



## Dedication Brings Positive Changes and a Stronger TRI Team

It sure is an interesting time to be in business in the United States; the election, credit crisis, mortgage meltdown, regular 5% movements in the markets...it certainly is no time to rest. It's all very exciting, and certainly a challenge every day. We discuss these issues almost daily at TRI; how events affect our business, and how we can act/react to take care of both customers and suppliers accordingly.

Our team, now almost 30 strong, is doing a great job through all the turmoil. Systems and programs we have put in place such as the creation of dedicated purchasing, freight,

*"We are now processing in a much more efficient, professional, and responsible manner than ever before."*

and marketing departments, and most recently implementing a system where we have a dedicated CSSR (we call them Cus-



Stacey (center, 2nd row up) finally together with the TRI Staff and Family during the Sales Meeting BBQ at the Ridnell's. Thanks TR and Autumn for a great time!

tomers/Supplier Service Reps!) to individually handle our top producers' business have all been extremely effective. While initially increasing our expense burden, such programs allow us to handle the daily volume we are now processing in a much more effi-

cient, professional, and responsible manner than ever before. I am delighted with our team's effort and performance at this time.

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## TR Space: Four Headings and a BABY!

**Sales Meeting:** Our sales meetings are enjoyable; we try to have a good working agenda, while always minding the social atmosphere. This July, we were gifted to have Stacey Li join us from our Shanghai

office. It was very difficult to get her a visa, pre-Olympics, but with help of a contact I have made during the NACD Washington

*"Her extensive knowledge of Chinese markets gave us a new look at our sourcing capabilities from China"*

Fly-In in Congressman McDermott's office, we were able to expedite a visa to have Stacey join us.

Her extensive knowledge of Chinese markets (in addition to her ever present smile and great attitude) gave us a new look at our sourcing capabilities from China and provided for a very successful meeting. And, if you ever want golf lessons when in Seattle – don't ask Paris!!

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Stacey Li gets a lucky foul ball at her first Mariners Baseball game

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### Featured Products

Ascorbic Acid  
Benzyl Alcohol  
Carbon Black  
Caustic Soda (NaOH)  
Caustic Potash (KOH)

Cellulosic Thickeners  
Citric Acid  
Di Propylene Glycol  
Dibasic Ester  
Epoxy Resins  
Epichlorohydrin  
Ethanolamines

Fumaric Acid  
Glycol Ethers  
Gum Rosin  
Hydrocarbon Resins  
Maleic Anhydride  
Pentaerythritol  
Propionic Acid

Propylene Glycol  
Rosin Esters  
Tetrahydro Furan (THF)  
Titanium Dioxide  
Triazole Solutions  
Trichloroethylene

## Dedication: Customer / Supplier Service Rep Program Continued from Page 1



*Jill (East Coast) & Esther (Midwest), TRI devoted Customer /Supplier Service Reps!*

**Esther Yu (John Godina's CSSR) and Jill Thompson (Rich McNamara's CSSR)** are our first dedicated CSSR's; doing a great job. We are looking to expand this program.

**Dave Miller** has come aboard to assist **Shondra Garrigus** in the purchasing department, allowing Shondra to perform her vital role with **Rowland Morgan** to find us supply opportunities throughout the world. Shondra and Rowland just returned from EPCA in Monaco (tough duty!) with some great opportunities to help our customer base during these tough supply times.



*Rowland, Shondra and Dave TRI Purchasing*

## Four Headings and a BABY! Continued from Page 1

**New Website Launch:** We will be launching our new website in November, with increased size and scope, and interactive capability. **Jennifer Hewitt (now Calvery!!)**



**ChemBlend:** After several years, ChemBlend (our wholly owned blending and manufacturing facility in Chicago) and TRI are beginning to mesh. ChemBlend is liquefying all the dry KOH TRI is bringing in, and providing availability to our customers in an extremely tight market. Great job **John Godina**, putting this capability in place.



*TR showing off Baby Ridnell's first TRI uniform, presented by the staff, Congrats TR and Autumn!*



*Jennifer & Thomas August 22, 2008*

Congratulations on your recent marriage (Jenn!!), and **Paris Lockhart** have been working extensively to develop both TRI and ChemBlend's new 'space'.



*Janelle & her husband Michael*

**TRI Welcomes Janelle!:** On a personal note, I'd like to welcome **Janelle Miller** who takes on the unenviable role as my Executive Assistant.

**Baby Ridnell!:** Most important of all... **Autumn** and I are expecting a baby boy in December, so we are hoping for a happy, and healthy Christmas present!!

## California Here We Come!!

**Austin Britts** (who moved from our Seattle office to Chicago several years ago) has

*"Austin and Kevin have done an outstanding job for us, and we know they will find new niches for us in their new home."*

moved to the Bay Area with **Kevin Fuller** to open a new California office for us in

Oakland. See contact information on the back page. Both Austin and Kevin have done an outstanding job for us, and we know they will find new niches for us in their new home. Both are original 'rugby' contacts whom we met through the sport; and started their professional careers at TRI. This move is the next step in their professional development. Best wishes Austin and Kevin!!.



*Kevin & Austin breaking in the new TRI Cali Office*

## TRI Rugby Interns

In keeping with our tradition, we hired two interns (both rugby players) this summer that have both added tremendous value. **Mike Merrill** came to us through his father

Frank (a rugby friend of mine) and did great things to assist **Paris Lockhart** in our IT department. **Adam Patchett** (all 6'5', 255 lbs of him!) worked in **Jeff Wright's** office,

doing all sorts of things that need to get done, but often fall thru the cracks.

