



As TRI enters its 17th year of business in 2011, I find myself particularly grateful for the opportunities that have been made available to me by our employees, our company, and the business in general.

CEO/Owner, Anthony Ridnell

Adventures in Global Trading: Dubai



Ellen, TR and Waheeb in Dubai, UAE

I had the good fortune of spending the better part of one month in the fascinating city of Dubai this January/February. Of course I was there 'on business' (☺) to drive the opening of our global trade office and get **Waheeb Malik** settled into his new domicile, but I put that in parentheses, because it just didn't seem like work.

Read more... Page 2

Annual Sales Meeting & TRI Holiday Party

The Middle East trip came only weeks after we hosted our annual sales meeting in Seattle, which we combine with our holiday party. This year we decided to forego the more formal golf club setting, and were entertained by **Autumn** and her crew at **Fox Hollow Farms**, where attendees were treated to a rousing edition of 'TRI Family Feud'.



TRI celebrates the holidays at Fox Hollow

Despite the damage that the limo drivers made to the property, we all felt the party to be a rousing success.

See more pics.. Page 2

Thank You Ridnell Family for opening your home to us; and thank you Autumn, Mar and Jennifer for a fabulous party!

Rugby Nation, Las Vegas & Dubai Sevens

Are you interested in attending the 2012 Las Vegas USA 7's with TRI? [Read more... Page 2](#)



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Featured Products

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Cocoa Butter & Powder
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Dimethyl Carbonate (DMC)
Ethanolamines
Fumaric Acid
Glycol Ethers

Glycolic Acid
Gum Rosin
Hydrocarbon Resins
Maleic Anhydride
Methylene Chloride
Pentaerythritols
Perchloroethylene

Polyanionic Cellulose
Propylene Carbonate
Propylene Glycol USP
THPA
Trichloroethylene

tritrading.com/products

TRI Continues to Build its Operations Team



TRI is still doing its part to reverse the nationwide unemployment trend! We are pleased to welcome **Kara Anderson** – the latest addition to our strong Operations team.

Kara joined TRI in July, working primarily on TRI’s export business. She comes to TRI with an impressive, 5+ year background in international logistics, having worked most recently with A-dec International, in Newberg, OR, and ISS West, in Seattle. TRI first met Kara in late 2009, when she and her Husband **Dan** relocated to Seattle from Oregon.

When the current opportunity presented itself this past summer, we weren’t about to let her get away a second time! Kara is a University of Oregon graduate, but her predominantly University of Washington (and Washington State) TRI teammates have welcomed her with open arms... **welcome to TRI, Kara!**

Adventures in Global Trading: Dubai *cont. from Page 1*

I was accompanied by my wife, **Autumn**, and our son, **Harrison** (now just over 2 years old), and later joined by **Rich McNamara**, our USA East Coast Sales Manager, and **Stacey Li**, who runs our Shanghai office.

We were also able to visit with Waheeb and our new Operations Administrator, **Ms. Elenita Cruz**, who will be a wonderful addition to the company and hold own version of a global sales meeting.

We rented a villa on the Palm Jumeirah (the famous man-made structure visible from space) and all stayed together for a business/pleasure mix like no other.

Lastly, we were able to meet up with our USA West Coast salesman's, **Austin Britts'** dad, **Bob**, which added even more family presence to our trip.

We are very excited about the opportunities that our global trade office presents for the company.



Rich, Stacey, Waheeb and TR at the Burj Khalifa Dubai skyscraper - 2,717 ft tall

Annual Sales Meeting & TRI Holiday Party Pictures *cont. from Page 1*



Right to Left: A beautiful and delicious holiday spread put together by Autumn. The group listens and watches while awards and gifts are presented by TR. The TRI Family Feud game gets rowdy and the competitive sprints fly high as teams battle for Feud victory.

Rugby Nation, Las Vegas & Dubai Sevens *cont. from Page 1*

Most recently, we attended the USA 50 (oops forgot to mention that milestone achieved on 1/1/11) and had two healthy knees – “My mind says ‘go’, but my body says ‘no’!!”.

