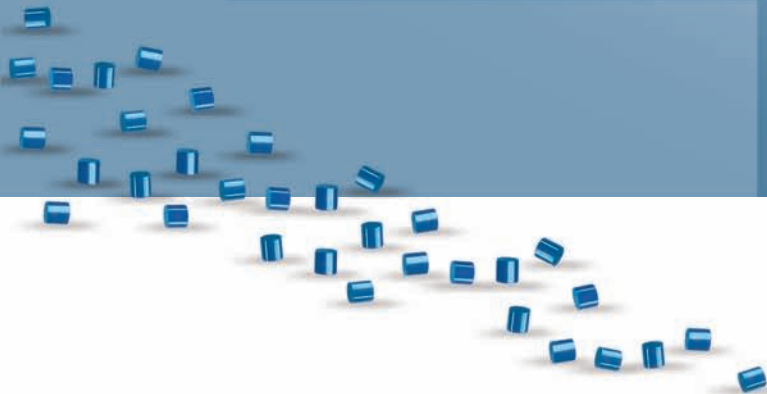


ALBIS

Perspectives on Plastics



Perspectives on Plastics

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Dear reader,

Many thanks for your interest in ALBIS PLASTIC GMBH and the Perspectives on Plastics.

The ALBIS company started on its successful path in the middle of the 20th century, at a time when plastic was increasingly replacing traditional materials. As a privately owned company in the plastics industry and since the foundation of our company in 1961, we have been continuously growing in our presence as distributor, compounder and consultant. In the meantime, our worldwide market significance is evident in the company results, but also in the great names of partners on the manufacturing and customer sides. We have been successfully working together for more than 40 years – is there a better reason for trust?

Today, ALBIS is one of the first names to call when reliable, just-in-time availability of thermoplastic materials, where specific refinement and application-related consultation is involved. We at ALBIS call it the "All-In-One-Philosophy", whereas individual solutions of course also have their place.

This concept primarily involves being able to deploy leading competence, know-how and innovative force in every link of the plastic value chain – for success on the market and the success of our customers, who see their future in the Perspectives on Plastics.

Here's to a good and promising partnership.

Hans-Theodor Kutsch

Chairman of the managing board, ALBIS PLASTIC GMBH

Expanding horizons

In a world in which, from the toothbrush to the cockpit fittings of a jet, high quality plastic is increasingly gaining in importance, ALBIS has firmly established itself as a recognised distributor, compounder and consultant. We offer our partners the security of first class quality: the thermoplastic resins we distribute, as well as, those we refine when compounding come from the best in the industry.

With our integrated and value-oriented supply chain management, we help our customers achieve their ambitious goals and to establish sustainable success.



What makes us strong is our "All-In-One-Philosophy". We cover all requirements for modern product developments: from purchasing to technical service and application development, from the idea to series production.

In dialogue with our customers, the strengths and areas of expertise lie in

- the distribution of the most complex product variants in all quantities,
- individual refinement according to technical requirements and design,
- highly qualified technical service, also on location,
- support as a developer with new production processes and applications.

We thereby profit from nearly 50-years of experience, but especially from the know-how of our employees and the innovative power of each one of them. Only those who contemplate new solutions on a daily basis can point out horizons to all those involved.



International partners



Major producers of high quality technical polymers have been our partners for many years and for good reason. On the one hand our confidence in their ability to perform and the product quality of the manufacturer; whereas on the other hand the confidence of the manufacturer in our core competencies of reliable distribution, innovative compounding and competent, application development and technical service with the customer.

For both parties a highly efficient partnership is based on a simple and logical division of labour: the manufacturer economically produces large quantities of base polymers in their plants. ALBIS is responsible for a greater variety of special compounds – which applies for the quality, the rapid availability and the flexibility, even for small delivery quantities.

