

*Family owned for more than a century.*



# SIP Company Overview

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- Headquartered in Mayfield Heights, Ohio
  - Primary manufacturing facility in Hebron, Ohio
- Founded in 1911, owned by family members
  - CEO Seth Uhrman 4<sup>th</sup> generation family leadership
  - Actively focused on growing the company
- 650 Employees across United States, Canada, Puerto Rico

# State Industrial Divisions

			
400 Field Account Managers	50 Inside Sales Representatives	80 Field Sales & Service Reps	120 Operations Personnel
Industrial & Commercial	Small Business	Restaurant & Institutional	Specialty Chemical Sellers
I&I Chemicals	Commercial Fragrance & Deodorizers	Warewash, Laundry, Housekeeping Chemicals	Blended Chemicals
United States Canada Puerto Rico	United States	Eastern United States	North America

# Highlights

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- 2017, 2018, 2023, 2024 Safer Choice U.S. EPA Partner of the Year
- 15 time Northcoast 99 Award Winner
  - Top employer in Northeast Ohio
- Consistent ISO 9001 and ISO 14000 certifications
- SAP technical infrastructure since 1998

# Facilities Owned

- Headquarters – Mayfield Heights, OH
  - 3 story class A office space, 80,000 sf
  - Acquired in 2012
- Primary Manufacturing – Hebron, OH
  - Acquired 2009, 200,000 sf
- Secondary Manufacturing, Tulsa, OK
  - Built 1995, 40,000 sf
- Call center, Phoenix, AZ
  - Built 1983
  - 2 story class B office space, 40,000 sf



# Operations Network



93% of population coverage

# Hebron Manufacturing and Distribution

- 105 employees operating 24/5
- 200,000 square feet
- 2,500 truckloads shipped per year
- 240,000 packages shipped per year
- Over 100,000 orders shipped per year



# Safety Focus

- Employee led Safety committees
- Recent Improvements for Safety
  - Tornado Shelter
  - Circulation Fans
  - Fire Alarm system
  - Sprinkler system
  - Electrical Arc Flash program
  - Upgraded High Bay lighting
  - Fire Pump Generator
  - Increased Facility Security
  - Lift/lower assistance





# Our Capabilities

## Blending and Mixing

- Liquid blending with jacketed tanks from 200 to 12,000 gallons
- Liquid bleach blending systems
- Dry powder blending
- Solids blending
- Large or Small Production Runs
- Pilot Batching



# Our Capabilities

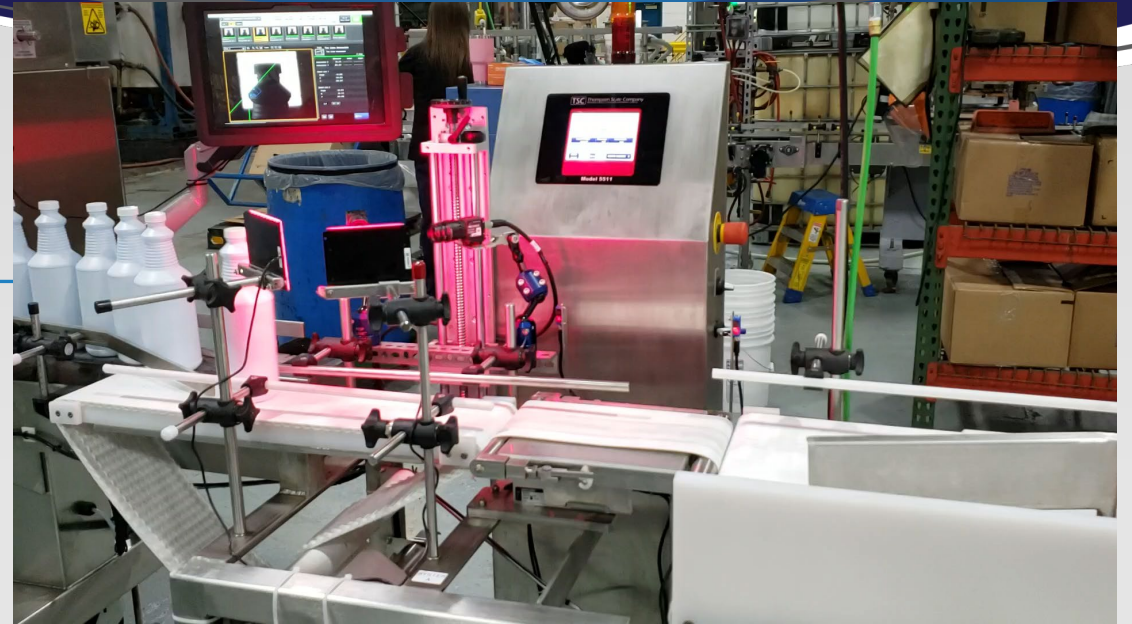
## Primary & Secondary Packaging

- Bottle Filling
- Pail Filling
- Drum Filling
- Bulk Tank Truck Filling
- Rail Car Filling
- Bag-in-Box Filling
- Trans-loading Services
- Kitting/Assembly
- EPA regulated products



