



ROYAL CHEMICAL

blended → packaged → delivered = solutions



SOCMA Show – Nashville 2025
Nick La Magna

THE ROYAL CHEMICAL STORY

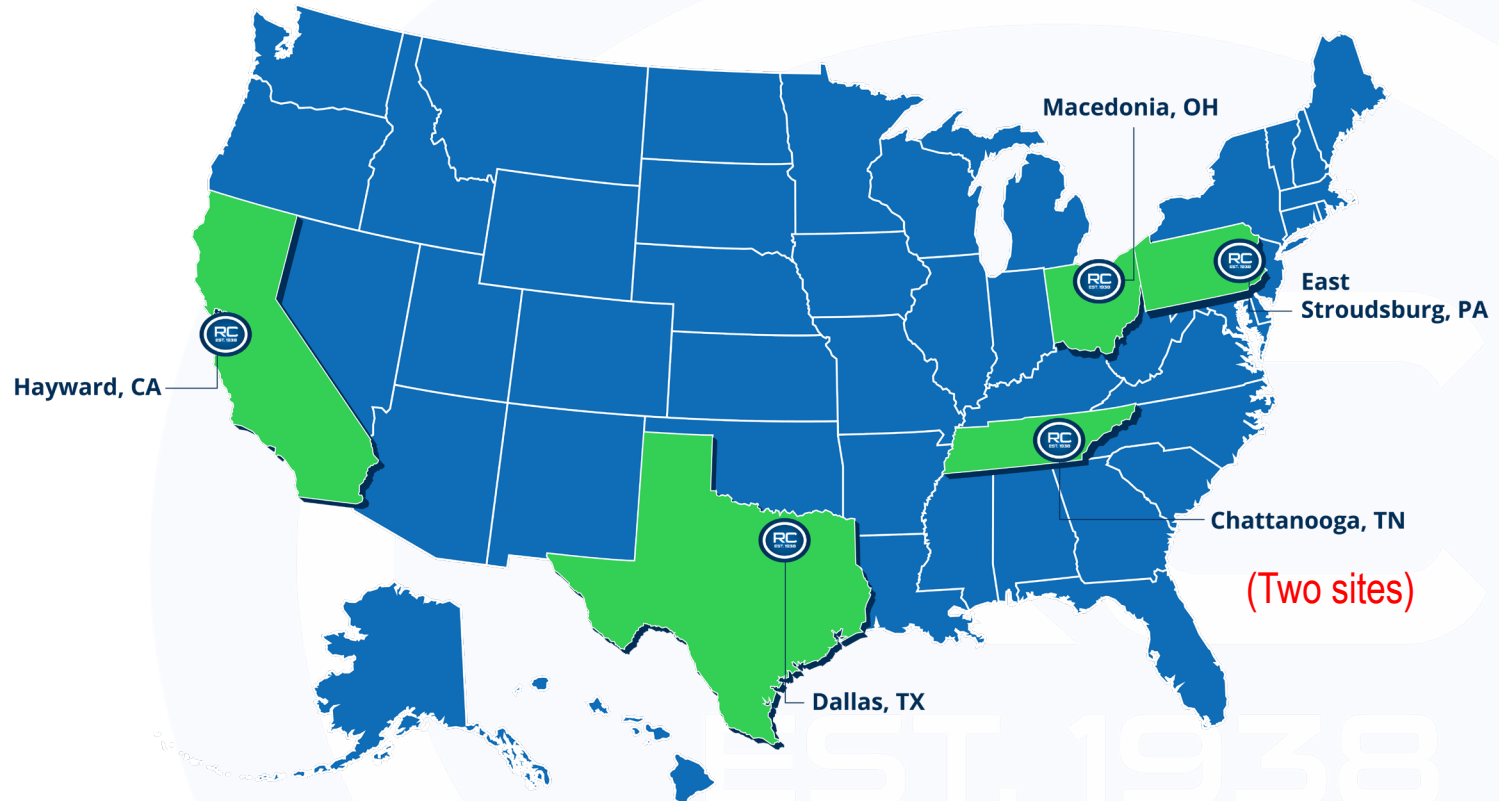
- **Founded in 1938 in Cleveland, OH**
- **Part of Chemical Services Group**



