



**Additives  
for your  
Success**

**BÆRLOCHER**



# Content



Solution provider for the plastics industry

## Additives for your success

The Baerlocher Group of Companies is a leading supplier for additives to the global plastics industry and a metal soap specialist for many non-polymer applications.

Baerlocher additives improve the processability and define the properties of the finished product.

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Additives in our everyday life

## Baerlocher inside

From pipes and fittings to medical packaging and garden hoses, additives improve the durability and safety of many everyday products.

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Being global, acting local

## Baerlocher's global network

With our extensive regional market knowledge and local experts we understand our customers and their individual requirements.

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Supplier for PVC additives

## The future in sight with PVC

Calcium-Zinc based additives increase the service life of products, important for durable building materials such as windows and pipes.

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Sustainable solutions

## The world of special additives

The most diverse applications and industries benefit from Baerlocher's know-how in the field of special additives.

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Almost everything that counts

## Baerlocher in figures

Interesting facts from the date of foundation to the number of technical experts and the number of raw materials processed at Baerlocher.

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Globality and digital transformation

## Investing into the future

We strengthen our global presence to attract today's and future talents as well as to enable us to build long lasting customer relationships.

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Highlights of the Baerlocher story

## Innovation based on tradition

A short journey along the milestones of the last decades of our company's history.

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Working where the chemistry is right

## Join our global team

Our global and innovative family business offers opportunities for a career start and a successful career.

**Page 22**

## Baerlocher products

**BAEROPAN**  
**BAEROSTAB**  
**BAEROPOL**  
**BAEROLUB**  
**BAEROPHOB**

**BAEROCID**  
**BAEROCIN**  
**CEASIT**  
**ZINCUM**

# Baerlocher

## Additives for your success

The Baerlocher Group of Companies is a leading supplier for additives to the global plastics industry and a metal soap specialist for many non-polymer applications. Baerlocher additives improve the processability and define the properties of the finished product.

Baerlocher is your global partner for all PVC processing with consistent leading edge technology for sustainable Solid Calcium Zinc and Calcium Organic stabilizer systems serviced locally from world class production sites in many deliverable user friendly forms.

Metal stearates, integral as raw materials for Calcium-based stabilizers and fundamental acid scavengers for the production of polyolefins serve as the backbone of our Special Additive portfolio. Combining Baerlocher's proprietary resin stabilizer technology with lubricants and additional functional additives, Baerlocher supplies

sustainable solutions for plastics and rubber as well as innovative solutions for the construction and lubricant industries.

With its global reach and extensive experience in the plastics industry, Baerlocher individually develops tailor-made solutions supported by state of the art laboratories combined with local responsive Technical Service personnel to support its customer's needs. Experience and knowledge are the key factors of their service.



» As a solution provider, it is our goal to create value for our industries «



» Our aim is to increase our customers' efficiency and improve working conditions in their operations. «



All of Baerlocher's products comply with and even exceed the current status of directives like REACH in the European Union or other regional regulations. Based on the close partnership with the customers all products can be tailored to meet individual requirements.

Incorporation solutions for additives via innovative product forms and one-packs are efficient to the industry. Our aim is to increase our customers' efficiency and improve working conditions in their operations.

Main focus lies on granular (AV and R) products, prills (SP), flakes (SMS) and pastilles (TX) that ensure dust-free handling combined with excellent dispersability.

## Product forms



### Products PVC Applications

#### **BAEROPAN**

Customer-specific additive one-pack

#### **BAEROSTAB**

High-performance PVC stabilizers

#### **BAEROLUB**

Lubricants

#### **CEASIT, ZINCUM**

Stearates

### Special Additives

#### **BAEROPOL**

Customer-specific additive one-pack

#### **BAEROPHOB**

Hydrophobic agents

#### **BAEROCID**

Fatty acids

#### **BAEROCIN**

Glycerin

# Baerlocher additives inside

While additives in applications from flooring to pharmaceuticals may not be visible to end users, they are nonetheless essential drivers influencing important properties in materials and products. Stabilizers enhance the durability and longevity of weather- and impact-resistant plastics and composite materials. Examples of additives controlling product properties in a variety of non-polymer applications are hydrophobic agents for the construction industry and thickeners for lubricants.

