



ROYAL CHEMICAL

blended → packaged → delivered = solutions



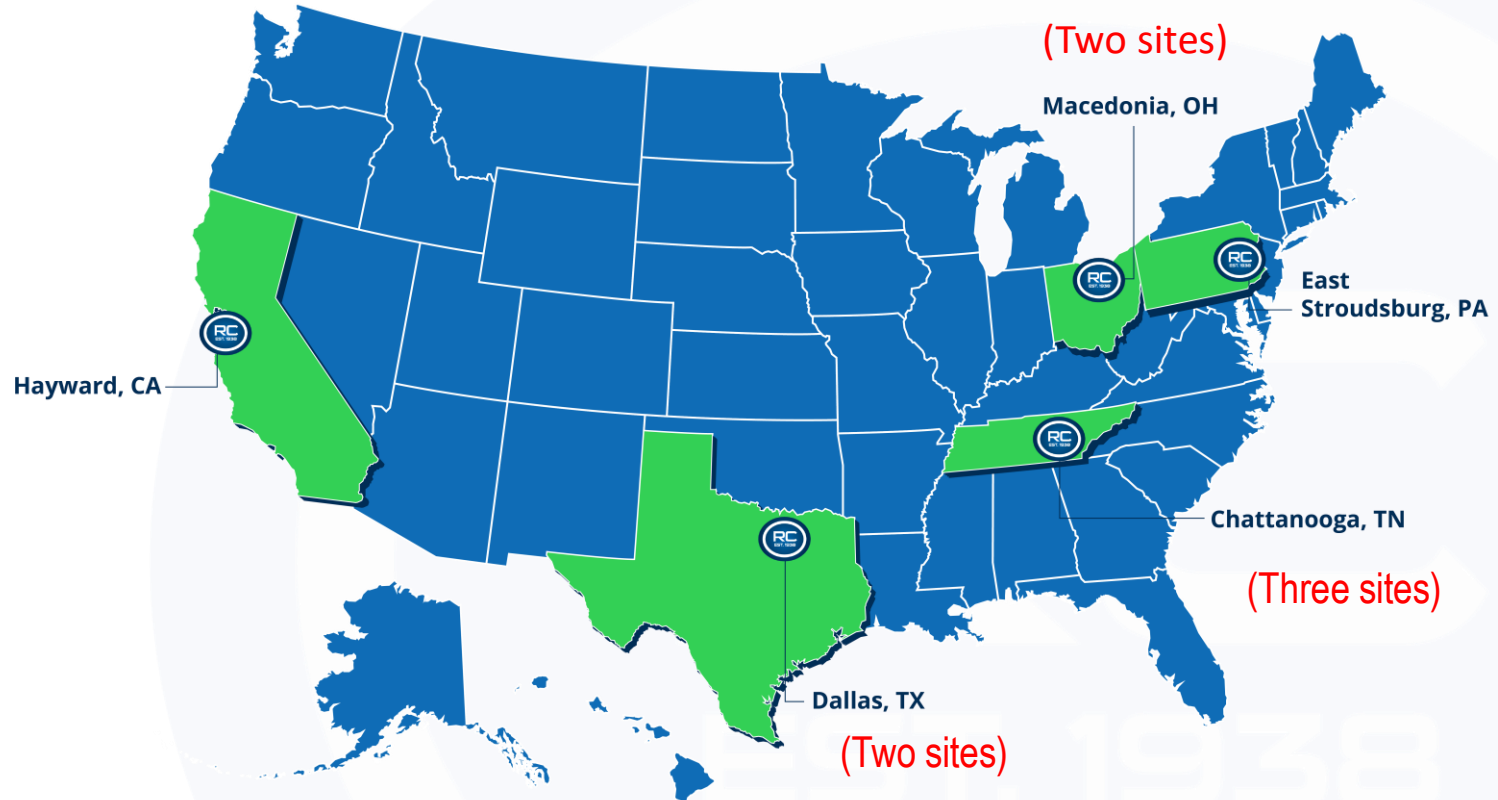
SOCMA Show – Nashville 2024
Nick La Magna

THE ROYAL CHEMICAL STORY

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



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



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?

