



## PILOT CHEMICAL COMPANY

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### Company Description

Pilot Chemical is a leading global environmentally conscious chemical company that provides the personal care, household and industrial detergent, lubricant, oilfield, emulsion polymerization, textile, and agriculture industries with high-quality specialty chemicals. Pilot Chemical's proprietary technologies include: alkylation, sulfonation, sulfation and a number of other specialty operations. Pilot Chemical has four regional ISO 9001-2000 registered manufacturing plants operating together with a state-of-the-art ordering and scheduling system. A well established strategic global distributor network ensures customer responsiveness, flexibility, and consistent delivery of Pilot's specialty products. Additionally, an expert team of technical specialist and applications chemists assure knowledgeable and reliable customer assistance. Pilot Chemical's core strengths are: proprietary technologies, innovative new products, product quality, safety, and flexible/responsive customer service.

### Key Personnel

Paul Morrisroe, President and CEO  
Glynn Goertzen, VP Sales and Marketing  
Sue Leslie, VP of Operations  
Bob Rehtin, National Sales Manager  
William Rohrer, Corporate Accounts Manager  
Sharon Metz, Customer Service Manager  
Rick Shook, Technical Manager

### Technologies, Patents, New Products

Pilot Chemical's patented ice-cold sulfonation/sulfation technologies produce the highest quality products in the marketplace. These proprietary technologies allow Pilot Chemical to introduce environmentally friendly and economical products. Pilot Chemical also focuses on alkylation, distillation, amidization and custom blending for specific and targeted applications.

### Pilot Chemical's product families include:

Aristonate® oil-soluble sulfonates, Aristonic® Acids, Calamide® amides, CalBlend® performance blends, Calfax® diphenyl oxide disulfonates, Calfoam® alcohol/ether sulfates, Calimulse® sulfonates and sulfates, Calsoft® sulfonates, Calsuds® detergent concentrates, Caltaine® betaines and Pilot® specialties and hydrotropes.

### Major Markets

- Personal Care
- House Hold, Industrial and Institutional Detergents
- Emulsion Polymerization
- Oil Soluble Additives and Intermediates
- Lubrication Additives
- Agriculture Additives
- Textile Additives
- Oil Field Chemicals

### Specialized Services

- Pilot Chemical's proprietary and patented chemical processes produce the highest quality and purity chemicals in the marketplace.
- Expert team of technical specialist and applications chemists ensure full customer assistance and support.
- Established strategic global distributor network that focuses on customer responsiveness, flexibility, and consistent delivery of Pilot's specialty products.

### Global Capabilities

Pilot Chemical has extensive experience in worldwide distribution to multi-national companies and customers. For more information concerning international sales, contact [internationalsales@pilotchemical.com](mailto:internationalsales@pilotchemical.com)

### NEW For 2009!

- Additional Pilot Chemical products available with CleanGredients® registration featuring U.S. EPA DfE certification
- New chemistries for HI&I and Personal Care applications