## Application examples

- Window Profiles
- Cables
- Calendered Sheets
- Floorings
- Plastisol Applications
- Rigid Packaging
- Rigid Sheets
- Pipes and Fittings
- Wood Plastic Composites
- Paints and Lacquers
- Flexible Extrusion
- Building Industry
- Rubber Industry
- Oil and Grease Industry
- Pharmaceuticals, Cosmetics
- Paper Industry
- Metal Industry

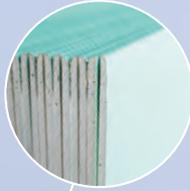
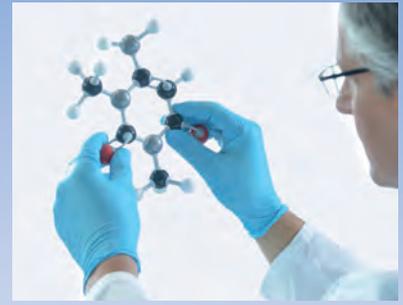


## Additives in motion

Additives are essential to many of the components of modern vehicles. They improve the longevity of these parts and help preserve their surface quality, as well as reduce weight.



» Additives decisively contribute to the overall success «



# Baerlocher's global network

Hallo



Hello

Over 1,000 employees worldwide make sure that we are close to our customers and sustainably support their growth. For Baerlocher, being a global company, it is essential to be local in both presence and thought. We remain close to the markets, due to our employees who continue to make Baerlocher a reliable and trusted advisor.

Baerlocher operates a global network of production plants. Each and every one of these facilities fulfills the very highest technical and safety standards. This allows us to provide our teams the resources they need to deliver consistently excellent quality for our customers. In addition, we are deeply committed to promoting best practices, and to the principle of continuous improvement.



¡Hola

Olá



Merhaba

Ciao



привет



مرحبا

你好



**Headquarters**

Baerlocher's headquarters are located in the area of Germany's metropolis Munich. As a family-owned company, Baerlocher is aware of its social responsibility, welcoming and developing talents from all over the world regardless of their religion and cultural background.



# The future in sight with PVC



Plastic is the material of the future. Due to its durability and weather resistance, PVC is increasingly replacing other materials such as aluminium, steel and wood. Compared to aluminium, PVC window profiles with recycled content, have a much better ecological balance in the long term.

Therefore, the sustainable production of PVC with a high recycled content and high recyclability is particularly important to us.

PVC consumes less fossil raw materials than other plastics, has good heat protection properties and offers high safety and reliability even for sensitive applications such as pipes for drinking water supply, floor coverings and cables.

## Additives for PVC

Baerlocher is a competent partner for a wide range of industries thanks to the diverse functionalities of our additives. The spectrum ranges from the construction to the electronics industry and a wide variety in between. Baerlocher additives help to optimize production processes and increase product quality in all application areas.



» Baerlocher additives  
ensure consistent quality  
in your products «

Baerlocher is known as one of the leading manufacturers of additives for the processing of PVC products and offers solutions for window profiles, pipes, cables, floor coverings, films and many other applications – Baerlocher's wide range of innovative additives meet the highest requirements with regard to efficiency, sustainability and quality of the end product.



# The world of special additives

As part of the global bio-economy, our special additives business unit offers solutions in stabilization, processing and recycling for a wide range of industries. Using renewable raw materials, our experts develop customized industrial additive solutions for both polymer and non-polymer applications. Combining our extensive formulation knowhow with an understanding of our customers' challenges allows us to deliver efficient solutions.

Baerlocher special additive blends are available in different product forms and can be individually adapted to customer's requirements. Dosing problems are solved, factory logistics simplified, workplace hygiene improved and productivity increased.



» Additives and formulation know-how  
to solve customer-specific challenges «



# Baerlocher

## in figures

Numbers can express many things, but not everything that counts. For us, success can also be measured without numbers: Baerlocher's corporate philosophy is characterized by quality, innovation and customer service and focuses not only on measurable economic success but also on social responsibility, sustainable production and careful use of resources.



### Family & history

Founded almost 200 years ago in 1823, Baerlocher remains a family-owned company with a long tradition in the additive industry and a focus on generations to come. Tolerance toward other cultures and an unbiased solidarity with our colleagues from all over the world are part of the DNA of our company.



### Quality - one step ahead

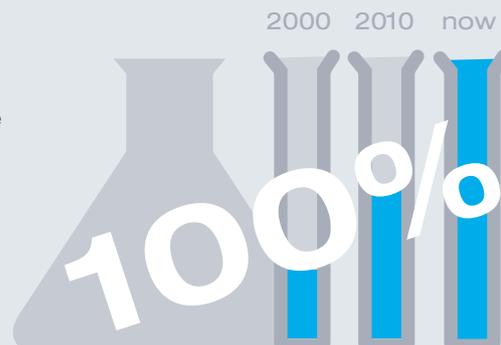
Due to our strong commitment to our industry we are accelerating our investments in new production facilities and R&D capacities. This ensures state of the art quality and energy efficiency.

