

POLYORGANIC TECNOLOGIA LTDA

Organization, Facilities, Capabilities & Demands

Elton I Oliveira – Chemical Engineer - Technical Sales Representative

Mauro Majerowicz – Chemical Engineer & Chemist - Director

About us...



Polyorganic is a company specialized in commercializing, distributing and, through its own technology, processing a large range of last generation special chemical products by outsourced companies. We obtained our ISO 9001:2000 in 2003 and we offer better products and services to our clients with the objective of contributing to sustainability by means of ecologically correct solutions.

Founded in April 1993, for 16 years we have established solid and productive partnerships with our clients and we offer efficient and modern solutions, as well as the strong experience and technical competence of our staff.

We work with products of unquestionable quality developed by the largest multinational companies in the raw material sector such as Lanxess, Akzo Nobel, Rhodia and ICL, worldwide leader in flame retardants based on Phosphorous chemistry. New partners and products are developed day by day. The market and our partners are informed through our staff, communication tools such as Polyorganic On-Line, E-Mail Marketing and the most up to date tools with the major aim of attending you promptly.

Currently, our line of products has a very important focus in the preventive protection of your finished product, thus avoiding the several problems that may occur. We cite as an example the inhibition of the growth of microorganisms with the usage of last generation micro biocides, which enables your company to more safely guarantee its product. The protection of non-ferrous metals by means of special anti-corrosive products and the intervention in the burning process with flame retardants for the most diverse areas, such as polyurethanes, plastics, resins and other applications.

The main launches of our company are extensively evaluated for the reduction in the environmental impact where we search to develop ecologically correct product and with high biodegradability.

We thank you for your interest in knowing our company and we are at your disposal to help you in your needs and current and future objectives.

Mission...



Be innovative and directly focused on Market finding alternatives in terms of products and services to attend the unmet needs of our customers and providing information, application and technical sales.

Structure and Facilities...

