



# ROYAL CHEMICAL

*blended → packaged → delivered = solutions*



**SOCMA Show– Nashville 2026**  
**Nick La Magna**

# THE ROYAL CHEMICAL STORY

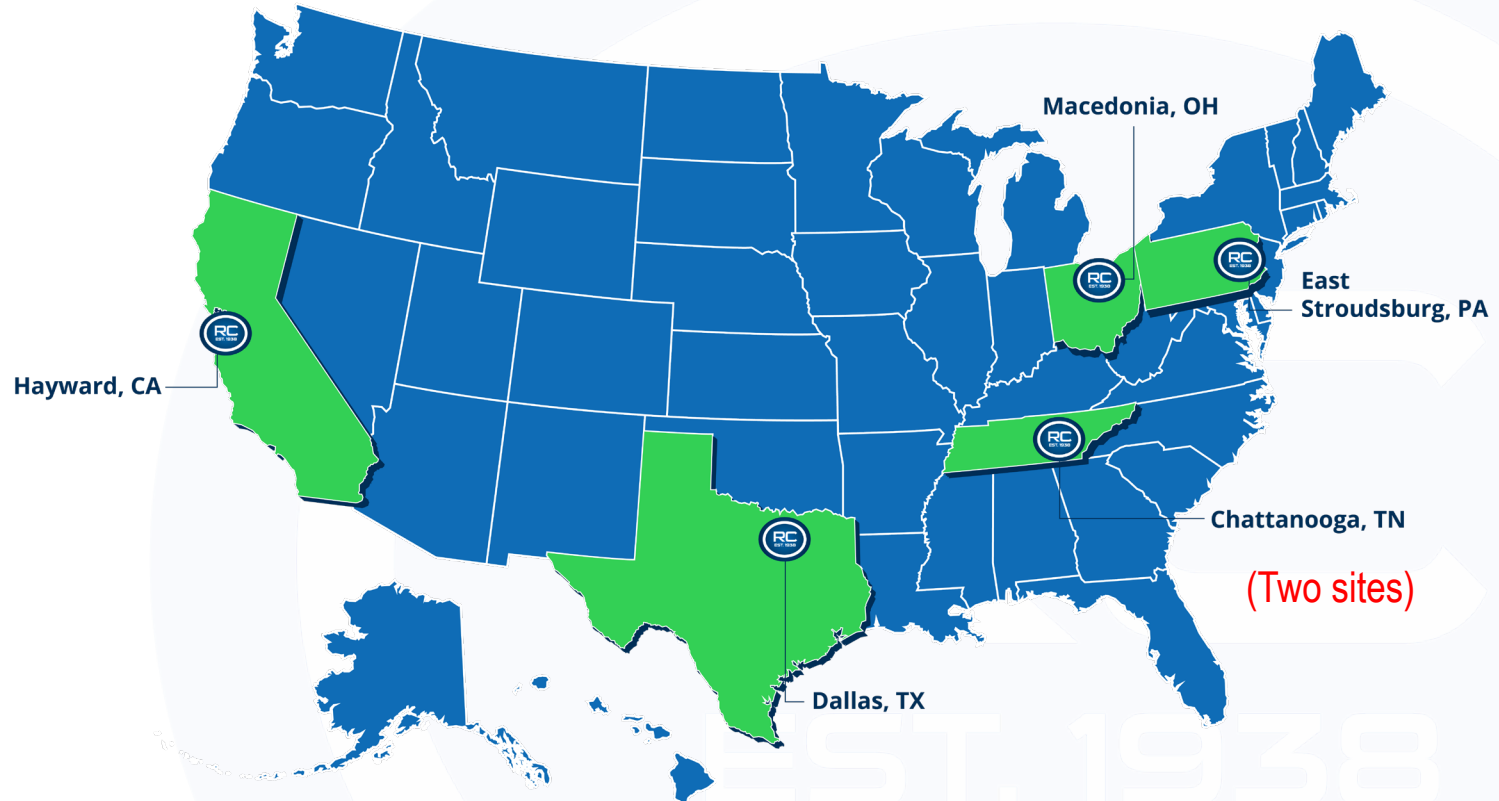
- **Founded in 1938 in Cleveland, OH**
- **Part of Chemical Services Group**



