

Product News

U.S. Distribution for Lonza Materials Protection Products Increases Following KODA's Acquisition of E.W. Kaufmann

Allendale, NJ, 18 July 2013 – Lonza's long-time distribution partner, KODA has completed the acquisition of E.W. Kaufmann, a provider to the coatings, adhesives, sealants and elastomers (CASE) markets. Lonza Materials Protection customers will now benefit from a new, broader distribution arrangement with the KODA Distribution Group in the United States.

Lonza Materials Protection provides antimicrobials and preservatives to help protect CASE products as well as lubricants and metalworking fluids from fungi, bacteria and other contaminants. Key Lonza brands sold into these markets include:

- DENSIL® Antimicrobials
- TRIADINE® Antimicrobials
- OMACIDE® Fungicides
- SODIUM OMADINE® Fungicides
- PROXEL® Preservatives
- DANTOGARD® Preservatives
- REPUTAIN® Preservatives

"We are pleased that KODA has expanded its distribution network to encompass E.W. Kaufmann," said Julie Gallucci, Head of NAFTA for Lonza Materials Protection. "All five companies within the KODA Group offer our shared customers deep technical expertise and market knowledge, making them an excellent partner."

Under the newly expanded scope of the KODA Group, E.W. Kaufmann will represent Lonza in the CASE market in the Northeast, while another KODA company, Monson, will only represent Lonza in the metalworking fluid markets throughout the U.S. Monson will transition their Lonza CASE accounts to E.W. Kaufmann as of September 1.

The five member companies of the KODA Distribution Group and their respective markets and territories include the following: P.T. Hutchins – CASE West Coast; Ribelin – CASE Southwest and Southeast; GMZ – CASE Ohio Valley/Midwest; Monson – MWF all of U.S.; and E.W. Kaufmann – CASE Northeast.

About Lonza Materials Protection

Lonza Materials Protections, which is a part of the Company's Specialty Ingredients business sector, supplies antimicrobial actives and additives for paints, coatings, building materials, plastics, marine antifouling paints, emulsions, textiles and metalworking. It offers unmatched regulatory and toxicology expertise, and its extensive global infrastructure enables it to ensure continuity of supply, technical support and expert service to customers wherever they do business around the world.

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About KODA Distribution Group

Headquartered in Stamford, CT, KODA Distribution Group is a leader in specialty chemical distribution, serving customers in CASE as well as construction, lubrication, ink and plastics end markets. It is comprised of five regional companies servicing the United States: Ribelin in the Southwest and Southeast; GMZ in the Ohio Valley/Midwest; P.T. Hutchins on the West Coast; Monson in the Northeast; and E.W. Kaufmann in the Northeast/Mid-Atlantic. All five companies share similar approaches to their respective markets: deep technical expertise and market knowledge; a service platform that includes marketing and product management; a network of technical labs to support customers; a focus on customer intimacy and an absolute devotion to customer service. For more information, visit kodadistribution.com.

About Lonza

Lonza is one of the world's leading suppliers to the pharmaceutical, healthcare and life science industries. Products and services span its customers' needs from research to final product manufacture. It is the global leader in the production and support of chemical and biological active pharmaceutical ingredients. Lonza is also the world leader in microbial control, providing innovative, chemistry-based and related solutions to destroy or to selectively inhibit the growth of harmful microorganisms. Its activities encompass the areas of water treatment, personal care, health and hygiene, industrial preservation, materials protection, and wood treatment. In addition, Lonza is a leader in cell-based research, endotoxin detection and cell therapy manufacturing. Furthermore, the company is a leading provider of value chemical and biotech ingredients to the nutrition and agro markets.

Lonza is headquartered in Basel, Switzerland and is listed on the SIX Swiss Exchange and secondarily listed on the Singapore Exchange Securities Trading Limited ("SGX-ST"). Lonza is not subject to the SGX-ST's continuing listing requirements. Lonza is subject to the listing rules of the SIX Swiss Exchange, which do not have specific requirements equivalent to the listing rules of the SGX-ST in respect of interested person transactions, acquisition and realizations, and delisting. In 2012, the company had sales of CHF 3'925 million. Further information can be found at www.lonza.com.

Use biocides safely. Always read the label and product information before use. The products described herein may not be registered or may be registered only for certain uses in your country.

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