

INNOVATION:

*Using tomorrow's solutions
to solve today's challenges.*



UNIVAR = VALUE

WE ARE UNIVAR

Univar has been providing chemicals and related services to customers for a long time.

Univar is a leading global chemical distributor whose strong sales and marketing teams complement chemical producers and create value for customers. We provide technical expertise in application development, excellence in logistics support, and outstanding customer service to help our partners grow their business.

Our history dates back to 1924 when George Van Waters and Nat Rogers opened a small firm in Seattle, Washington, USA, buying and selling naval stores, paint, raw materials and cotton linters. Univar has steadily grown organically and from mergers and acquisitions throughout the world.

We have strategically located warehouses and quality products – using state-of-the-art technology to ease ordering and deliveries, and have provided experienced, dedicated people who are trained in the latest technologies and product applications to meet the requirements of our customers.

Today, Univar is stronger than ever. In 2010, the company generated sales of \$7.9 billion. We have over 170 facilities in North America, Europe, the Asia-Pacific region and Latin America, with additional sales offices in Eastern Europe, the Middle East and Africa. We service over 80,000 customers with industrial and specialty chemicals and employ approximately 7,600 people ready to serve customers with industry-leading capabilities.

WE SERVE ALL MAJOR INDUSTRIES & MARKETS

If you use commodity chemicals, specialty ingredients or both, then it is very likely that Univar already serves your industry with expert technical assistance and high-quality products.

We provide products and services for:

- Adhesives, caulks & sealants
- Agriculture
- Biofuels
- Chemical compounding
- Chemical manufacturing
- Colours
- Construction
- Electronics
- Energy
- Engineering & metal treatment
- Food & nutrition
- Forest products
- Hazardous & non-hazardous disposal services
- Household & industrial cleaning
- Lubrication & metalworking
- Paint, coatings & inks
- Personal care & cosmetics
- Pharmaceutical & nutraceutical
- Rubber & plastics
- Structural pest control
- Water & wastewater treatment

Food & nutrition



Water & wastewater treatment



Pharmaceutical & nutraceutical



WE OFFER THE INDUSTRY'S LARGEST PRODUCT LINE

Through long-standing relationships with the world's premier chemical producers, Univar offers every conceivable chemical for use in a wide range of industries and markets. Whether high-volume commodity chemicals or limited-use specialty ingredients, we can deliver the product, quantity, packaging and services you need.

WE HELP GROW YOUR BUSINESS WITH OUR EXPERTISE

As a specialist in the sales and marketing of a wide range of chemicals and ingredients, Univar creates value for its business partners. Our teams of technical, regulatory and market experts and specialist laboratories provide true value for our customers by developing new applications and formulations that can enhance their business, both in terms of product development and operational efficiency. Our suppliers benefit from an enlarged customer base as we complement and enhance their sales and marketing activities.



WE ARE A LEADER IN DISTRIBUTION

The timely delivery of products to more than 80,000 customers is impossible without a large, efficient distribution network. Univar has an expansive, technologically-advanced distribution infrastructure comprised of more than 170 distribution facilities that ship to over 100 countries across the world. In other words, our high quality products reach our customers wherever they are located, whenever they want them and in the manner they prefer.

WE HANDLE ACCOUNTS OF ALL SIZES

From small, one-time orders to large corporate accounts, Univar has tens of thousands of active customers with varying needs. We diligently serve them all. For those customers with multiple plants and centralized purchasing, we offer special capabilities such as a dedicated account manager (single point of contact), cost-reduction strategies, logistics and inventory management solutions and more.

WE FOCUS ON HEALTH, SAFETY, THE ENVIRONMENT & SUSTAINABILITY

As a world leader in chemical distribution, Univar requires a zealous commitment to safety by every member of our team. Univar is proud of its safety record, and we continue to place daily emphasis on our companywide Safety, Health and Environmental (SHE) policy so that safety remains a top priority for everyone. Besides being the right thing to do, our global SHE policy also is implicit recognition that safety, health and environmental care is absolutely essential to short- and long-term business sustainability. We actively seek to safeguard the health and welfare of our employees, customers, partners and the communities in which we operate.

OUR PEOPLE = VALUE

Univar has approximately 7,600 people committed to meeting every customer requirement.

Our team includes chemists and logistics professionals, market and product managers, field and inside sales professionals, customer service personnel, SHE specialists, truck drivers, warehouse personnel and environmental/regulatory managers. We're always ready to anticipate and fulfill your needs, solve problems and help create value for your business.



WE HAVE SPECIAL SERVICES & CAPABILITIES

In addition to the industry's broadest product range and distribution network, Univar offers a full complement of value-added services and capabilities to help fulfill every requirement.

Offering:

- Application development expertise
- Change management (North America)
- Corporate accounts program
- Custom blending
- Electronic data interchange
- Environmental & regulatory expertise
- Fee-for-service warehousing
- Food ingredient distribution
- Formulation assistance
- International sourcing
- Lot tracking and segregation
- Mini-Bulk
- Premix manufacturing
- REACH advice
- Repackaging
- Safety training
- Specialized laboratories for coatings, detergents, shampoo, food and personal care
- Storage & logistics
- Tank telemetry
- Third-party logistics
- Vegetation management (Canada)
- Vendor consolidation
- Vendor-managed inventory
- Waste management (ChemCare)
- Web-based order placement

Learn more about Univar

To find out more about us and our broad range of products and services, visit: www.univar.com or email us at: univar.marketing@univar.com



Univar World Headquarters
17425 NE Union Hill Road | Redmond, WA 98052, USA