



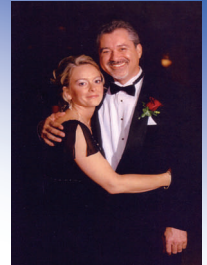
TRI Employees Get the Wedding Bug...Congratulations Renata, TR and Carlos!!

We've been busy at TRInternational... so busy we missed publishing the Spring edition of our Tradetalk. Its been a year since our last issue, and while so many things change (**Renata** married, **Carlos** married, **TR** married) so much stays the same. We're still here banging it out, buying/selling/shipping – always working to solve customer problems.



Renata & Ian Jirka
Married 09/03/06

TR and Autumn Ridnell
Married 10/10/06



Carlos & Tracy de la Torre
Married 10/14/06

Decisions: To Grow, or Not to Grow?

After an extended period of rapid growth thru late 2005, we found our ability to service that growth suffered. We had outgrown our logistical, operational, and financial means to take care of business in the manner of excellence we have always strived to obtain. We have worked hard to 'get our feet under us' to take care of business better. We hope all of our customers and suppliers have witnessed this improvement.

The Past Year

We have restructured; promoting **Shondra Garrigus** to VP-Purchasing with **Rowland Morgan** assuming control of our business operations. TR's role changed dramatically as he has taken on projects in the background of our 'core' business that will not show immediate results, but will hold the company's future in good stead. We opened an office in Shanghai, China managed by **Stacey Li** (see page 3). Her work in developing our Chinese supplier relations is proving very valuable as we continue to develop niche products. President **Jeff Wright** restructured our bank relationship allowing us to take care of our valuable suppliers as we had always prided ourselves as the company matured. **John Godina** has spent considerable time and effort to turn our Chicago based blending facility, ChemBlend of America into a viable affiliate company to TRI.

The Future

Moving forward we are on the growth path again. We are imminent in adding two new experienced sales producers covering specific territories in the US. **We will be making an announcement introducing our new Southeast Regional Manager soon.** We will continue to use ChemBlend to develop TRI brand products. We are considering an extensive overhaul of our CRM system and are developing an extensive web based marketing program to keep our contacts informed of products offered and solutions we can provide.

TRI Intern Success Story

Jeff Wright visits with **Tatsuro Hayashi**, one of TRI's first student interns, and now an MBA student at Seattle University. **Tatsuro** will be going to work for Microsoft Japan when he receives his masters degree, in June. From TR to Bill Gates...



Tatsuro & family
with Jeff

Who could choose? Good Luck Tatsuro!

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Products

The following is a list of our strongest products:

Ascorbic Acid
Benzyl Alcohol
Caustic Soda
(Beads, Flakes)
Carbon Black
Caustic Potash
Cellulosic Thickeners

Citric Acid
DiPropylene Glycol
Epoxy Resins
Fumaric Acid
Gum Rosin
Glycol Ethers
Gum Rosin

Hydrocarbon Resins
Hydrogenated Resins
Maleic Anhydride
Methyl Methacrylate
Polyethylene Wax
Propionic Acid
Propylene Glycol

Titanium Dioxide
(Rutile, Anatase)



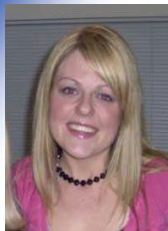
Quality - Responsibility - Stewardship

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TRI Continues to Build Its "Team"

Since our last edition, TRI is pleased to welcome 2 new additions to the team:

Carlos de la Torre joined the company as its Controller, while **Jill Thompson** has added her talents to TRI's Operations group as our newest CSR.



Jill joined TRI in January as a recent graduate of Washington State University (we had to

balance out the strong U.W. Husky contingent!), with the benefit of already having worked in logistics for Intermodal Sales Corporation, in Issaquah, Washington. After a relatively short tenure with Intermodal Sales (who closed their local office), Jill came to TRI with the determination that she wanted to pursue a career in logistics (and how often can you say that!) Jill has established a good rapport with many of TRI's carriers and customers, and been a great addition to the Seattle office.

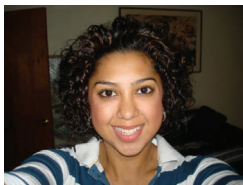
Carlos came to TRI last December after 15 years with a "little" chemical distributor in Kirkland, Washington. (We think Univar's loss has certainly been our gain!) In addition to watching costs like a hawk and authoring impeccable financial statements, some of our readers will know Carlos as the "friendly but firm" voice of TRI's collections efforts. Carlos showed he could stand up to pressure

when, on his very first day with TRI, he gamely weathered the sea of new faces (employees and significant others, alike) at the company's annual holiday party. Equally impressive was the fact that his then fiancée (now wife) Tracy braved the throng with him! Welcome Jill and Carlos!

As TR mentioned in his opening comments, there have been numerous wedding bells heard at TRI this Fall! Our Treasury Manager, Renata (formerly Hardonova), married her long-time boyfriend Ian Jirka in September, followed shortly by TR and Autumn Ridnell and Carlos and Tracy de la Torre in October. Please join us in wishing all the happy couples well!

Moving Up at TRI

We are also pleased that one of the TRI's first student interns, **Marjalena Santos**, joined us full-time as TR's Executive Assistant, upon her graduation from Seattle University last June. Marjalena ("Mar") first came to us almost exactly 2 years prior as a summer intern, and has learned



the company, its customers, vendors and systems inside out. Mar was Captain of the Seattle U. women's softball team, where she made All-Conference, while batting over .400 and leading the

Redhawks to the conference play-offs. An "official" welcome to Mar, as well!

Recent additions to the sales team...