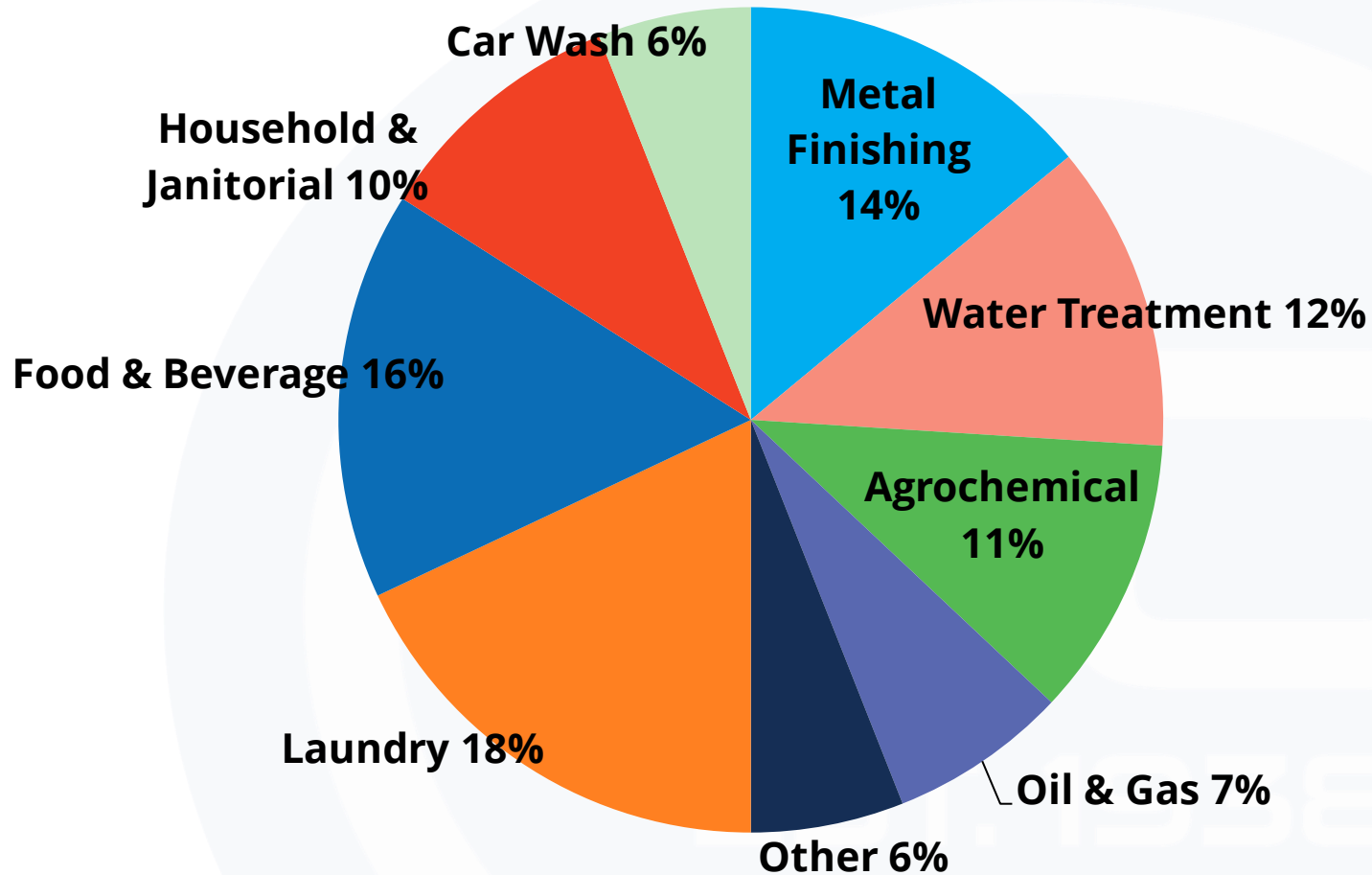
SIZE AND VOLUME Royal Chemical's nine facilities offer 500 million pounds of plant capacity and 600,000 square feet of manufacturing and warehousing space.

EXCEPTIONAL LOGISTICS Our nine 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

