



DuBois

Sustainable Cleaning Solutions

*Working To Be Your Partner In Sustainability
By Offering Innovative Cleaning Solutions
That Are Lean, Green & Clean*

DuBois Sustainable Cleaning Solutions

Dear Valued Customer,

Since 1920, DuBois has been a leader in providing innovative chemical solutions to the manufacturing industry. Over the years we have changed a great deal from the days when our founder T.V. DuBois started a small soap company on the banks of the Ohio River.



Jeff Welsh
President, DuBois Chemicals

We have also seen significant changes in recent years. One only need watch the news to see the impact of our fluctuating economy. Rising fuel and raw material costs are forcing companies to look for alternative materials and processes, all in an effort to reduce total cost. It's making many, including myself, ask, "What does the future hold for our children?" The answer to this question is at the heart of a term you may have been hearing a lot of recently...Sustainability.

Simply stated, sustainability is about meeting our current needs while ensuring future generations will be able to meet theirs. Terms such as "Environmentally Friendly" or "Green" are also associated with this concept, but in the end sustainability is about individuals and the actions we take to be stewards of our environment. I believe this responsibility also extends to businesses, and as the leader of DuBois and as a father, it is a responsibility that I do not take lightly.

We are always ensuring that DuBois is meeting our goals of environmental stewardship and that includes working with you as our customer to ensure we both provide a sustainable future for our children. To that end, our goal is simple:

Be your partner in sustainability, by offering innovative cleaning solutions that strive to be Lean, Green, & Clean.

Please read the information in this brochure and contact us so that we can work to form a partnership with you. Our Lean, Green and Clean focus will not only provide your business sustainable results, but positive financial ones as well.

Sincerely,



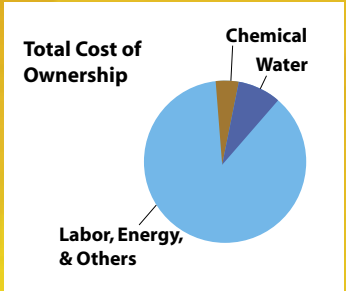
Jeff Welsh
President, DuBois Chemicals



LEAN

Reducing Your Total Cost

Being lean is about reducing waste and improving efficiency. When it comes to the total cost of running your operation, the cost of chemicals is actually small when compared to that of energy, water and labor.



DuBois has focused our efforts in developing products that reduce your costs in these key areas.

Energy Reduction Technologies

Total cost savings through products designed to:

- Reduce operating temperatures required for cleaning and pretreatment
- Reduce cleaning time
- Reduce storage and warehouse footprint

Water Reduction Technologies

Total cost savings through products designed to:

- Improve metal cleaning and pretreatment bath life
- Improve intervals between boiler blowdowns
- Reduce water makeup requirements
- Reduce rinse requirements

Labor Reduction Technologies

Total cost savings through products designed to:

- Improve ease and time of application
- Reduce requirements for re-application
- Improve cleaning turnaround time
- Improve time between operations and required maintenance



Our trained representatives will analyze your operation and processes looking for areas where you can reduce your total cost while improving your efficiency.

We also offer a complete chemical management program that works to streamline your procurement, issue and warehouse processes to achieve peak efficiency.



GREEN

Protecting Our Environment



Green is used to describe products or processes that have been designed and constructed with minimal negative impact to the environment and with an emphasis on conserving resources, energy and health. DuBois focuses on creating products and formulations that meet this goal wherever possible.

Our lean goals of reducing energy and water not only improve efficiency and lower costs, they often also produce a green result. Answer this question: Does a reduction in energy and water use through lean practices also translate to a positive environmental impact by conserving resources?

Other areas of our green approach include:

Non-Phosphate Alternatives for Metal Finishing

Our Zirconization process featuring DuraTec 100 offers an alternative to iron and zinc phosphate. Additionally, it lowers bath temperatures, providing additional energy savings.

Modular Solutions for Water Treatment

We use a total systems approach to water treatment through multiple green technologies that include:

- Space-saving Powder-in-a-Bag-in-a-Box (PBB)
- Modu-Light™ UV technology, designed to reduce your overall use of biocides

Environmentally Preferred Products and Programs

There are many groups that offer to certify products or facilities as being "Environmentally Preferred" or "Green". DuBois has placed our initial focus in attaining product certifications through programs supported by the federal government (U.S. Environment Protection Agency and Environment Canada), which include:

- Environmental Preferred Program (EPP)
- EcoLogo
- Leadership in Energy and Environmental Design (LEED)

When it comes to our green philosophy, our team will work with you to implement a total solutions approach from the cleaning application to dealing with any waste generated. As previously stated, our shared goal is to ensure the sustainability of your process for years to come.