# Quality Focused

- In-house testing laboratory
  - 2 PhD Chemists
  - 2 QC Managers
  - 4 R&D Chemists
  - 4 Manufacturing Chemists
  - 1 Corporate Microbiologist
  - 1 Regulatory Affairs specialist
  - Check weighing and vision technologies to ensure we get every piece exactly the way you want it



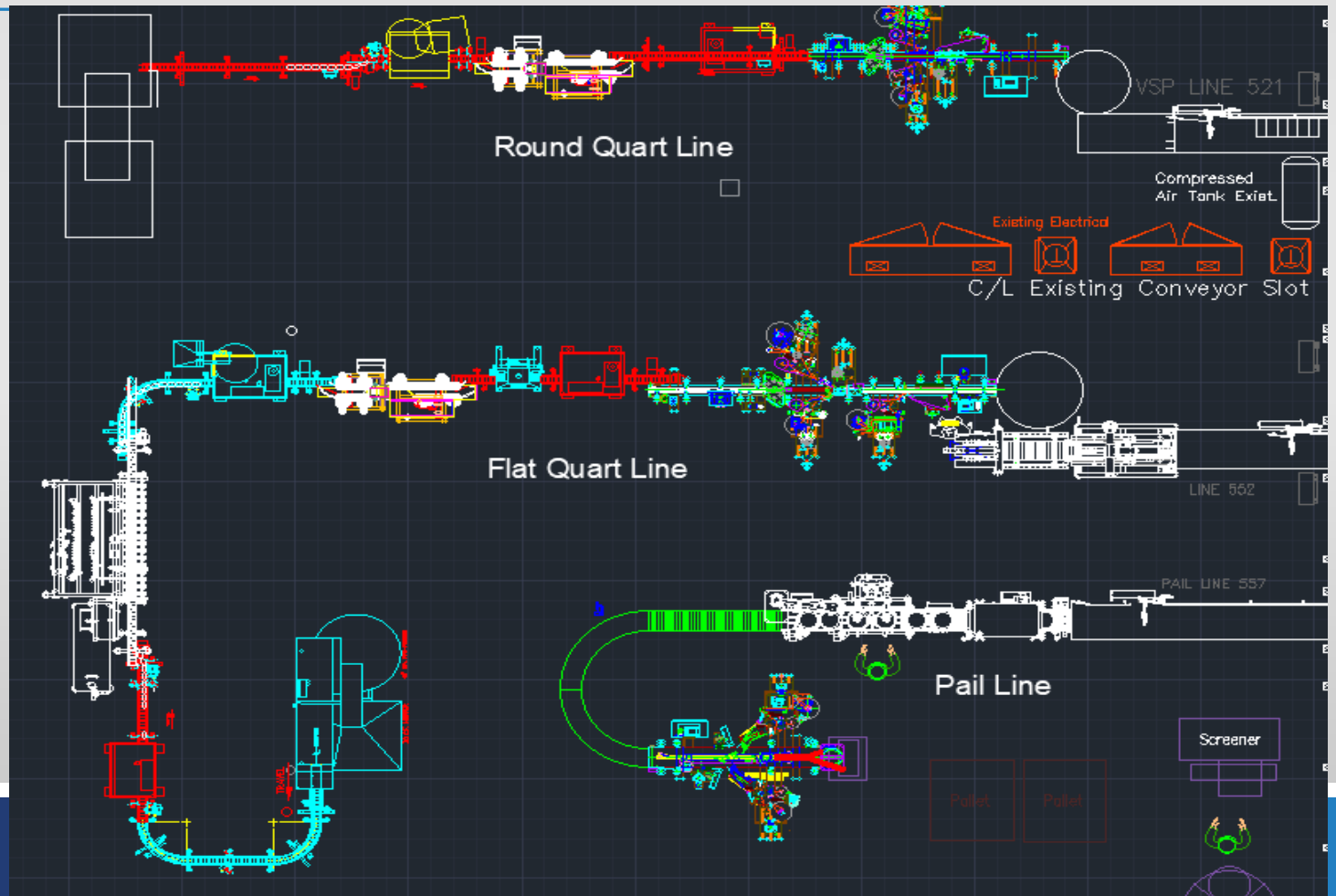
# Compliance and Control

- ISO 9001:2015
- ISO 14001:2015
- GMP cosmetic certified
- EPA Registered
- Kosher, Halaal, Biopreferred Certified
- Safer Choice, Green Seal, NSF,
- EcoLogo Certified
- Lean, 5S, GMP FDA and Six Sigma Trained