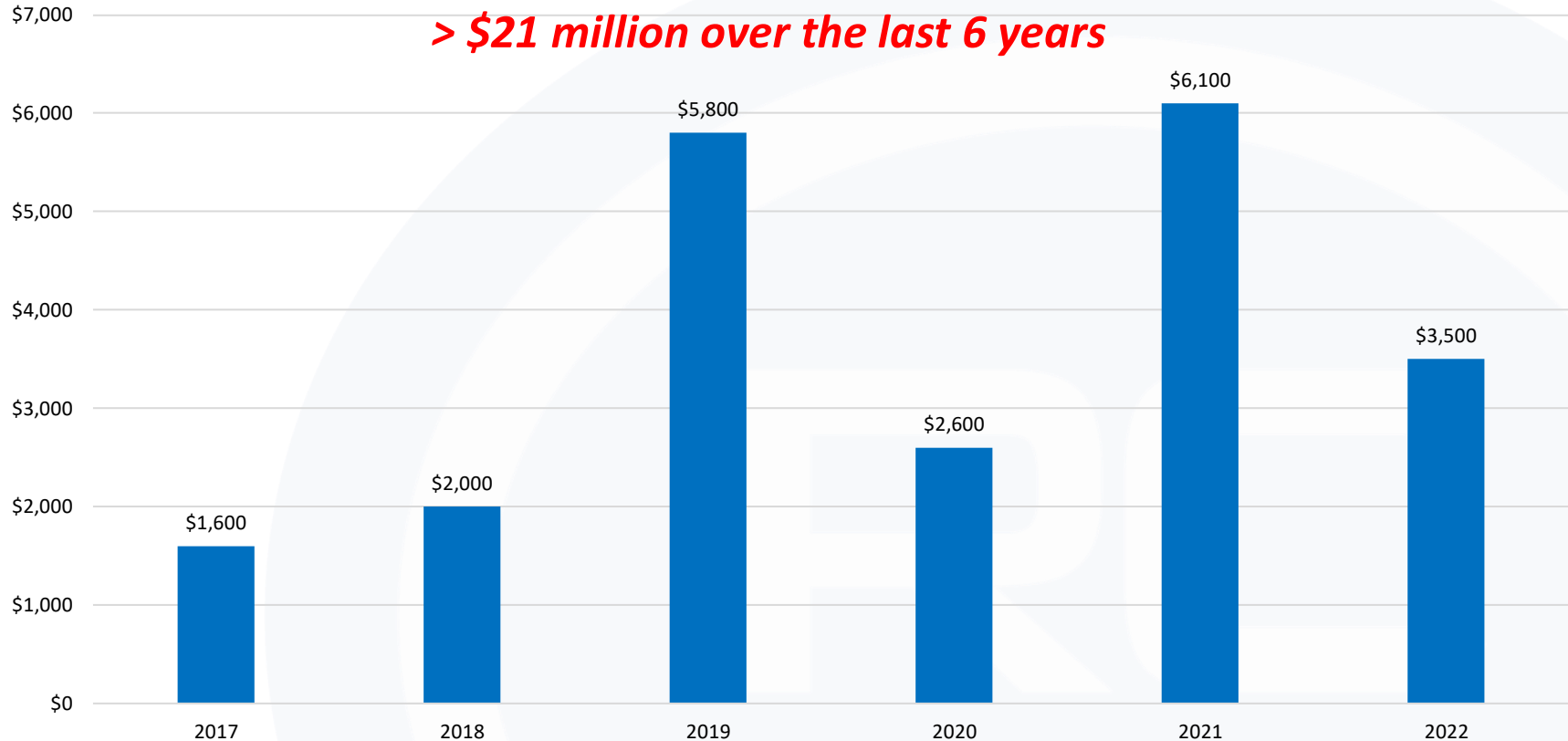


We're committed to producing *your* quality product that *meets or exceeds* all safety and environmental standards.

- 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



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

Last 24 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



TN

- New warehouses
- 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

Royal Chemical Bottling Capabilities Overview

Plant	Timing	Description	Type	# Heads	Maximum Bottle Size	Maximum Viscosity	Annual Large Bottles per Shift	Annual Small Bottles per Shift	
PA	Now	Servo metering pump inline filler, Class-1 Div-1 for flammables	Inline	8	2.5 Gallon	50,000 cps	3,150,000	2,450,000	
PA	Jan-22	Volumetric rotary filler	Rotary	16	1 Gallon	18,000 cps	4,200,000	3,150,000	Conjoined
PA	Now	Timed gravity filler	Inline	8	2.5 Gallon	2,000 cps			
PA	Jan-22	Positive displacement rotary filler	Rotary	12	16 oz	18,000 cps	4,200,000		Conjoined
PA	Now	Piston Filler	Inline	6	1 Gallon	25,000 cps		840,000	
TN	Jan-22	Servo metering pump inline filler	Inline	8	2.5 Gallon	50,000 cps	3,150,000	2,450,000	
TN	Jan-22	Volumetric rotary filler	Rotary	16	1 Gallon	2,000 cps	4,200,000	3,150,000	
TN	Feb-22	Fill by weight rotary filler, trigger inserter, unscrambler/orienter, zero downtime labeler, case packer, robotic palletizer & wrapper	Rotary	18	1 Gallon	50,000 cps	7,700,000	5,600,000	
TN	Jan-22	Inline piston filler	Inline	6	2.5 Gallon	25,000 cps	1,260,000	560,000	
OH	Jan-22	Volumetric rotary filler	Rotary	16	1 Gallon	18,000 cps	4,200,000	3,150,000	Conjoined
OH	Now	Timed gravity filler	Inline	10	2.5 Gallon	2,000 cps			
OH	Now	Timed gravity filler w/diving heads	Inline	10	2.5 Gallon	1,500 cps	1,400,000	840,000	
OH	Now	Timed gravity filler all poly construction (for bleach)	Inline	6	2.5 Gallon	2,000 cps	1,400,000	840,000	Conjoined
OH	Now	Timed gravity filler - dedicated to OMRI organic	Inline	6	2.5 Gallon	2,000 cps			
Total Annual Capacity =====>							34,860,000	23,030,000	