EST. 1938



FACILITY LOCATIONS



LIQUID PRODUCTION

- Water-based blends ranging from acidic to alkaline materials
- Specialty products such as water-based or water-soluble sanitizers, disinfectants, germicides, pesticides, herbicides and adjuvants
- Water-soluble organic blends of ethoxylated, sulfonated surfactants, glycol ethers, etc
- Various packaging options
- Rail inbound capability in OH & PA



EST. 1938

POWDER PRODUCTION

- Blend and package water soluble inorganic powders, caustic soda beads, soda ash, etc
- Dry blends wetted with surfactants or de-dusting agents via spray bars
- Repack water-soluble dry powders
- Various packaging options
- Rail inbound capability in OH



EST. 1938



THE STRENGTH OF ROYAL CHEMICAL

Whether your business is big or small, or somewhere in between, choosing a contract manufacturer is a complex business decision.

Why choose Royal Chemical?

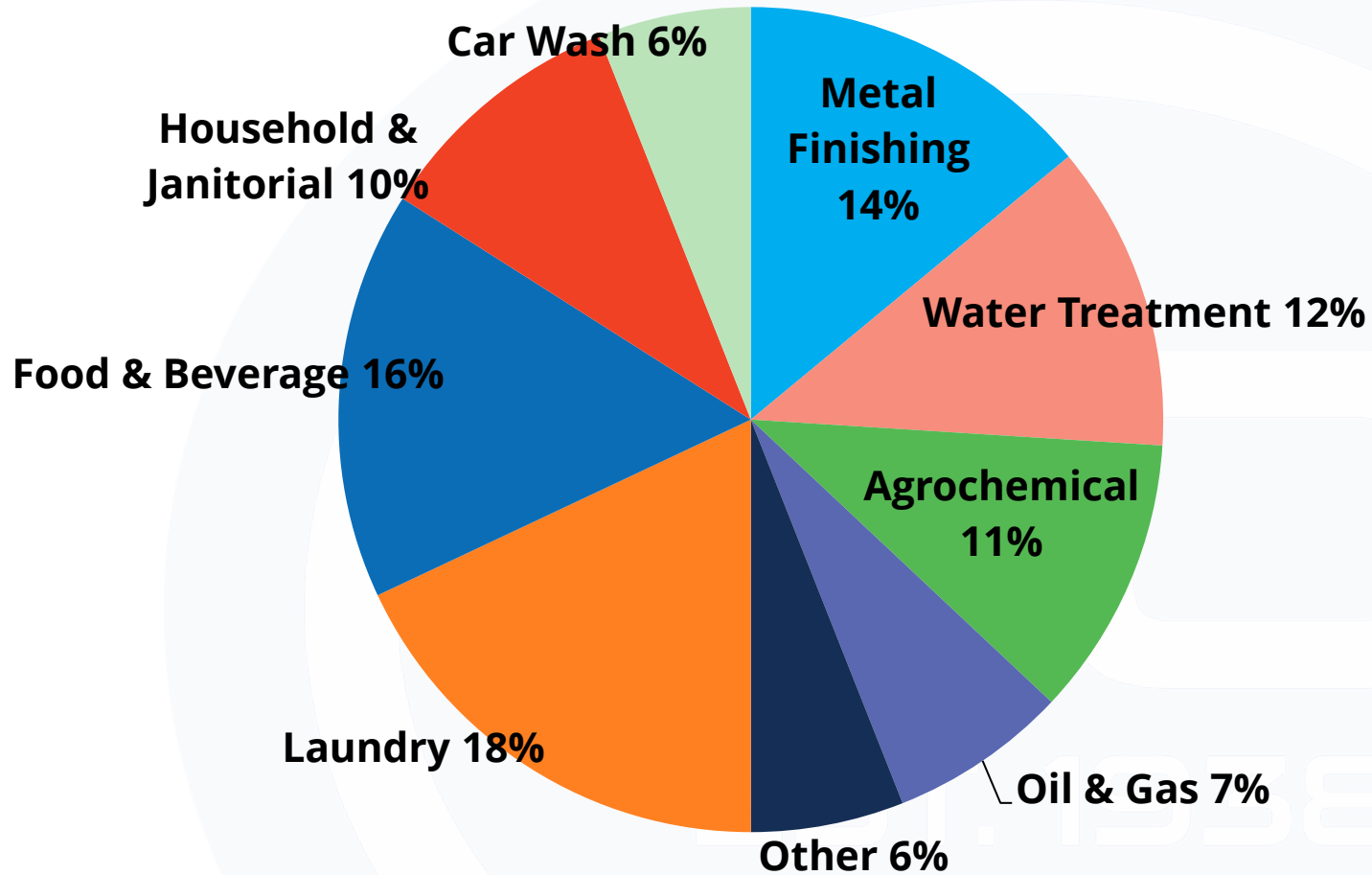
SIZE AND VOLUME Royal Chemical's six facilities offer 500 million pounds of plant capacity and 500,000 square feet of manufacturing and warehousing space.