CLEAN

Doing What We Say We Will Do

The final goal is to clean and DuBois achieves the quality of performance and cleanliness you require - guaranteed.

We have a variety of products that will meet almost every challenge in the following applications and areas:

- Water Treatment
- Metal Cleaning & Pretreatment
- Metalworking Fluids
- Maintenance Cleaning
- Lubricants
- Heavy Equipment Cleaning
- Natural Resources
- Transportation Cleaning
- Specialty Products
- Paper Chemicals



DuJel is one example of a product that covers a wide variety of applications. DuJel's clinging action has many benefits including:

- Increased contact time
- Increased cleaning turnaround
- Reduced rinse requirements
- Reduced production and equipment downtime

And, of course, DuJel gets your product clean. The results speak for themselves.



Also DuBois is ISO 9001:2000 certified, ensuring you of our commitment to quality.

We have many examples of solutions to improve your efficiency, lower your total costs, while ensuring the sustainability of your operation for years to come.

Contact DuBois today to find out how we can be your partner in sustainability by offering cleaning solutions that strive to be Lean, Green & Clean.



DuBois Sustainable Cleaning Products

Water/Wastewater Treatment

- **Powder in a Box in a Box (PBB)** products eliminate drum handling and reduce freight, labor and disposal costs. They also reduce safety hazards and storage space concerns.
- **Modu-Light™** is ultraviolet technology which can eliminate the need for biocides, making it the most eco-conscious choice.
- **Wastewater Treatment** products ensure that what you are releasing into the environment meets discharge requirements.
- **Modular Solutions** is our total systems approach that ensures a lean and efficient water treatment program.



Metal Coating and Pretreatment

- **Phosphate-Free Pretreatment** uses our Zirconization process which is a cost effective and high performance alternative to phosphate.
- **SurSolv** is a low temperature additive that contains no VOC, no SARA reportables and reduces waste discharge and water consumption.
- **Multi-TERJ®** metal cleaning products provide low temperature operation, reducing energy. They also increase worker safety by eliminating high pH detergents and lower maintenance costs by eliminating scale.

Metalworking Fluids, Oils, and Greases

- **Step One** lubricants eliminate downtime by cleaning while your equipment works. It contains no solvents, helps reduce parts replacement and is cost effective as it is only used at 5-10% dilution.
- **Polymer-Fortified** lubricants lower temperatures, extend oil and grease life and reduce amperage and leakage.
- **Lubricoolant®** metalworking fluids clean a variety of surfaces, and can be dispersed on-demand with DuMeter, ensuring a lean operation.



Maintenance, Vehicle & Equipment Cleaning

- **DuJel** versatile cleaning products have clinging action that save you money on labor by increasing cleaning turnaround, reducing rinse requirements and reducing production and equipment downtime.
- **DuMeter** equipment minimizes waste by controlling chemical dispersement, allowing you to only pay for what you use.

Paper Chemicals

- **Altrox™** cleaning products contain no chlorine and have less than 1% VOC. They save time and money and eliminate discharge problems.
- **Vari-Clean™** systems eliminate waste by using an automated, touch screen controlled system, reducing totes of chemicals shipped by 60-80%.



Value Delivery Program

Part of doing what we say we are going to do is delivering value. Our Value Delivery Program insures continuous communication and addresses the actions necessary to accomplish common goals.

Simply put, the Value Delivery Program is a tool designed to promote partnerships, while building quality and professionalism. It uses frequent, effective communication as the basis for establishing and reviewing common goals. With common goals established, it helps define shared tasks, responsibilities and accountability to insure that everyone is working toward achieving your goals.

The Value Delivery Program is often described as the "Circle of Value." This circle includes:

- An open and effective communication environment
- A DuBois representative that genuinely understands your business
- A DuBois representative that ultimately matches DuBois products and services with your uncovered needs and expectations

Part of what makes DuBois different is the services we offer that add additional value to your process. These include:



- On-site support to allow you to pay attention to your primary business and let us handle all aspects of your processes
- Training to help ensure your employees are operating in a safe and cost effective manner
- Technical support and laboratory services which include analytical and microbiological capabilities
- Chemical management so that you can concentrate on your business and we can manage your chemicals for you

We strive to accomplish value improvements that you feel are genuine and meaningful. The logical culmination of this "Circle of Value" is a sustainable partnership that promotes dialogue and a quest for continuous improvement for years to come.

Contact DuBois Today!

We have many products and services with a Lean, Green and Clean focus that fit a wide range of applications. Contact us today so that we can become your partner in sustainability.

Certifications

DuBois has placed our initial focus in attaining product certifications through programs supported by the federal government (U.S. Environment Protection Agency/Environment Canada). We have products that are certified in the following categories, or can obtain certification if needed.