INTERNAL

Technical Department

- Technical Sales
- Technical Support
- Introduce new partners and new products

Internal Sales Department

- Customer Sales Support
- Follow up - Clients
- Phone / Internet Sales

Supply Chain

- Product Storage Control
- Customer Demand Studies

Financial Department

- Customers check-up
- Credits and Facilities for new customers

Quality Control

- Audits, complains
- Devolutions, NC's

EXTERNAL

Storage

- Supply chain support
- Quality about packets and products

Foreign Commercial

- Support in importation
- Support about external market

Security and Environmental

- Emergency Support
- Security Support

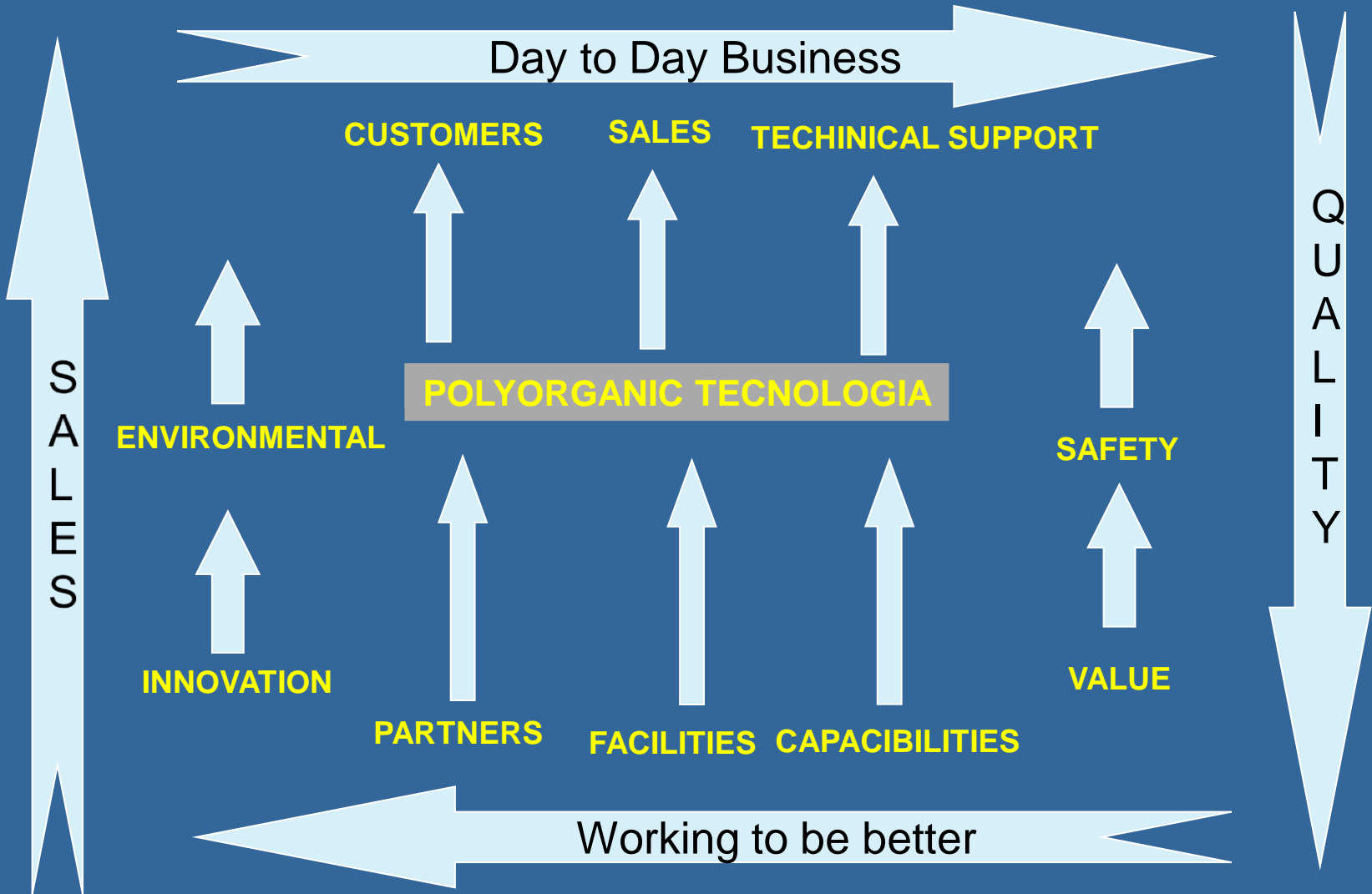
Production and Lab

- Produce Polyorganic's range products.
- Give us analisys support and lab phase support
- Developments

Market and IT

- Internet web site facilities
- Polyorganic IT facilities

Sales in focus...



Main Partners...



ICL – SUPRESTA



LANXESS

TH WATER



WOLLNER FRANCE

ERTEX – ERCA



RHODIA



AKZO NOBEL

QUIMICOS ESSIOD



Main Markets...