EXCEPTIONAL LOGISTICS Our six locations give Royal Chemical customers the ability to get their products to market quickly and economically by optimizing transportation costs.

JUST IN TIME We offer a 10 day lead time on pails and larger packages, and 30 days for bottling.

LIQUID AND DRY BLENDING All manufacturing sites offer liquid compounding and one site offers dry blending.

PRIMARY MARKETS



RESPONSIBLE MANUFACTURER

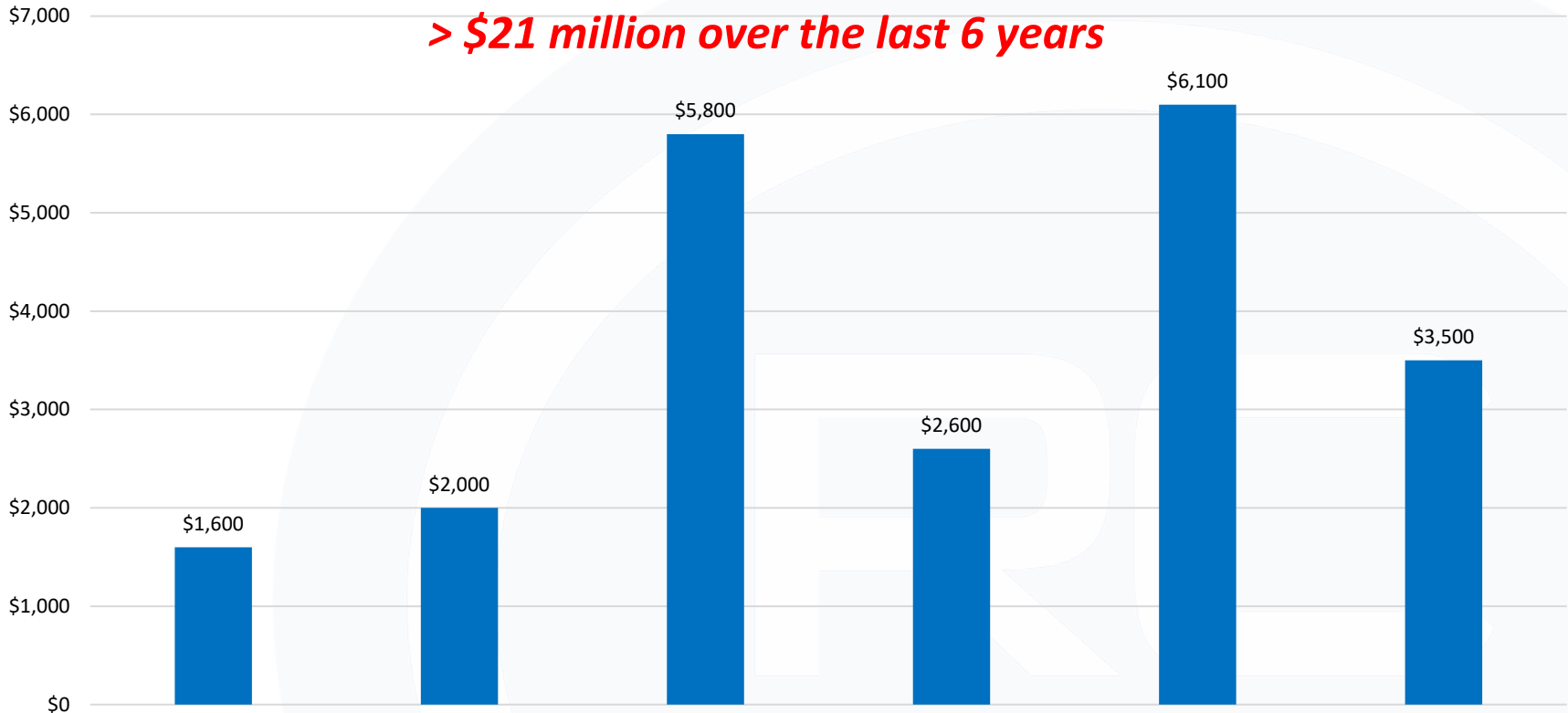


We're committed to producing *your* quality product that *meets or exceeds* all safety and environmental standards.

- Quality Assurance matched to exact customer requirements
- Certified ISO 9001
- US EPA, UL, FDA
- Employ Lean Manufacturing Processes and Techniques
- NSF, c-GMP, Halal and Kosher Manufacturing Environment
- Fiscally responsible

ROYAL CHEMICAL INVESTMENTS

> \$21 million over the last 6 years



- Future Growth
- Focus on improved efficiencies/Lean Mfg
- Environmental Health & Safety Improvements

Last 36 months

PA

- DSC for production upgrades and quality control
- In-line flammable bottling



OH

- New Corporate offices
- Two high speed powder packaging lines
- Bulk (un)loading upgrades
- Warehouse push-back rack systems
- 3rd liquid bottling line