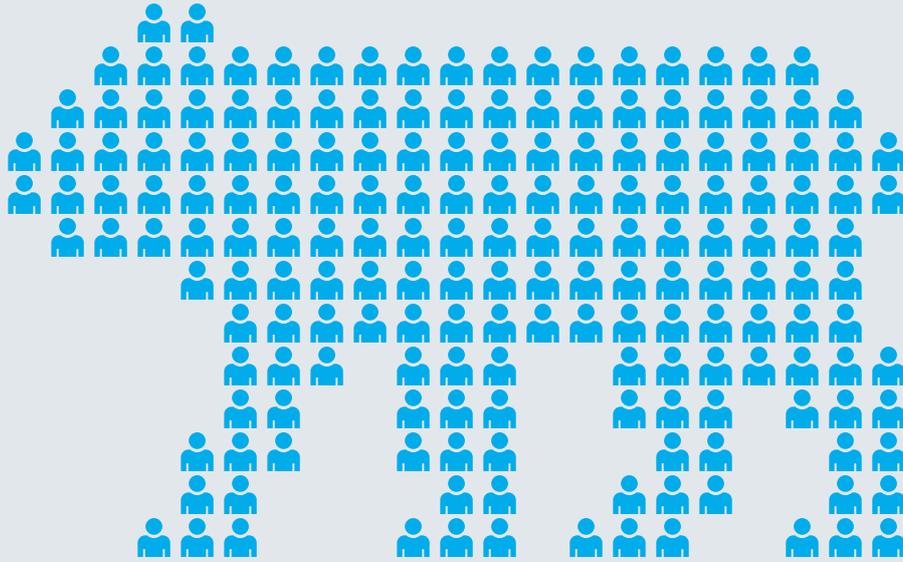


### 100% success

The termination of the production of lead-based PVC stabilizers in our plants in Europe was a major milestone and a great success. It underlines our commitment to be a trusted partner to the industry in the global change to calcium-based stabilizers.

■ Ca/Zn





### Knowhow worldwide!

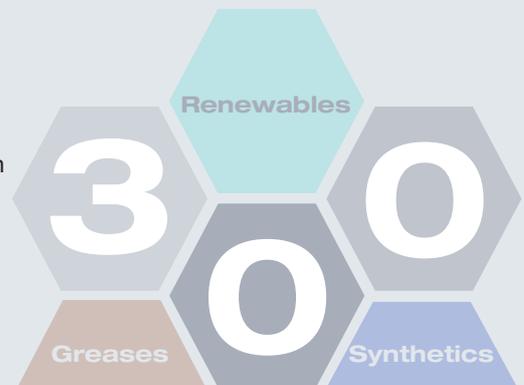
Future-oriented, we are continuously developing new technologies at our global R&D and application labs. With more than 180 technical experts and our network of distributors we support our partners in over 100 countries as trusted advisors.

# 180



### Raw materials

We deal with approx. 300 raw materials within Baerlocher. We continuously search for environmental friendly products. Thereby we apply the same ethical standards globally for our production sites as well as on our suppliers which correspond to our code of ethics.



### Zero risk

Safety at work and the health of our employees are of great importance for us in order to protect our employees against work-related dangers and safeguarding their health we use state of the art preventative measures and methods.



# Investing into the future

2012

## Changzhou/China

Baerlocher Plastic Additives (Jiangsu) Co., Ltd. commenced production at its new plant. The operation is supported by a state-of-the-art application laboratory

2013

## Americana/Brasil

Baerlocher do Brasil upgrades its existing site by investing in highly innovative production systems and processes, making the plant one of the most advanced anywhere in the world for stearic acids. In 2016 the second phase of expansion was finalized.



By continuously investing in its international production, laboratories and organisational capabilities Baerlocher sets the stage for sustainable profitable future growth for all its stakeholders. Our industries are in varying stages of transition to more sustainable solutions. Manufacturing excellence and solution providing capability is supporting this technology change and ensures resource efficiency in the production process.

We strengthen our global presence to attract today's and future talents as well as to enable us to build long lasting trusted direct customer relationships around the globe. Our international network allows us to drive future technological development and serve the industry by utilizing our global experience from nearly 200 years of company history.

A team orientated global organisation which encourages local presence is and will be key in the future. The same applies to understanding and embracing the diverse cultures around the globe. Baerlocher will proactively invest into the market and thereby assist in shaping the future of the industries we are active in.

Not only the geographic developments but also the social, sustainability and technological awareness will accelerate investments. The digital transformation is not only at our doorstep – it will significantly influence our investment decisions of the future.



## Baerlocher Kimya in Akhisar

features state-of-the-art analytical and technical application laboratories and underlines Baerlocher's ambition in the region



BAERLOCHER



2015

**Akhisar/Turkey**

Baerlocher Kimya is commencing production of one-pack stabilizers at its new manufacturing facility. The plant will serve both the domestic and neighbouring markets.