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



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



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# 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?*

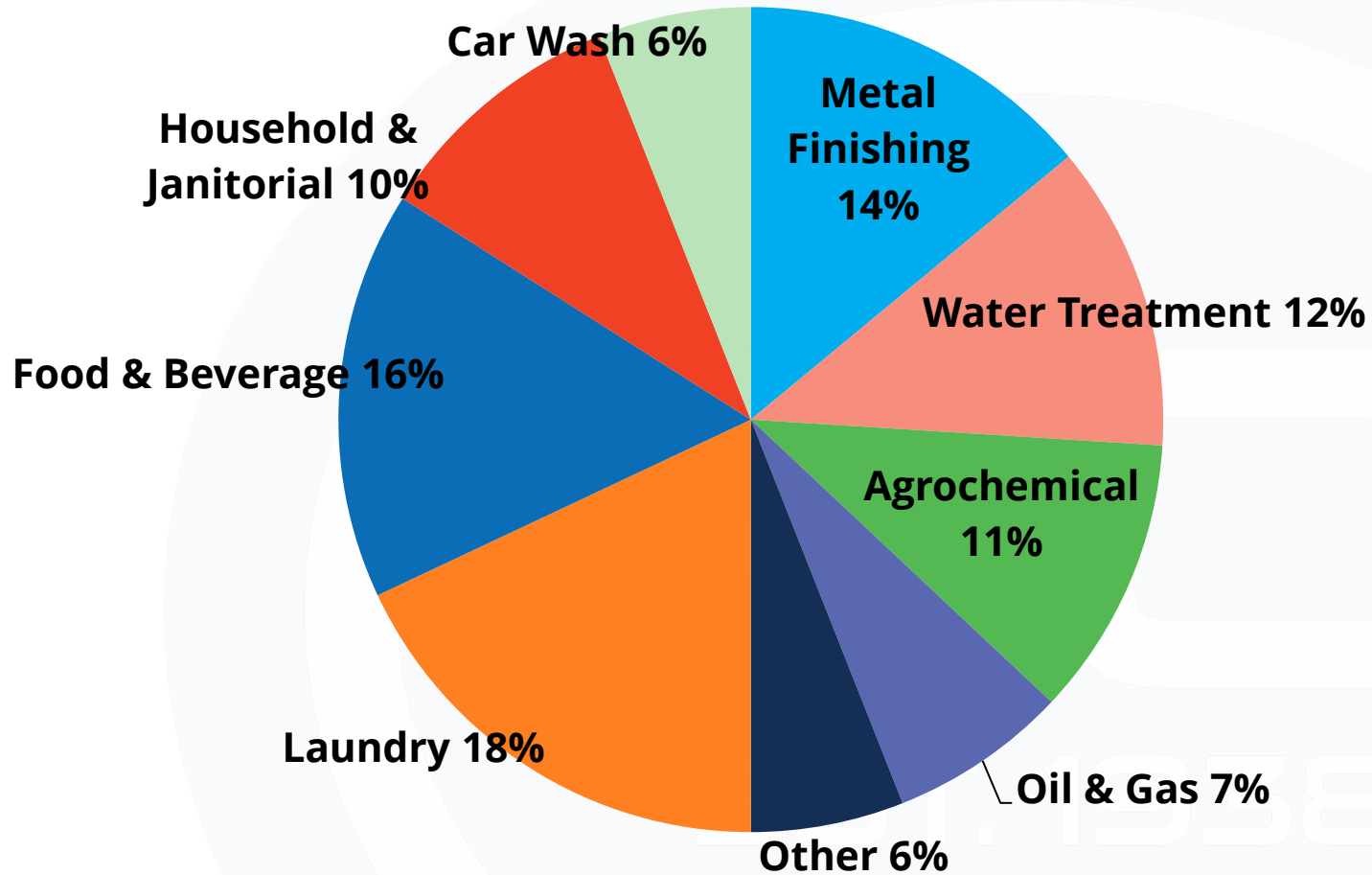
**SIZE AND VOLUME** Royal Chemical's six facilities offer 500 million pounds of plant capacity and 600,000 square feet of manufacturing and warehousing space.