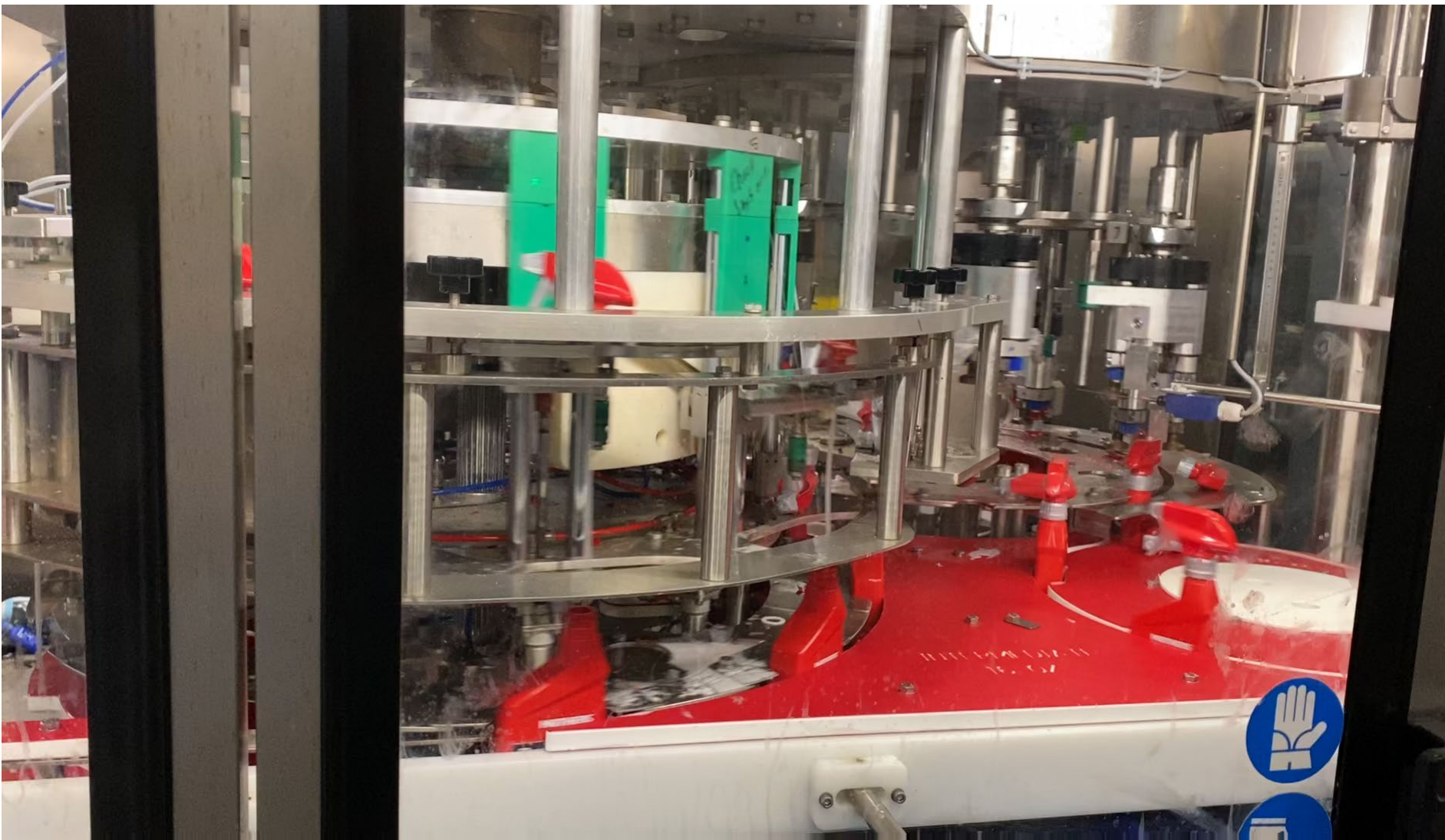
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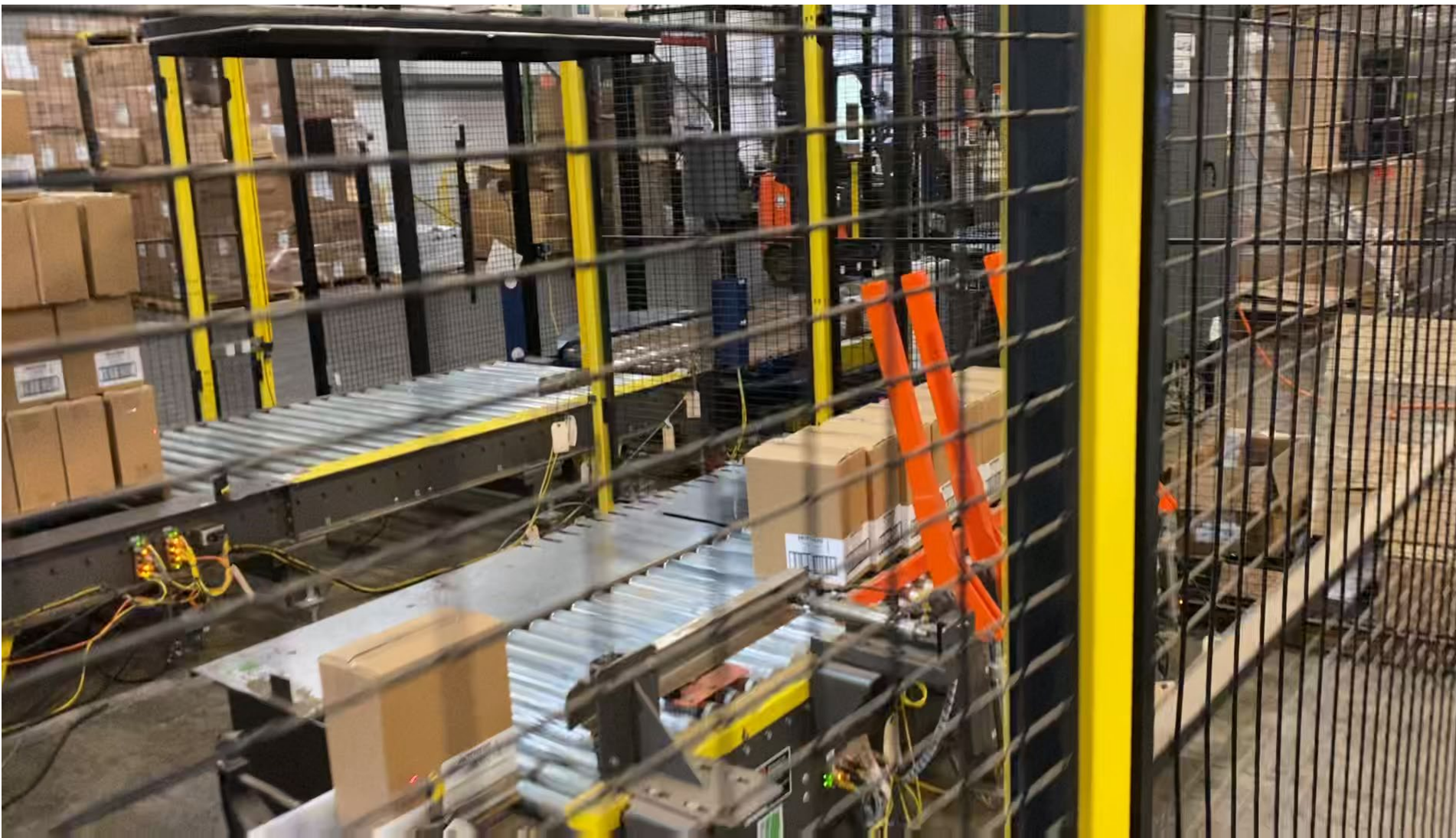
- New warehouse
- High speed rotary bottle filling lines, case packer, robotic palletizer and wrapping