Kevin Fuller

moved into full-time sales this Summer, following over a year as the company's Sales Assistant. Kevin is focusing on food products, and has already added to TRI's existing portfolio of products and customers in that market. With Kevin's graduation to Sales, **Jennifer Hewitt** made the transition from Operations to Sales Assistant, and has picked up right where Kevin left off, including marshalling the company's ever-growing sample program. Kevin and Jennifer are both great additions to the TRI sales team... congratulations Kev and Jenn!



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Bottom Line

After a year of relative and abnormal stagnant positioning as a company (We call it 'getting our feet under us'), TRI is on the move again!!!

TRI Product Positions:

Maleic Anhydride, Briquettes:

Direct import position with a Korean manufacturer, 25kg bags. Stocked in warehouses nationwide.

Fumaric Acid:

(Technical grade and food grade): Import position. Stock in New Jersey, Houston, and St. Louis.

Epoxy Resin:

Exclusive import position with Thai Epoxy. We stock drums and bulk on the West Coast and in Houston, TX.

Titanium Dioxide:

Imported, Kerr-McGee technology. Chloride process, selected grades available.

Epichlorohydrin:

Japanese material, we stock in Houston, TX.

Propylene Glycol:

Tech, and USP Kosher

Citric Acid USP:

Chinese material, available in 50lb bags.

Hydrocarbon Resin:

Exclusive import positions with Yuen Liang. We stock in multiple locations throughout the USA.

DiPropylene Glycol:

We stock drums and bulk of both domestic and imported material in Houston, New Jersey, Ohio, St. Louis, and L.A.

Caustic Soda, Beads, and Flakes:

We have an exclusive import position with bags, supersacks, and drums. 50 lb bags for U.S customers. We stock in 8 locations throughout the USA.

Benzyl Alcohol:

Lanxess factory pack drums and bulk. We stock in New Jersey, Chicago, Houston, and Los Angeles.

Acrylates:

Have drum stock available. Please call with further interest.

TDI 80/20:

This product is regularly available to us. Please call your sales representative for more information.

Glycol Ethers:

We stock both drums and bulk material in Houston, New Jersey, and on the West Coast. These are both Propylene based (PM, DPM, PM Ac, DPM Ac) and Ethylene based (EB, EB Ac, EE, EE Ac, etc....).

TRI - Shanghai Office:

The development of our China office and the addition of Stacey Li has provided us consistent and quality sourcing of numerous products. The following lines have been in high demand in the US and we have been able to fill supply voids created by tight supply and lethargy from domestic and European producers.



*TR & Stacey at the
Great Wall*

Featured Products

In the past year we have added 3 major product lines, please contact us with any questions regarding these items...

Cellulose Thickeners -

For use in the Construction Market, Paints, Food, Personal Care, Pharmaceutical, and Oilfield industries; these products are used as thickeners and levelers. Our product provides functional offsets to products from Dow (Methocel and Cellosize), and Hercules Natrosol grades. We have a full line of viscosity levels and have stocking locations throughout the USA. Call us with any questions or inquiries for pricing/samples, etc..

Carbon Black – Pigment grade -

We provide functional offsets to Degussa and Cabot grades. Many customers have seen significant price increases and lack of availability. We can provide offset charts to many of the ‘popular’ grades. Contact us for pricing/samples, etc...

Food Grade Phosphates -

We are able to offer a range of world class sodium phosphates for use in the baking, seafood & meat processing, potato and dairy industries. Phosphates are a functional food additive that can be used as emulsifiers, leavening agents, buffers, nutrients and discoloration inhibitors. We also offer blended phosphates, whether it be specialty blends for specific use in meat, poultry, seafood and noodle processing or customized blends for a particular application. Please feel free to contact us if you would like further information regarding these products.

21st Century Commodity Chemicals

Welcome to the wonderful world of commodity chemicals, 21st century style! After a summer of price increases and good demand, the 4th quarter is starting off with a whimper. The steady fall of crude oil is the backdrop for a market ready to see price relief. Demand is steady but not strong.

From the buyer side, we are seeing reasonable demand, but any increases going through are not demand-related. Supply for most material is available and competitive, but trade imbalances have been shrinking in the last 4 months. We expect that trend to continue.

On the product side, TRI sees very little product difficult to get. **Dipropylene Glycol (DPG)** is snug due to lowered production rates and plant turn-arounds have caused much lower DPG availability. TRI stocks drums in both NY and LA.

Propylene Glycol (PG) is the poster-child of the market. Raw material costs (Propylene and PO) are high, but general demand is soft. So while there is pressure from the manufacturers to raise price, we have not seen any net increases during the summer. Manufacturers are hoping that an early cold winter will create enough supply issues to allow them to raise prices.

Maleic Anhydride, Fumaric Acid, and Benzyl Alcohol have seen price increases over the last quarter. Please keep in contact with your sales rep on these items.

Glycol Ethers went up all summer. European production problems and the continually strong Euro really made importing material very difficult over the past few months. TRI supplies most grades in drums and bulk.

All signs point to substantial price increases in the **Epoxy Resin** market. **Epichlorohydrin** is getting tight in Asia

causing a ripple effect in the Epoxy business. Major Asian suppliers have been raising prices in the U.S. and we anticipate some double digit % increases for the rest of the year. We have stocks of both Epichlorohydrin and Epoxy Resin.

Hydrocarbon Resin pricing has seen dramatic increases all summer long due to U.S. production issues. We are anticipating expanded volumes from our traditional suppliers this quarter and look to supply an even more comprehensive product range. Please contact your sales rep for more details.

Caustic Soda has been very stable in supply and pricing for the past 6 months. We see a slow increase in price over the next 6 months as some of the bottom-end importers become squeezed out of the market. TRI has stock throughout the U.S. of our high quality product.

We hope that the coming Holiday Season sees everyone healthy and happy!

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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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