

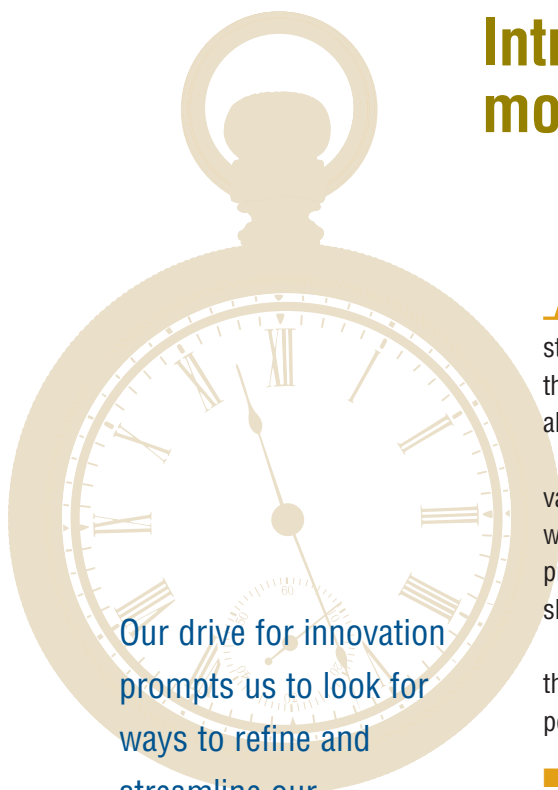


Acrylatest

FALL 2006

Esschem delivers quality quicker

Introducing shorter lead times for monomers and shaded polymers



Our drive for innovation prompts us to look for ways to refine and streamline our production without compromising the critical elements.

As a specialty manufacturing business, there are two guiding principles that shape our operations: consistent quality and responsive service. At first glance, the two may seem at odds: Delivering a constant level of quality suggests a repetitive process without variation while, on the other hand, responding to customers' needs requires flexibility and the ability to integrate new ideas. In reality, they are quite complementary.

Our quality process is the framework for what we do. Our drive for innovation prompts us to look for ways to refine and streamline our production without compromising the critical elements. Recently our management and production teams tackled one of our most pressing customer requests: shorter lead times. It was a challenging exercise—but well worthwhile.

By modifying some of our work flow and recasting a few job functions, the production team has reduced lead times for monomers and shaded polymers by one week. Going forward, Esschem will ship:

- Monomers within 2 weeks of your order
- Shaded polymers within 3 weeks of your order

Now that you can expect faster turnaround times for these materials, you have more flexibility in your production process. It also affords you the option to maintain a smaller inventory of monomers and shaded polymers. Simply adjust your delivery schedule to meet demand. You can do so with confidence.

Esschem's teams focused on trimming waste—not cutting corners. The quality and batch-to-batch consistency of Esschem's monomers and shaded

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ed polymers are as reliable as ever before. They are simply produced more efficiently and ready to ship to you sooner.

This latest Esschem innovation illustrates the principles of “Lean Manufacturing” in action. As you may know, “Lean” is an evolution of the Toyota Production System (TPS) that uses a simple, common sense approach to problem solving. According to the Manufacturing Extension Partnership (affiliated with the National Institute of Standards and Technology (NIST), lean principles establish a systematic approach to eliminating waste and streamlining manufacturing operations for success. Some of the benefits of adopting a Lean philosophy are:

- Reducing cycle times
- Reducing inventory levels
- Increasing capacity
- Improving lead times
- Increasing productivity
- Improving quality

On the heels of implementing Lean—and significantly reducing lead times for two key products—Esschem underwent its fourth successful ISO 9000 certification audit in 9 years. During this visit, KEMA auditors reviewed the Continual Management Dynamics and audited a total of eleven processes, finding no major nonconformance. The assessment confirmed that the Esschem Quality Management System has been effectively main-

tained. All of Esschem’s quality processes have been recertified based on ISO 9001:2000/ISO 13485:2003 standards.

Looking ahead, there are already new Lean improvements on the

horizon. Esschem is as committed to product—and process—innovation as ever before. Our goal is to continue to set the pace for performance and customer service in our industry.