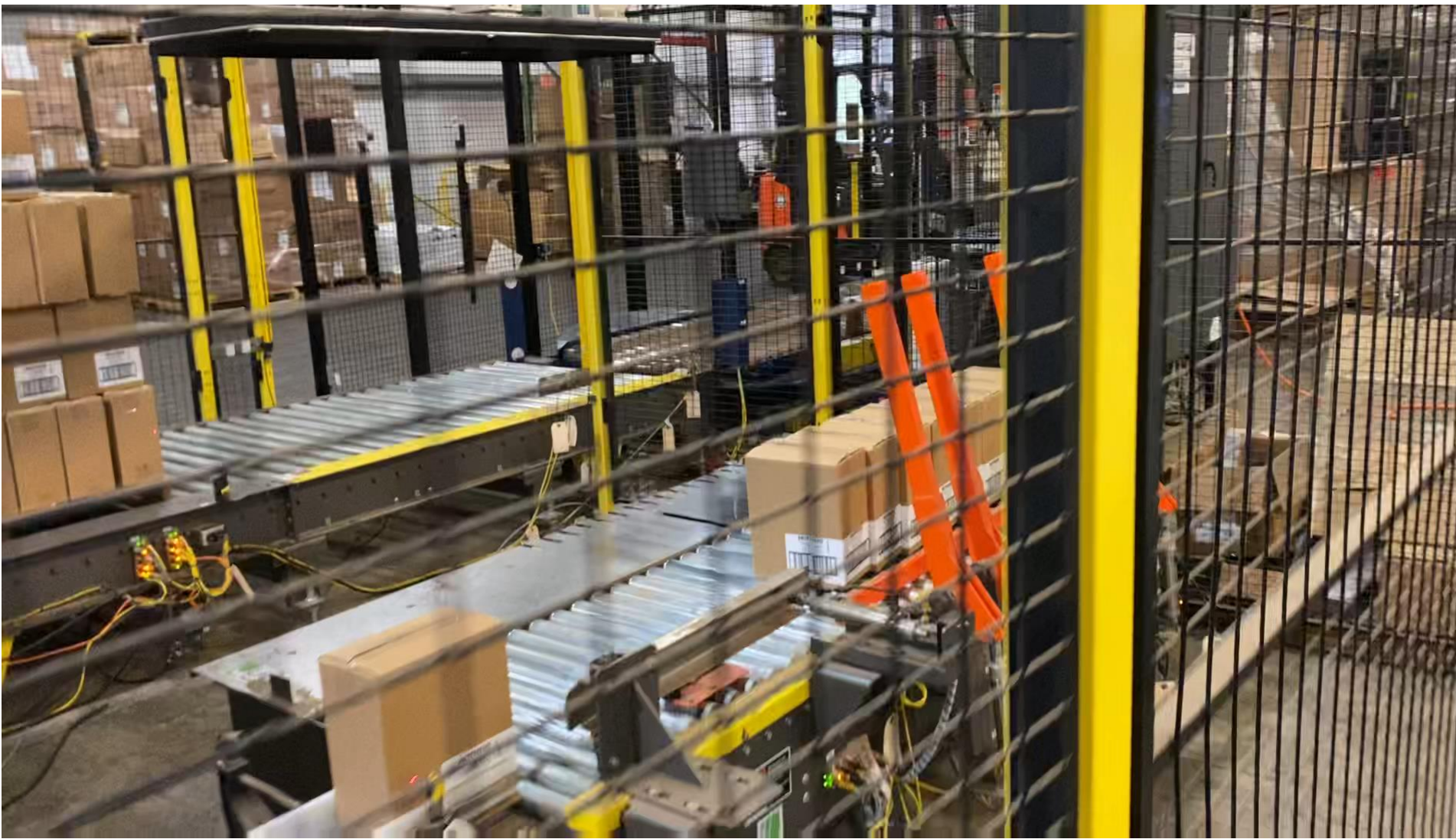
NOTE: additional Shifts can be added for any line

New Fillers

TN	16,310,000	11,760,000
PA	7,350,000	5,600,000
OH	4,200,000	3,150,000
New total	27,860,000	20,510,000









WHAT ARE THE ADVANTAGES ROYAL CHEMICAL OFFERS?



86 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

THANK YOU!

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