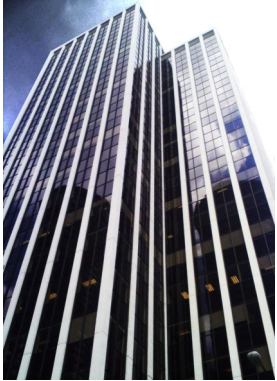
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Rumor has it we are working on putting together a trip to the Dubai Rugby 7’s in December (which just happens to coincide with the GPCA held there).

Thanks to those who came this year, we enjoyed hosting you!
Team TRI

Anyone interested in attending the 2012 Las Vegas USA Rugby 7’s with TRI, please work with your TRI contact or call +1(206) 505-3500 for more information.

TRI Raises the Bar – New HQ Office Move



Of all the events of the past few months, our greatest joy has resulted from the move to our new office space at 600 Stewart Street in downtown Seattle.

We had completely outgrown our lovable (but tired) space in The Seattle Tower and after negotiating a move for well over a year, we landed a space that al-

lowed us to offer all of our managers their own offices and included a nice reception space, a thought-provoking conference room and in general, the feel of professionalism that everyone at TRI cherishes.

TRI celebrated our move with a ribbon cutting ceremony and grand-opening party with the Greater Seattle Chamber of Commerce.

Special Thank You to everyone who was able to attend and support!



Get To Know Your CSR: Jill Thompson

This Washington State Grad has many things to be proud of; personally and professionally. **Jill Thompson's** personal drive and positive attitude keeps our top Salesman at his best and our customer's happy with her superior customer service skills.

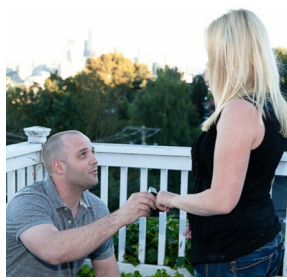
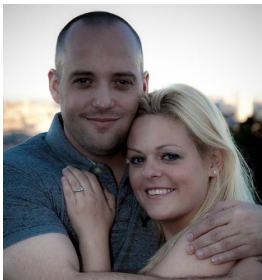
Her independence and strong nature started to show as a child - she would refuse to let her mother dress her; she

says "I would wear a leotard or bathing suit over my jeans, or use a jump rope as a belt. It may have been embarrassing at the time (not really for me), but it definitely helped me discover my own style and fashion sense a lot earlier than others."

In the Summer of 2010 her finance, **Jimmy**, proposed her 'birthday' party that turned into an engagement party

"...little did I know he had a surprise up his sleeve...It has been the best day of my life up to this point."

These days, when not wedding planning Jill can be found traveling with her girl friends to places like the Oregon Coast, Eastern Washington, Northern California, Las Vegas and Manhattan and when at home she is devoted to her two mini Dachshunds, Dirk and Otto.



When asked what was the best advice she had ever received she answered, "Everything works out in the end. If it hasn't worked out, it's not over yet."

Reflections, Accomplishments and Thanks from our Owner

In December, we were one again included in the Puget Sound Business Journal's list of 'Fastest Growing Private Companies'. Despite limping in at #100 on the list, we feel it an honor to be named to this list a 3rd time. **Thank you to all of our customers and suppliers who support our growth.** TRI's business has been steady. We work hard on the aspects of business that support our

sales and add strength and diversity to our procurement; including our organizational hierarchy and infrastructure, our intern program, our financial relationships (we are pleased to announce our new primary lending facility, Union Bank!), and our IT.

New announcements are pending in all these arenas.

In summary, I am personally grateful for the people I get to work with at TRI and the life experiences I have been afforded.

Thank you for taking a look at this season's TRI TradeTalk. We welcome any/all comments and look forward to continuing our business with you.

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Tradeshows & Events

To schedule a meeting with TRI or for more information on events & meetings contact TRI at info@tritrading.com



Int'l Petrochemical Conference (NPRA)

March 27 - 28, 2011
San Antonio, TX, USA



Chemspec Europe

June 15 - 16, 2011
Geneva, Switzerland



PittChem Day

May 10, 2011
Pittsburgh, PA, USA



EPCA

October 1 - 5, 2011
Berlin, Germany



IFT Food Expo

June 11 - 14, 2011
New Orleans, LA, USA



SupplySide West

October 10 - 14, 2011
Las Vegas, NV

All information in TRI Tradetalk is as accurate as possible. Any errors are accidental and unintentional. If you notice an error, please contact us and we will correct it immediately.



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