The confidence of the producers in ALBIS as a competent partner is also reflected by the license compounding delegated to us. We compound independently according to the original formulas and prescribed processes of the producers. Every brand name manufactured by ALBIS under license absolutely meets the market standard. The know-how developed over long years of partnership gives all parties the security of being able to satisfy the strict requirements of our major suppliers with the highest level of consistency and absolute reliability.

This procedure enables an absolutely smooth know-how transfer from the producer to our customers, who thereby profit from ALBIS' expertise, production skills and an optimal material portfolio.

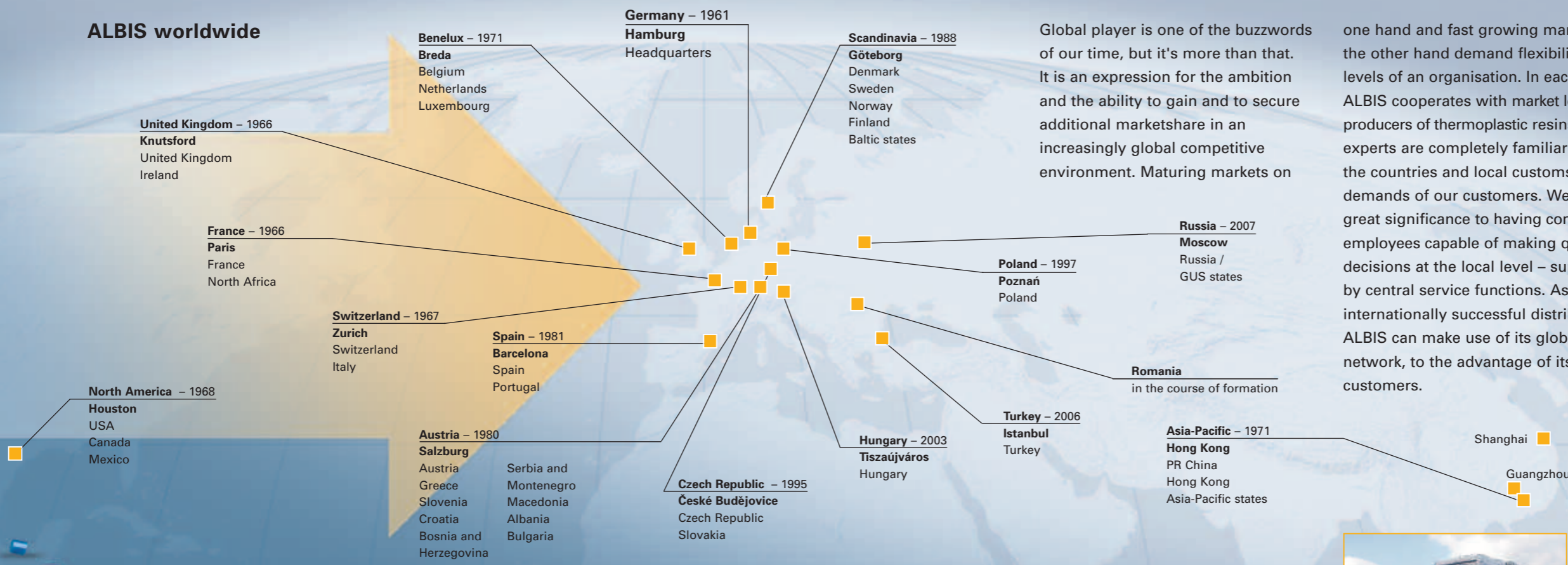
Our partners appreciate: ALBIS as a distributor who occupies a similarly important market position in the same market segment. For decades, ALBIS has been on an equal standing with its customers in terms of marketing and sales – our main emphasis thereby is our closeness to the customer.



