

Expanding to Europe with ACAT

Presently, around 90% of Chemigate's net sales come from the Nordic countries and Russia. Next Chemigate wants to enlarge its Raifix and Raisabond business territory to cover the entire Europe. As Chemigate cannot succeed alone in this undertaking, it has chosen an acknowledged and respected partner: ACAT.

ACAT is a distributor specializing in chemical products used for example in the paper industry. Founded in 1994, ACAT is today a well-known company which chooses carefully the products it represents. Chemigate and ACAT are now entering into a contract for the distribution of Chemigate's products around Europe.

— Since the beginning, our main aim has been to offer products and technologies of a high technical standard to the market. We do this in deep cooperation with our customers offering them a high service level via our highly skilled and experienced team of paper technologists, states Manfred Zabl, Managing Director of ACAT.

A shared background encourages trust in Chemigate

ACAT has recently undergone a major international expansion and recruited many people with a background at Ciba, the former owner of the Chemigate business.

— We therefore know the Raisabond and Raifix product portfolio very well. Knowing and trusting the Chemigate personnel because of our shared background also helped us make the decision to start the delivery of Chemigate's products, explains Howard Johnston, ACAT's Global Sales Manager.

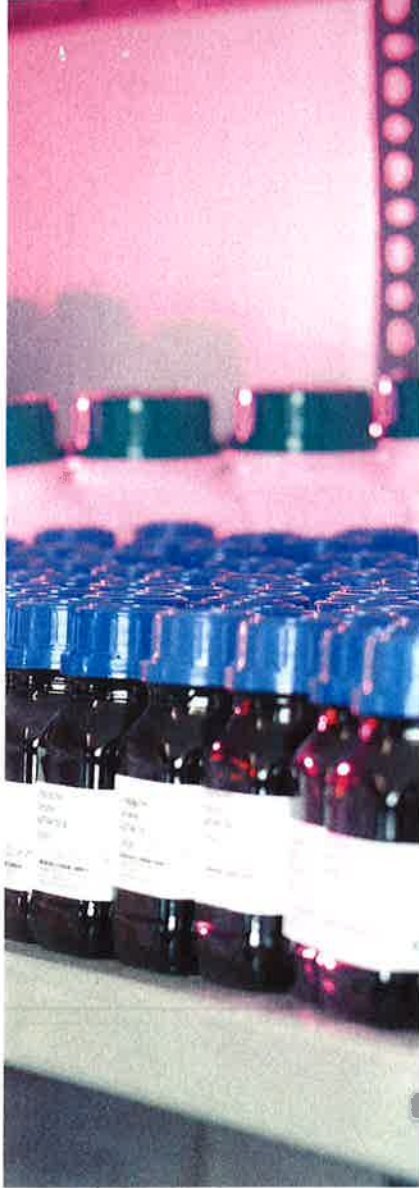
Mr. Johnston believes that ACAT can open many new doors for Chemigate.

— We are very well connected to our market. High competency together with customer intimacy leads us to long-term supply and secure customer relations, he states.

Chemigate's products also fit well into the ACAT product portfolio. Mr. Johnston expects ACAT to be able to grow and develop the business for more environmentally sensitive products and applications, as well as offer alternatives to oil-based products.

Mr. Zabl agrees with him.

— We want to continue to bring more and more innovative



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technologies to the market in order to optimize the processes in many aspects. With Chemigate we will have a partner of similar nature and philosophy and with wide research and development skills which enables us to gain a new generation of wet end chemistry, based on customers' demands, says Mr. Zabl.

Mr. Zabl believes in very fruitful future cooperation of the companies and expects many new developments on a high technical level.

An overview of ACAT's background

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— We invest the most important capital into our customers' enterprises: innovation, experience, enthusiasm and the eagerness with which our employees work. We could not be such a good partner for our customers and suppliers over the course

of challenging projects without these factors. The security of applications' added value could hardly be warranted without continuity in terms of servicing ongoing projects, Mr. Johnston continues.

All ACAT group enterprises are owned by Applied Chemicals International plc Basel/Switzerland at 100 %. Applied Chemicals International is one of the few independent and private firms in the field of chemical trade and services in Europe. ■



Applied Chemicals Anwendungstechnik
Technical Service is our Success

- ACAT was founded in 1994
- ACAT's five subsidiaries are based in Vienna, Basel, Budapest, Milan and Bradford
- ACAT is represented in Germany, France, Netherlands, Spain, Russia, Sweden, Norway, South Africa and entire Asia
- the company has around 90 employees
- company net sales amount to EUR 40 million