

PRESS RELEASE

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**New Indian Distribution Partnership Agreement
Between Scott Bader and Aarvi Composites.**

A new distribution partnership agreement has just been finalised between Scott Bader Middle East Ltd. and Aarvi Composites Pvt. Ltd to supply the full range of Scott Bader Crystic® UP, DCPD and VE resins, gelcoats and high performance specialty products to the Indian composites market. Aarvi Composites, who are also exclusive distributors for PPG Fiber Glass in India, were distributors for Georgia Pacific Kemrock. The switch to Scott Bader is part of their continued business expansion and specialty products focus, led over the last two years by Mr J.K. Trivedi and Mr S. Sheth, the principal directors of Aarvi Composites, who each have over 20 years of experience working in the Composites industry in India. Their aim is for Aarvi Composites to supply technically advanced composites processors in India with a 'one-stop shop' distribution service for raw material resins, gelcoats, catalysts and reinforcements with particular focus on providing higher performance specialty products, supported with technical expertise.

The head office and main warehouse facilities of Aarvi Composites are located 400km north of Mumbai in Ahmedabad, western India. They have two other warehouse and distribution operations; one located in Kolkata, in West Bengal, east India and the other in southern India at Bangalore on the east coast. They operate commercially with a team of five regional sales managers; each is responsible for providing the distribution and technical service in the State they cover. Sales managers focus on building supplier partnerships with key composites customers in line with their needs, bringing in additional technical expertise from supplier partners to support them when needed. Mr Trivedi commented: *"We at Aarvi Composites are excited about our association with technically strong global suppliers like Scott Bader and PPG Fibreglass, which will help to accelerate the growth of our Composites Industry by setting new standards in India. We are looking forward to a long and mutually rewarding relationship in future years"*.

Scott Bader is seen as an ideal resin supplier partner by Aarvi Composites due to the established Crystic® brand reputation for high quality, combined with enabling them to now focus much more on high performance specialty products. Scott Bader Middle East will be supplying from their factory in Dubai a wide range of higher performance specialty products, such as DCPD infusion resins, VE resins, fire resistant gelcoats and Crestapol® urethane acrylate resins for closed moulding and pultrusion. These types of higher performance products are becoming increasingly specified by quality focused Indian designers and moulders making FRP parts for building and construction, land transportation and wind energy applications, which are all growing markets in India for both domestic use and export contracts.

Mr Peter Hedley, CEO of Scott Bader Middle East stated: *"I welcome the enthusiasm and passion that Mr J.K. Trivedi and his colleagues bring to this new partnership. Our particular emphasis is on newer technology products that open up new possibilities in composites and add value to quality-*

focused customers. The extensive survey we did identified Aarvi Composites as the best partner with the expertise to grow this type of business in India; one who also matches our aspirations and quality standards. The Aarvi team not only has the capabilities to provide a package of materials and technical expertise to develop the growing FRP market in India, but they also share the values that Scott Bader feels are needed to build long term partnerships in the market.”



The official signing of the new distribution agreement by JK Trivedi, co director of Aarvi Composite Pvt. Ltd. (centre left) with the Scott Bader Middle East team: Peter Hedley CEO (centre right), Bob Garner Sales & Marketing Manager (far right) and Aftab Sheikh, India Territory Sales Manager (far left).

About Scott Bader

Scott Bader was established in 1921. Today it is a £180 million multinational chemical company, employing 560 people worldwide. It is a common trusteeship company, having no external shareholders, with a strong commitment to support its workforce, society and the environment.

Scott Bader's headquarters is based in the UK where they have purpose-built, state-of-the-art technical facilities that provide R & D as well as complete evaluation, testing and application support. They have manufacturing facilities in the UK, France, Croatia, The Middle East and South Africa. For further information regarding Scott Bader, please call +44 (0)1933 663100, visit www.scottbader.com or e-mail info@scottbader.com.