Pushing boundaries



ALBIS worldwide



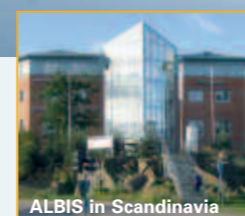
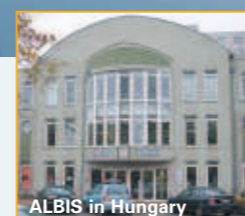
Global player is one of the buzzwords of our time, but it's more than that. It is an expression for the ambition and the ability to gain and to secure additional marketshare in an increasingly global competitive environment. Maturing markets on

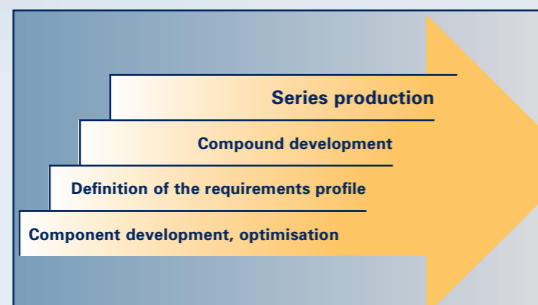
one hand and fast growing markets on the other hand demand flexibility at all levels of an organisation. In each region ALBIS cooperates with market leading producers of thermoplastic resins. Our experts are completely familiar with the countries and local customs and demands of our customers. We attach great significance to having competent employees capable of making quick decisions at the local level – supported by central service functions. As an internationally successful distributor, ALBIS can make use of its global network, to the advantage of its customers.

The worldwide transport volume of ALBIS amounts to more than 280,000 tonnes annually, which are delivered to approx. 12,000 customers around the world. The reasons for our worldwide importance are found in

1. our absolutely smooth supply chain management: realisation of the distribution capability for all thermoplastic resin products,
2. a decentralised logistics structure with high performance warehouse locations with 15 foreign subsidiaries,
3. our speed: products kept in our warehouses reach our customers within 48 hours.

We therefore achieve the goals in our plastic value chain without exception: distribution – refinement – customer proximity. As sure as the future is to be found beyond geographical boundaries, it is just as important to us to extend boundaries again and again in cooperation with producers and customers.





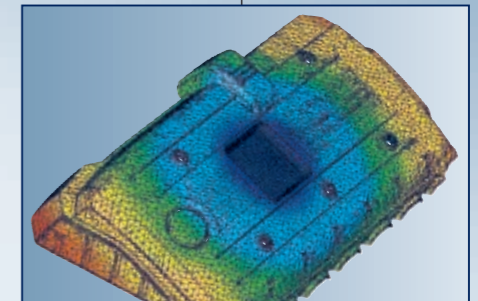
Strategic Account Management (SAM)

We offer our customers successful project management for product development and process optimisation with well-founded industry know-how.

Marketing + Sales



The detailed knowledge of national and international markets makes our marketing and sales professionals important dialogue partners. Our customers can evaluate and use opportunities in an easy exchange of know-how – in the respective domestic markets and beyond.



Technical Service and Development (TSAD)

Individual on-site attendance offers our customers competent support in issues ranging from optimal selection of materials to trouble-shooting – all the way to application development.

The Know-how Network

Central Know-how



The wide-ranging ALBIS know-how in product and process development, and the strategic market development carried out in our pilot plant, in marketing and product management – is all centrally situated in Hamburg, and available for all partners and customers.

Recognising chances

Centralised know-how, coupled and available from Germany around the world, is the basis of our market success. The foundation for ALBIS know-how is the result of the development of our own products. With special compounds, we supplement the product portfolios of major manufacturers designed for large production runs. Our plastic specialties occupy market niches and make it possible for us to offer our customers new application examples and to close the gaps.

We achieve our goals of optimising costs and individually satisfying the globalisation requirements of all partners through an intelligent know-how network. Through the efficient linking of central know-how with our Strategic Account Management (SAM), the application-related consultation and our customer-oriented marketing and sales activities, we offer the best perspectives in a growing market.

Realising visions

Our know-how network is the basis for joint cooperation to develop success. Together with the best producers, with the visions of creative customers and the dedication of our team, solutions are realised that were not even thought about and realised in a very short time.

The market increasingly demands materials that are technologically and economically superior to conventional materials. Progress, both in terms of product and production quality, is a decisive prerequisite for the success of our customers.