# Engineering and Design

- In-house staff
  - 7 engineers
    - Chemical
    - Mechanical
    - Industrial
    - Packaging
  - 6 multicraft-maintenance technicians



# Research and Development

- In-House Formulation Development with expertise in:
  - EPA Registered Products, Solvent Based Products, Pesticides and “Green” formulations
  - Industrial & Institutional Cleaning Chemicals, Wax Formulations, Hand Cleaners, Air Care Products, Bleach Products,
- In-House Regulatory group:
  - OSHA, EPA, FDA, Green Seal, and ISO Registrars



# Infrastructure and Logistics

- Component Sourcing & Purchasing
- Inventory Management & Warehousing
- Shipping & Fulfillment – 93% of pop within 2 days
  - ✓ LTL/FTL/Small Package
  - ✓ International – Container/Air
  - ✓ Discounted Rates – UPS, Fed Ex
    - XPO & Many Other Carriers
- Dangerous Goods
- Established Distribution Networks throughout North America
- EDI Capabilities



# The Future - Newest Small Bottle Line





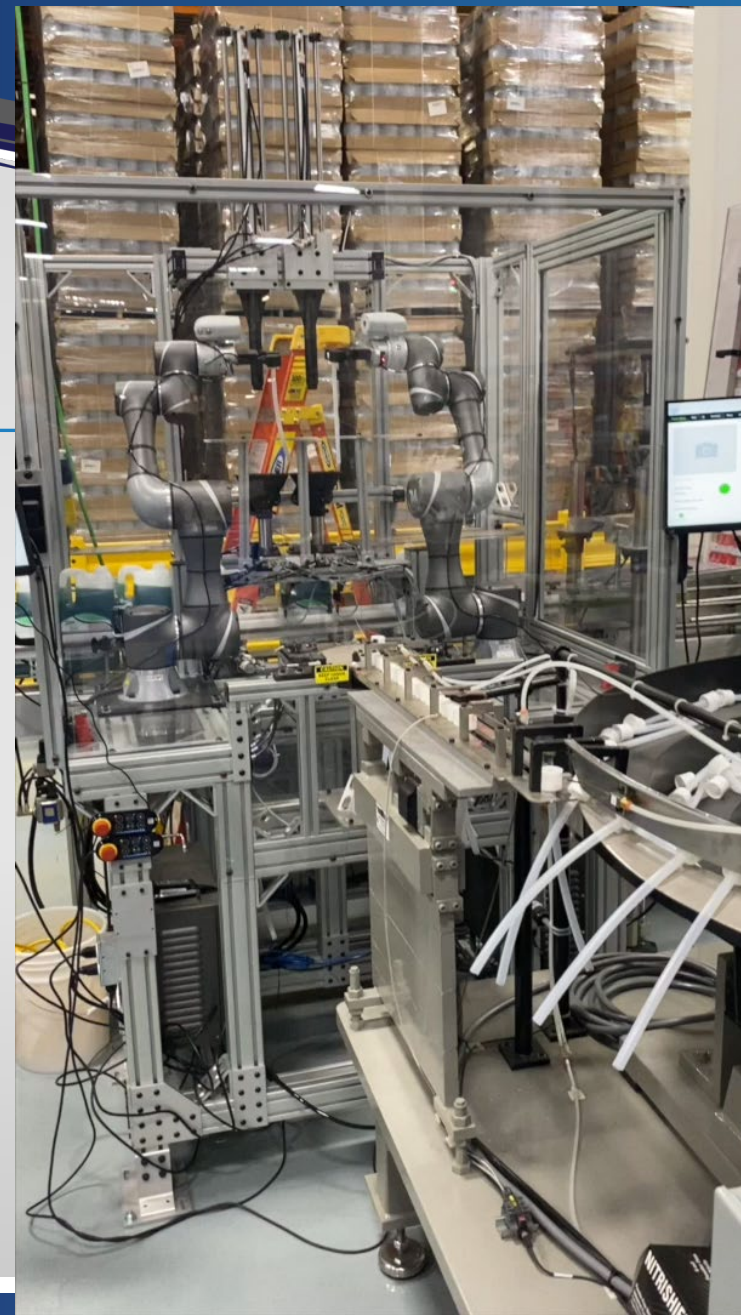
# Robotic Bottle Loader



# Product Filling



# Straw Insertion



# Straw Insertion



# Case Packing



# Palletizing



# Our Capabilities at State



# What **SCM** can do for you

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- Develop your formulations
- Prepare and file your regulatory work
- Design your labels
- Source your raw materials and components
- Blend and package your products
- Inventory and ship your customer orders direct to your customer



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