**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.

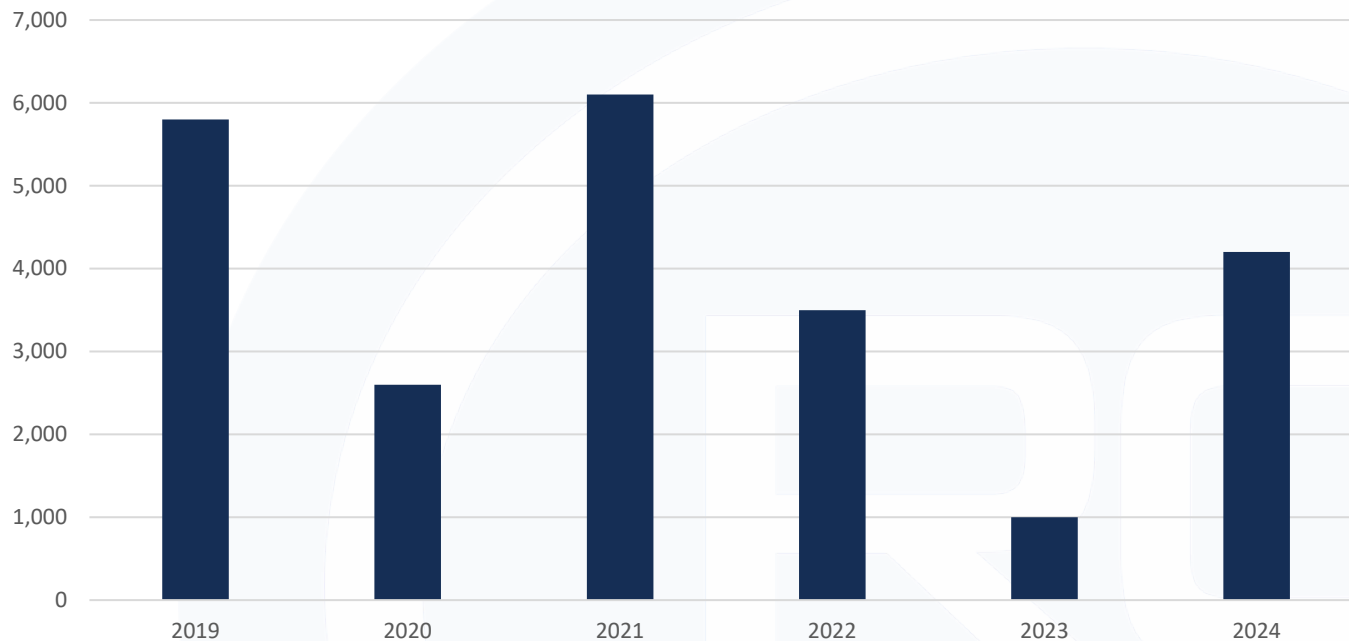
- Quality Assurance matched to exact customer requirements
- Certified ISO 9001
- US EPA, UL, FDA
- Employ Lean Manufacturing Processes and Techniques
- NSF, c-GMP, Halal and Kosher Manufacturing Environment
- Fiscally responsible