Our experience makes it possible for us to offer thermoplastic specialties that will optimise many production processes, or even revolutionise them. We give plastic new functions and optimise processes, and to this end we have successfully developed our own products.

The **ALCOM**® brand has been established as a design and high performance product, and increasingly substitutes traditional materials. For example, metal coverings, cost-intensive spraying processes and complex system structures were applied in light technology, a single moulded part is often now used – of **ALCOM**®. With individually adjustable properties with respect to protection against wear, weight, shielding and much more, the use of **ALCOM**® today allows better performance with less effort, as well as, sophisticated design and new construction concepts.

The **TEDUR**® (PPS) brand particularly provides for the automotive and electronic technology industries and all manufacturers and users of moulded parts, a material with a future. As a high performance material, **TEDUR**® satisfies the most stringent requirements for dimensional stability under heat, rigidity, flame and chemical resistance with optimal weight and cost reduction. Use **TEDUR**® – because metal can be replaced.

E-Conductive · Wear Protect · Mechanical Plus · Tailor-made

The High Performance Plastics

Lighting



Metallic Effect



ALCOM®



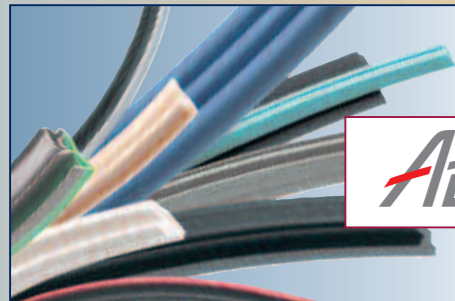
Heat Resistant

Tedur®

Polymers – individually tuned

In order to strengthen the competitiveness of our customers through rapid availability of individual products, we have established the ALBIS Polymer-Tuning-Center.

Here plastics in every desired form are modified and enriched, and the product properties are optimised for special applications. The results of our polymer tuning, which can be called upon at any time, are primarily found in our ALTECH® brand.



ALFATER XL®

ALBIS has preformulated recipes for **ALTECH®**. Through targeted refinement, polymers are given desired properties and are "tuned" for special form and colour specifications. Using the basis of all common standard thermoplastics, we offer rapid delivery of individual compounds with special physical and mechanical properties.

In accordance with the growing market requirements, our **ALFATER XL®** brand is also being constantly optimised. Through various modifications, we can offer customers a product range tailored to their respective processing procedures in extrusion, injection or blow moulding. ALFATER XL® combines the advantages of conventional elastomers with the benefits of thermoplastic resins. Seals, cables, sheathing and countless protective functions can be carried out more flexibly, easily and durably with ALFATER XL®.



ALCOLOR®

ALCOLOR® adds colour to all commodity polymers. The ALCOLOR® brand name stands for an extensive range of polymer-specific colour batches for standard and technical thermoplastics. In addition to an extensive standard colour range, ALBIS offers individual colour matching according to customer requirements for injection moulding and extrusion, e. g. for household devices, electronics, construction and automotive applications.

The ALBIS brand **cellidor®**, is an organic thermoplastic cellulose ester, consisting primarily of sustainable raw materials. As a tough, highly transparent material with high breaking resistance, cellidor® has proven itself over many years and in many applications around the world.

From the idea to series production, together with suppliers and customers we can start along new paths and realise visions.

ALBIS Polymer-Tuning- Center



ALTECH®



cellidor®

Thinking ahead

Motivation and continuous improvement form the basis of our company's success. Ideas and innovations, product and service quality demand commitment, dedication and intelligent minds.

At ALBIS we strive for best solutions for our customers, suppliers and business partners, every day worldwide. We thereby emphasise long term, cooperative partnerships.

We also make great demands on ourselves. Management by objectives, ownership of responsibility and short-term decision-making channels are important elements of the ALBIS culture.

Our success is always the success of the team. Comprehensive and professional services benefiting our customer is the result of the synergy of various abilities and experiences in the team.