Household

Detergents

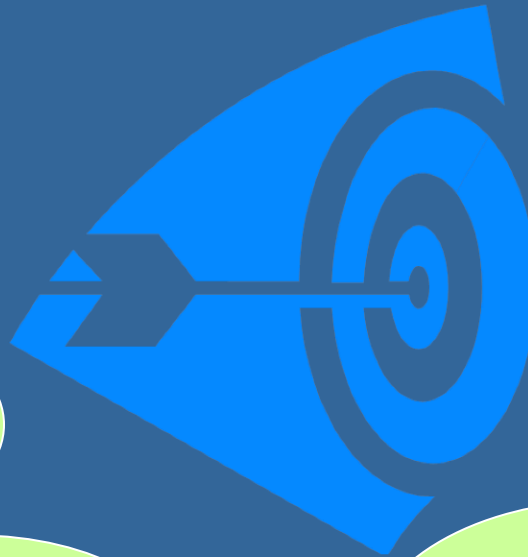
Water Treatment

Construction
Chemical

Sugar & Alcohol

Auto Care

PU Foam



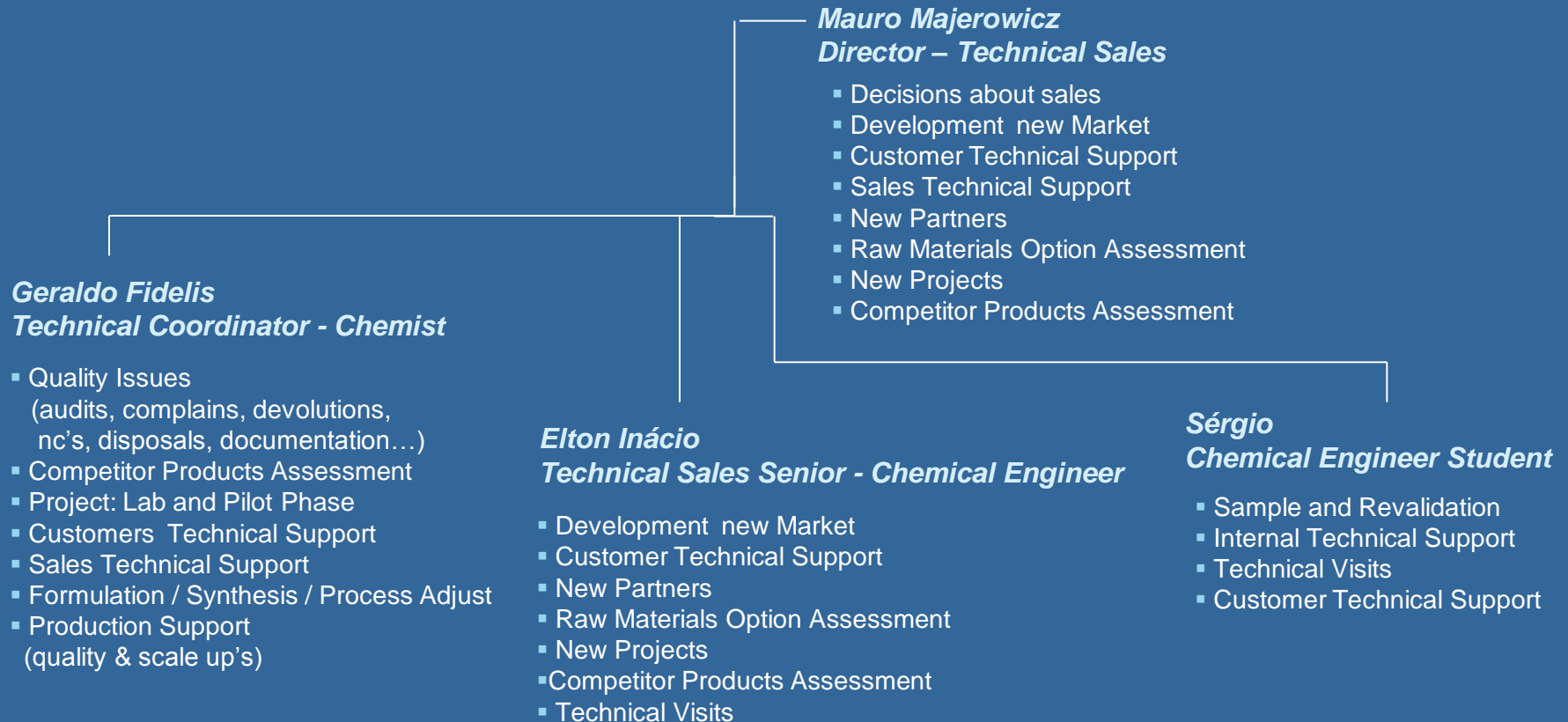
Mains Products...

PRODUCTS	INDUSTRY	RANGE
■ Plasticizer for Floor Polishes	Detergents and Cleaners	POLYFLEX TBEP
■ Dispersing Agents	W.Treatment	POLYDISPERSE
■ Quelating Agents	D&C / C.Industry	EDTA / DTPA
■ Detergents	D&C / I&I	POLY TA
■ Biocides	D&C / Industry	POLYBAC / PREVENTOL
■ Corrosion Inibihitor	Automotive/W.T.	POLY BZT / POLY MBT / POLY OX
■ Anti-foam / Plasticizer	Construction	TIBP / PHOSFLEX 4
■ Flamme Retardant	Foam Insdustry	FYROL
■ Biocides	Sugar / Alcohol / Oilfield	D1611 / D2808
■ Co-Builders	D&C	NABION
■ Softners	D&C	FENTACARE

Available Resources...



Polyorganic Technical Support Structure Roles & Responsibilities...



Polyorganic in numbers...



Employees Directly = 13 (all graduates)

External Technical Representative = 5

Sales Volume = approx. 1800 tsd kg/y



THANKS!!!!!!!!!!!!!!!

OBRIGADO!!!!!!!!!!!!!!!



**ELTON I OLIVEIRA – TECHNICAL SALES
POLYORGANIC TECNOLOGIA – TECHNICAL DEPT.**

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