EPP

EPP stands for Environmentally Preferred Products and is an E.P.A. regulated certification. Government and private agencies have collaborated to set the criteria for products. There are twelve standards to be considered for EPP products.

LEED

The U.S. Green Building Council has a system of environmental ratings called Leadership in Energy and Environmental Design (LEED).

The categories are very similar, if not identical to the 12 standards utilized with EPP products.

EcoLogo

Launched by the Canadian federal government in 1988, EcoLogo is North America's most widely recognized and respected certification of environmental leadership.

ISO

DuBois is ISO 9001:2000 and ISO 14001:2004 certified, ensuring you of our commitment to quality.



DuBois History of Sustainability

1920 – The DuBois Soap Company is founded by T.V. DuBois in Cincinnati, Ohio. Established in a small four story structure adjacent to the Ohio River, the fledgling operation manufactures soap chips and powders for the city's growing restaurant trade with a goal of "Sell – Service – Satisfy."



1972 – As the environmental movement takes shape, chrome chemistry becomes a major concern. DuBois takes the lead, reformulating applicable products to remove chrome based chemistry wherever possible and evaluating existing product lines for newer environmentally friendly materials that will also meet performance requirements.



1990 – DuBois grows to become one of the largest distributors of cleaning chemicals in the United States with sales in excess of \$275 million.

1920

1930

1940

1950

1960

1970

1980

1990

1940 – DuBois survives the Great Depression in good financial condition and begins to expand its restaurant soap line to encompass industrial, maintenance and transportation cleaning products.

1964 – DuBois product lines continue to grow with the key additions of water treatment and polymer lubricant products.

1968 – DuBois expands its future capabilities, building a state of the art research and manufacturing facility in Sharonville, Ohio.



1986 – DuBois aggressively pursues product development that will lower customers cost through the reduction of energy, water and labor use. Leadership knows this approach will have a two-fold effect, as these reductions will also have positive environmental impacts. This period becomes known by many as the "DuBois Renaissance of Innovation" as DuBois introduces a variety of products including:

1988 – GCO Family of Water Treatment Products
Designed to reduce labor and water cost through an "all-in-one" approach for cooling tower treatment.

1989 – Confidence Family of Water Treatment Products
The second line of labor saving "all-in-one" products designed to reduce boiler water use through lower sludge and blow down requirements.

1989 – Sure Safe Family of Paper Products
Formulated with reduced caustic alkali and butyl solvents, they are designed to be clean air solvents, addressing growing needs of the paper industry for safe products that are environmentally friendly.

1990

1992 – DuBois continues to evaluate and reformulate products to improve environmental profiles and remove or reduce such environmentally harmful products as Formaldehyde, Methylene Chloride and Alkyl Phenol Ethoxylates (APE's).

1995

1999 – DuBois introduces a product line that becomes a benchmark in their efforts to create products that reduce environmental impact and cost. The patented Powder-in-a-Bag-in-a-Box (or PBB) Family of Products for cooling and boiler water treatment not only provide the same labor and water savings of their other "all-in-one" products, but also eliminate the use of metal drums to improve environmental profiles while lowering cost through the elimination of drum storage and disposal requirements.



2000

2001 – DuBois begins a second "Renaissance of Innovation" pushing the research and development of products and applications that will further reduce environmental impact while providing cost savings to customers. The results include:

2001 – LINK-Science Family of Products

Metal finishing sealers that contain no phosphate, no carbon and enhances paint adhesion and salt spray performance, reducing labor and energy.

2002 – Secure Tec Family of Products

Metal finishing products designed to reduce energy use by lowering bath temperatures up to 30 degrees.

2006 – Modular Solutions for Water Treatment

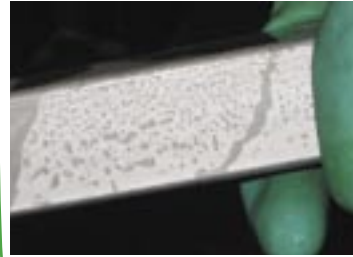
A green systems approach designed to improve environmental profiles while providing cost savings. The program includes our PBB family of products and our trademarked Modu-Light ultraviolet light technology that reduces or eliminates the use of biocides.



2005

2004 – DuJel Family of Products

Patented thixotropic gel that clings to surfaces to improve cleaning action while reducing chemical spend and labor cost. DuJel also reduces rinse requirements, production and equipment downtime, and improves cleaning turnaround time.



2007 - DuraTec Family of Products

As the changing economy impacts the prices of raw materials, DuBois introduces a family of environmentally friendly, non-phosphate, metal pretreatment products that also reduce energy and labor cost though lower bath temperatures and reduced sludge.



2008

2008 – DuBois pursues a major initiative of being their customers' partner in sustainability by offering innovative cleaning solutions that strive to be lean, green and clean.



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