EST. 1938

# ROYAL CHEMICAL INVESTMENTS

>\$22M 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



## OH

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



## TN

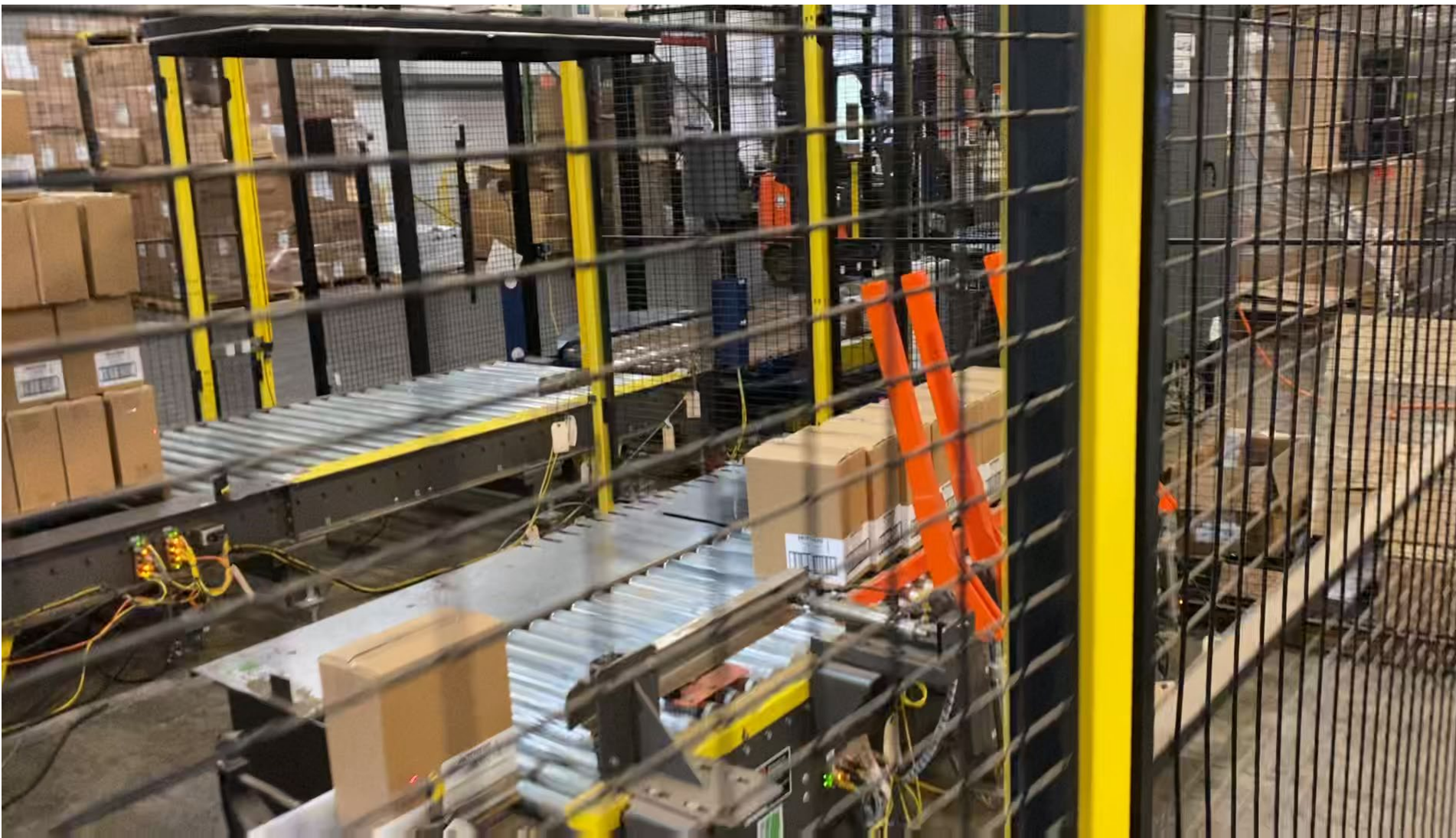
- New warehouse
- High speed rotary bottle filling lines, case packer, robotic palletizer and wrapping