## TRI Bucks Nationwide Employment Trends

As **Tony** noted earlier, TRI has continued to add key members to the team, since the Spring TradeTalk publication.

**Dave Miller** has joined our Purchasing team, coming to us from Washington State University and CarToys (car audio retailer), where he was inventory control manager for multi-

ple stores. As if starting a new job wasn't stressful enough, Dave and his fiancé (now wife) Amy Trafford were married on July 26, 2008. TRI also added **Janelle Miller** (no relation), who was most recently with Polar Graphics and joined us as Tony's executive assistant. Welcome Dave and Janelle (and congratulations Dave and Amy)!

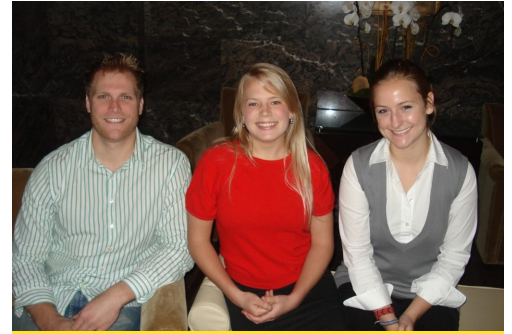


*Dave & Amy  
July 26, 2008*

Tony also mentioned "rugby interns" **Adam Patchett** (from the University of Washington, and OPSB Rugby Club), and **Mike Merrill** (from Central Washington University, where he also coached the women's rugby club). In addition to the "rugby con-

*"Welcome Dave and Janelle  
(and congratulations Dave and Amy)!"*

nection", the TRI Intern Program also welcomed back an "alumni" intern, **Lauren**



*Interns Adam Patchett (Rugby), Christina Davis (SU)  
& Lauren Anderson (Alumni)*

**Anderson** (winter 2004-05), and celebrated the success of **Christina Davis** (Seattle University) who, though still an undergrad, had moved into inside sales, as well as marketing support. Welcome to Adam, Mike and Lauren, and congratulations Christina!

## Intern On Fire at TRI...a note from our most senior Intern

"Is something burning???", exclaimed the executive assistant. Too late... I peered from my desk as smoke billowed from the toaster oven. Seconds later, all twenty-seven stories in the Seattle Tower ringed with a loud fire

alarm. (You can guess who it was just trying to make toast for her afternoon snack.) Entertainment aside, I've added more reward than risk for TRI at the one-year mark—aiding mainly in sales, marketing

and purchasing. My goal: The next shouts will be ones celebrating my first personal sale as the TRI Telesales Marketing Intern. Thanks TRI!

*Christina Davis, TRI Intern*

## TRI Top Products Focus for Fall '08

Welcome to Fall 2008!

Fall is the word of the day for almost everything in the marketplace. Fall or tumble or crash. Whatever fits the situation. We have seen pockets of price support, but they are few and far between. The desire is to try to create a soft landing for the U.S. market. We feel very fortunate to have long-term positions and support on many of our items. TRI will do our best to provide product solutions to all of our customers.

### Caustic Potash, Flake and Liquid

This product has been under tremendous pressure for the last 4 months. Global KCL supply is terrible and producers cannot meet current demand for KOH. Even before a current labor issue, supply was getting very tight and now the situation is critical for many companies. TRI is actively selling Flake and Liquid material. ChemBlend is very busy liquefying flake for our current customers. ChemBlend has the specialized equipment required to liquefy dry KOH, and create a final product that meets or exceeds industry standards. If you need this service please contact John Godina.

### Propylene Glycol

PG pricing was set for a downward trend until Hurricane Ike messed up the Gulf. We have certainly seen a shortness in the market since the storm. The news is mixed on how long the U.S. manufacturers will be affected. Rumors are anywhere from another week or two until through November and into December. In the meantime, Propylene prices have tumbled dramatically but these drops are not reflected in the marketplace yet. TRI is stocking drums and has material on the water.

### Caustic Soda, Micropearls

Caustic Soda has had an unusual summer. Liquid prices continue to climb based on a very weak chlorine market. A market that in fact continues to have a very bleak outlook in near future. The strengthening dollar is making the situation even worse as it becomes increasingly harder to find good export opportunities for liquid parcels. Supplies are limited so please communicate with your sales representative.

### Benzyl Alcohol

Remains very snug after almost a year. With almost no U.S. production, we

are relying on imports to sustain the majority of the US industrial application businesses. TRI feels extremely fortunate to be partnered with the largest Benzyl Alcohol supplier, LANXESS. Still, we are dealing with lead times and supply chain on this item.

### Glycol Ethers

These items have really been quite curious over the last few months. Because of Ike, raw materials were tight for a short period. We feel that there will be some unique options for our customers in the coming months on these products. TRI is a regular stock list of most of these products in bulk and drums.

### Hydrocarbon Resins

Our suppliers have really had a difficult time in recent months. Our Naphtha supplier in Asia has had production issues creating a raw material shortage for TRI. This caused price escalations in Asia while the US market has not seen the same problems. We see relief in for forward pricing as our situation improves.

# Customer Support & Contacts

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### Executive Team

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### Blending Services

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## Tradeshows & Events

### October 2008

TRI for the Cure  
supporting National  
Breast Cancer  
Awareness Month

### December 2008

NACD Vendor Expo  
December 1-5, 2008  
Westin Kierland Resort & Spa  
Scottsdale, AZ, USA



### January 2009

**Informex**  
January 27-30, 2009  
Moscone South Conv. Center  
San Francisco, CA, USA

### March 2009

**NPRA, International  
Petrochemical Conference**  
March 29-31, 2009  
Grand Hyatt San Antonio  
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