Ultra High Clarity Acrylics –

A clear leader for cosmetic and dental applications



When regulatory agencies in the European Union threatened to ban the use of Benzoyl Peroxide (BPO) in nail cosmetics in 1997, the research and development (R&D) team at Esschem was already working on an alternate co-catalyst system for use in cosmetic nails. The result was so innovative, the company received an international patent. This innovation not only directly responded to a potential regulatory issue, it dramatically improved the look of sculpted nails.

Today, our L 201 and L 202 “Ultra High Clarity” powder and liquid systems are preferred products worldwide. Relying on the patented curing system, our Ultra High Clarity powders and liquids yield a clearer, more natural looking nail that will not yellow over time. These BPO-free homopolymers and copolymers are available in shades ranging from clear to pink. The copolymer also comes in a peach shade. Both must be used with the special liquid monomer (P-791-0000).

The same patented curing technology was the basis for a line of acrylic polymers for use in pour resin systems for cast dentures in the dental market. H 200, H 204, H 220 and the phthalate-free H 235 each have slightly different handling properties, but they perform identically in regard to improved clarity and reduced yellowing. Designed to cure in 20 minutes at 30 psi in warm water when mixed at a 2:1 polymer/monomer ratio by volume, the pour phase and dough time can be shortened by increasing the powder/liquid ratio. All of the clear polymers are available to be color matched to the Esschem International Standard Shades (EISS) or your own unique shade and with or without fibered veins. Our P 816 0000 monomer is used with these polymers.

Regardless of your market application, request a sample through your customer service representative today.

Meet **Ed Sobolewski**— *Vice President of Operations*



If one were to describe Esschem's Vice President of Operations, Ed Sobolewski, in two words or less, "dedicated" and "disciplined" would be among the best choices. His career with the company began more than 19 years ago when he worked part-time in the R&D lab as a synthesis chemist under George Cowperthwaite. During that period, Ed was also serving in the U.S. Navy and assigned to the U.S. Naval Hospital in Philadelphia in the medical lab.

After being discharged in 1987, Ed joined Esschem on a full time basis and has never looked back.

While working as a process engineer in 1991, Ed was part of the team tasked with the challenge of modernizing Esschem's original Essington facility. He, along with two other engineers on the task force, determined that it would be more cost effective and would allow for greater process improvements if the company instead built a new plant. Esschem's senior management agreed with their findings and launched the construction of Esschem's current production, warehouse, laboratory and office facility in Linwood, Pennsylvania.

Ed played a key role in the design and construction of the plant. Even today, more than 10 years later, his foresight and planning are still paying off. The plant's systems, including the environmental controls, are scalable and easily adapted to meet changing production demands as well as regulatory requirements. Thanks to Ed and those who worked with him, Esschem remains poised to meet the future head on.

According to Ed, it is that level of hands-on involvement that makes his job worthwhile. He says that he enjoys working for a smaller, privately-held company because it

affords him the opportunity to influence what is happening. He finds it rewarding to know that the decisions he makes today will have an impact even after he is gone.

When Ed isn't busy shaping the landscape of Esschem's operations for tomorrow, he is most likely pedaling his bicycle. To say he is a cycling enthusiast is putting it mildly. In a typical week, Ed rides his bike to work four days. In the summer, that means a 50 mile round trip every day. In the winter months, he modifies his route and shortens the ride to a total of 26 miles. As long as the mercury is above 10° F and the skies are clear, Ed prefers his two-wheel transport over his car. On the weekends he logs between 60 and 100 miles with the Delaware Valley Bicycle Club. In an average year, he bikes 10,000 – 13,000 miles. Conversely, he has just 5,000 miles on his car and you never hear Ed complaining about the cost of gas!

Ed is a native of Poland. Prior to emigrating to the U.S., he earned degrees in engineering and analytical chemistry. He came to America in 1980 and joined the Navy two years later. He became a U.S. citizen in 1986. Ed has family in Rochester, New York, and still returns to Poland twice a year to visit relatives there.



Key Contacts

Two-way communication is essential for building quality customer relationships. At Esschem, we encourage your input and inquiries. To help you reach the right person to assist you, we've prepared the following reference list. Call or e-mail us at any time—we are at your service!

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