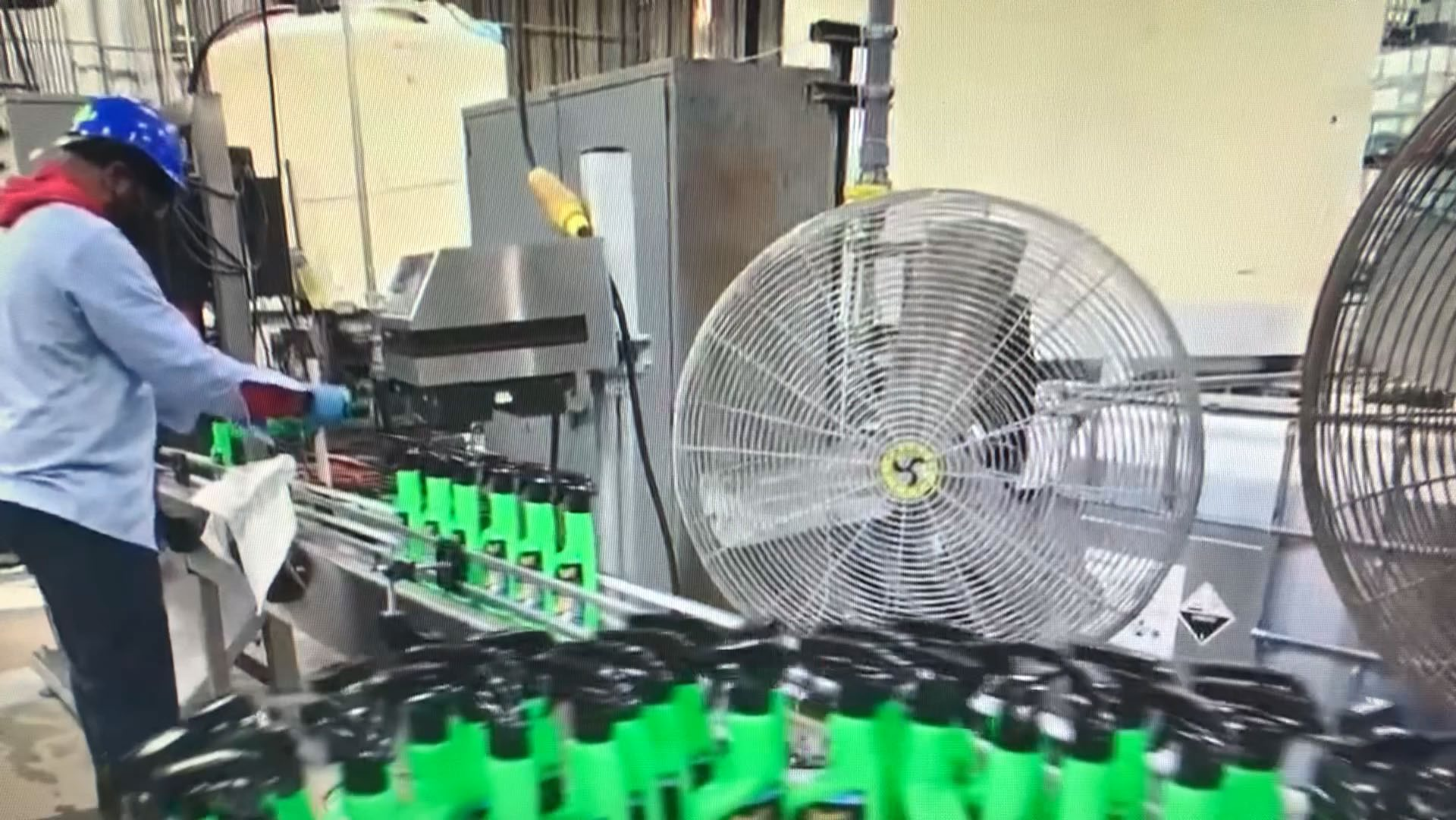
## All Plants

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









# WHAT ARE THE ADVANTAGES ROYAL CHEMICAL OFFERS?



88 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!

Nick La Magna

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