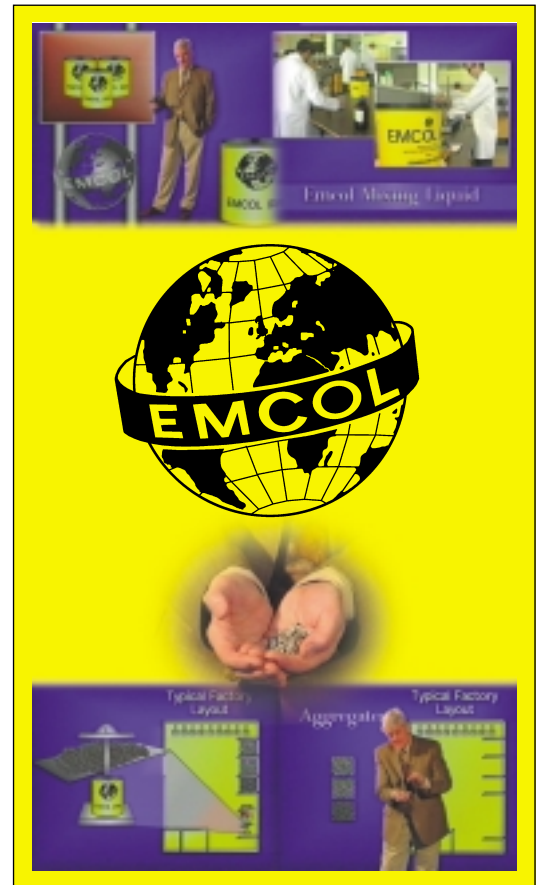
In the last issue of Emcol News, we mentioned that the production of a new video was under way.

Titled "**Your Future Based on Solid Ground**", the second Emcol video has now been completed. Working with audio-visual specialist Renaissance Vision, a combination of studio and location filming has been used to illustrate the unique properties of Emcol IRR.

The video explains the benefits of becoming an Emcol licensee and has been structured to vividly demonstrate Emcol's approach to

- Establishing Customer Demand
- Sales and Marketing
- Manufacturing
- Training and Support

All of Emcol's current licensees will shortly receive a complimentary copy of **Your Future Based on Solid Ground**.



New production facility in Germany

From Emcol's licensee in Germany, Instamak Strabenausrüstung GmbH, Fitz Oberkersch has written with news of their recently completed production facilities.

Instamak have invested a total of DM 60,000 in order to enhance product quality and expand production capacity for Emcol IRR. Occupying almost 1,000 square metres of a former grain store building in Mallentin, Instamak's new production unit has readily-accessible under cover dry storage for their aggregate grades.

Silos provide convenient storage for the aggregates close to a pan mixer, where they are weighed in pre-determined proportions. A heated container has been specially constructed to house a pallet load of Emcol Mixing Liquid (EML) drums, holding the contents at a constant temperature of 18°C. From here EML is pumped to a weighing tank and is heated to 22°C - 25°C.

To an accuracy of $\pm 0.5\%$, the weighed aggregates and EML are added to the mixer. After mixing the Emcol IRR is filled into pre-printed buckets, palletised and shrink-wrapped ready for despatch.

Instamak's current production capacity is about 9,000 kilos of Emcol IRR each day. Their new production facility allows room for further expansion and a second production line is expected to be added in 1999.