An ALBIS customer is always accompanied by the competent minds from the sales representative and customer service staff. This team is complemented by support from our local technical service experts.

The combination of various competencies in the interest of our customers is one of the "secrets" of our business success.

We attach fundamental importance to the personnel development at the strategic level. For ALBIS, recognising, exploiting, expanding and recruiting potential means cooperating together for the benefit of our customers.

We support training in various professional programmes aimed at advancement and preparation of our employees for the challenges of the future. ALBIS therefore stands for continuous development of its qualified personnel and offers opportunities for individual growth.

Perspectives on Plastics at ALBIS also means designing the future on the basis of mutually shared values.

"Internationality, innovation and creativity characterise my work at ALBIS UK. In collaboration with the product development departments of global OEMs, we work on solutions for the future."

Andy Pilling, Strategic Account Management, ALBIS (UK)



"My colleagues and I collaborate to ensure that the quality and specification requirements of our customers are met. I came to ALBIS because I enjoy working with others in a team."

Christian Scheurell, COO, ALBIS Plant, Hamburg



"After my training at ALBIS, I was especially enticed by customer contact and sales activities. Further experience at ALBIS FRANCE, has brought me precisely to where I want to be – at our customers side"

Carsten Wöhst, Sales representative, ALBIS Sales Office, Düsseldorf



"Russia offers ALBIS a number of growth opportunities. As a new member of the ALBIS management team, I have the challenging task of developing this market."

Olga Baburina, General Manager, ALBIS RUSSIA



"The major plastics producers around the world trust in ALBIS. Trust and open communication constitute the core of the ALBIS company culture and I have been a part of this for 25 years."

Edda Kröger, European Product Management, ALBIS GERMANY



Perspectives on Plastics – for a better future

ALBIS offers its partners perspectives in the growing plastics market. International presence and know-how centrally combined in Germany, guarantee closeness to the customer, secure logistics and rapid development cycles. ALBIS partners profit at all times and everywhere from an intelligent “All-In-One-Philosophy”.

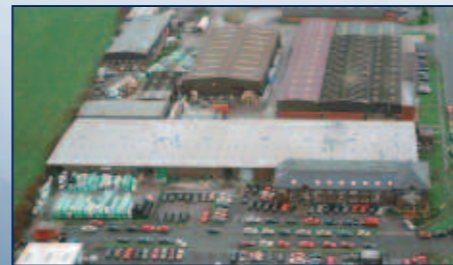
In our dedication to plastic development and production, we see ourselves making a contribution in benefiting people. Modern plastics make many products lighter, more durable and environmentally friendly, streamline production processes and are increasingly becoming a reusable material. Many calls for CO₂ reductions, emission controls or closed water cycles are satisfied by us as a matter of course – and with innovative raw material development in combinations of polymers and renewable raw materials.



Production site Hamburg, D



Production site Zuelpich, D



Production site Knutsford, GB

Certification



The evaluation of our products and services by our customers is our fundamental measure for the quality of the company and is the traditional foundation of our obligation to constantly strive for improvement. In order to satisfy these requirements, we have installed a quality management system according to ISO/TS 16949:2002 at all of our European production locations and were successfully audited in September 2005 by the Deutschen Gesellschaft zur Zertifizierung von Managementsystemen mbH (DQS).

Disclaimer

The information in this text is based on our current knowledge and experiences. However, due to the great variety of possible influences when processing and using our products, the processor remains responsible for carrying out his own tests and experiments. A legally binding assurance of certain properties or the suitability for a concrete usage cannot be derived from our information. The recipient of our products is responsible for observing any property rights, existing laws and regulations.



Headoffice

ALBIS PLASTIC GMBH · D-20531 HAMBURG
TEL: +49/40/7 81 05-0 · FAX: +49/40/7 81 05-361
WWW.ALBIS.COM · INFO@ALBIS.COM



PERSPECTIVES ON PLASTICS