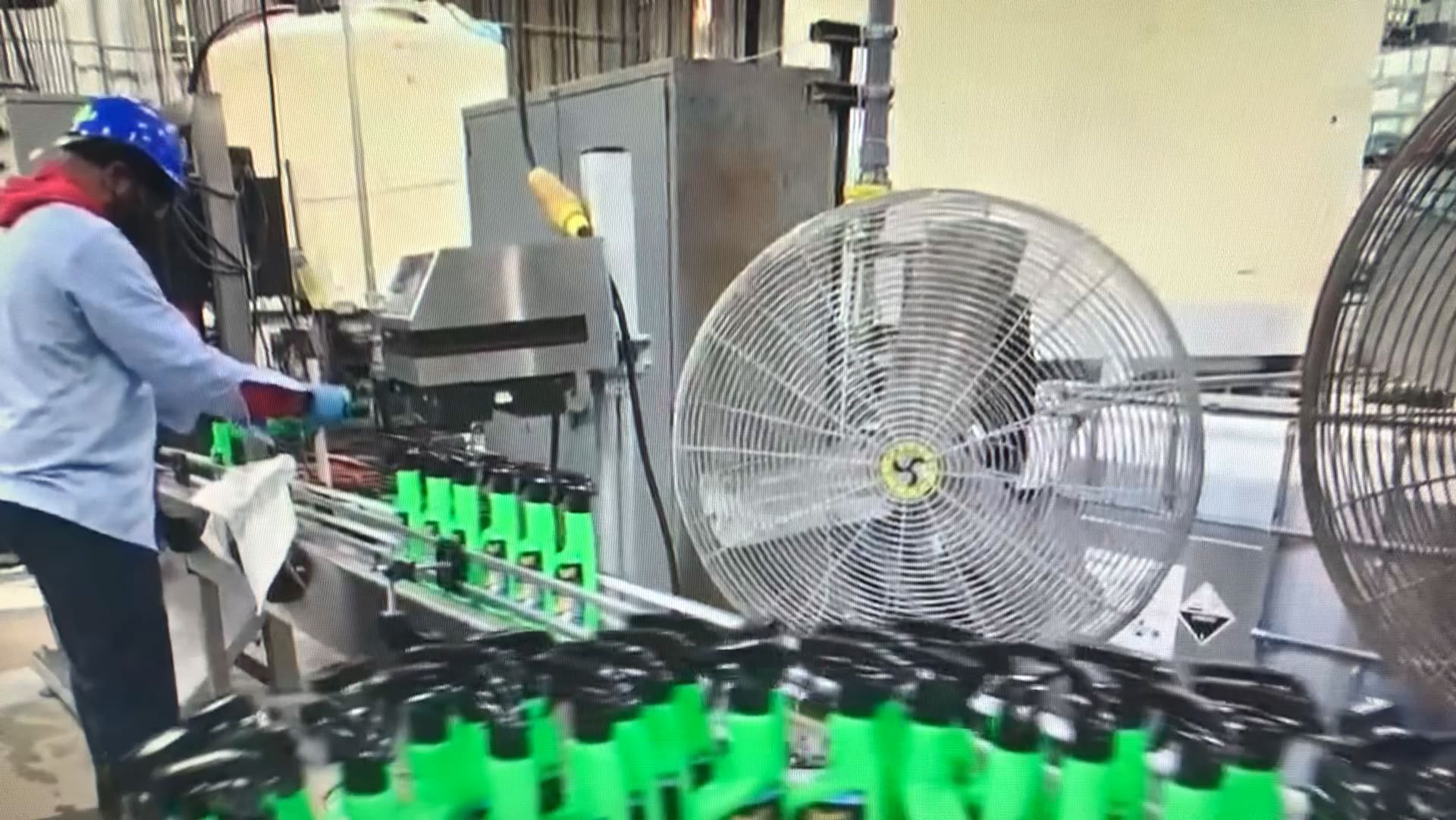
All Plants

- Whse Mgt systems- barcoding, lot traceability
- Electronic tracking system for shipments









WHAT ARE THE ADVANTAGES ROYAL CHEMICAL OFFERS?



87 years of liquid and dry/powder manufacturing experience



Reduced shipping cost and speed to market
- Plants close to end users
- Same day shipping for repeat blends



Confidentiality – protecting over 4,000 formulations for Fortune 500 companies



Proven record of human and environmental safety



>90% on-time shipment



ISO 9001 and other certifications



CM-Customer Relationship

- NDA/CDA
- IP document flow
- Communications
- Scope of project
- Formulas
- SDS
- Raw material specs
- Packaging specs
- QC specs
- Labeling
- Batch retains
- COA
- Wastewater
- Pre-production audit
- Inventory mgt
- Lead times
- Lab capability
- Sourcing
- Current pricing
- Approved suppliers
- Best practices
- Cost sharing
- Working capital
- New equipment/capital investment
- Batch/lot coding
- Net weights
- Blind shipments
- Pallets
- Material incompatibilities
- Invoicing
- Credit
- Logistics
- Safety record
- Order fulfillment

THANK YOU!

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