2016

**Changzhou/China**

Baerlocher expands capacity to support its leadership in calcium-based stabilizers and launches production of metal soaps in China.

2017

**Ohio/USA**

Baerlocher USA adds third reactor for calcium, zinc, sodium and other metal soaps at its facility.

2019

**Dewas/India**

Baerlocher India Additives expands further metal stearates production, warehousing facilities and a state-of-the-art Research & Development laboratory

2019

**Seremban/Malaysia**

Baerlocher Malaysia expands site with additional production line for metal stearates, new warehouse and office facility



**Baerlocher USA in Ohio**

increases production capacity by 50 percent. Offices are expanded to keep up with growth and business expansion. Completion of training center to improve skill set of staff and training of industry on technology and business trends.

**Baerlocher Malaysia in Seremban**

in 2019 celebrates the 25th anniversary of activity and underscores the status as a leading hub in the region by further expanding production, technical development and logistics capacity.



# Innovation based on tradition

More than 190 years of company history since its foundation in 1823 provides material for interesting trips back into the past. On these pages we put the focus on the most important development milestones since 1946. At that time, Dr. Christian Rosenthal took over the "Chemische Fabrik Otto Bärlocher" with special emphasis on the production of metal soaps. Since then the family business has been passed on to the 3rd generation and was able to link its success story with the increasing utilization of the diverse potentials of plastic materials.

**BÄRLOCHER**



**1946**

„Bärlo“ detergent



**1962**

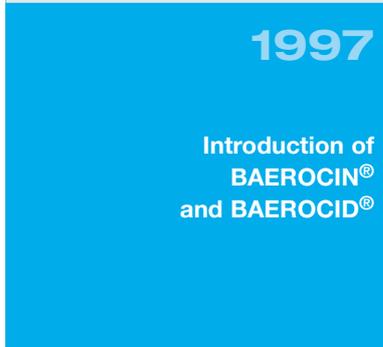
**BÄROLUB®-Lubricants for PVC processing**

**Bärolub  
Lubricants for  
PVC Processing**



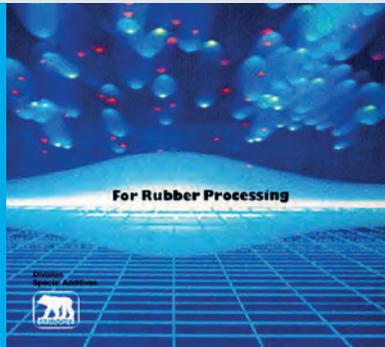
**1980**

Introduction of multiple trip silos



**1997**

Introduction of **BAEROCIN®** and **BAEROCID®**



For Rubber Processing



**2000**

Voluntary Commitment „Vinyl 2010“

**VINYL 2010**



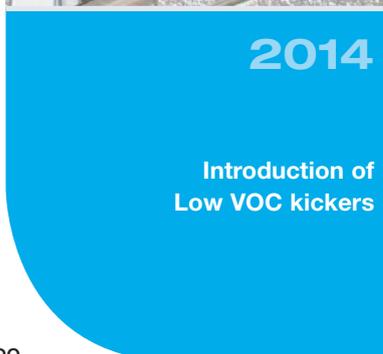
**2007**

**BAEROPHOB®**  
Novel hydrophobic systems



**2008**

Complete Ca-organic product line for pipes and fittings



**2014**

Introduction of Low VOC kickers



**2015**

ESPA members stop marketing of Pb-based stabilizers in the EU-28

**Pb STABILISERS CONSUMPTION IN THE EU-28**



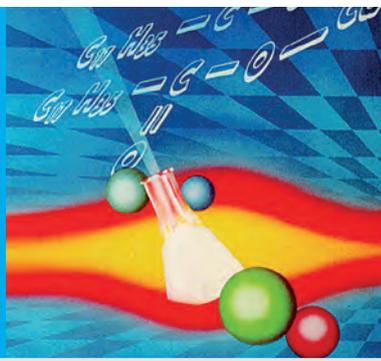
Source: ESPA

Pb stabilisers



1954

Cleansing agents „Flok“ and „Tel“



1955

Metal soaps

1963

BÄROPAN®  
Master-Compounds  
for PVC processing



1966

Introduction of  
granular product forms



1990

Ca/Zn products  
for cable applications



1993

BÄROPOL® /  
Master-Compounds  
for polyolefins

2001

BAEROLUB®  
Lubricant  
one-pack systems  
for WPC



2004

Baerlocher  
Ca-based pellets for  
windows profile  
applications



2010

Introduction of  
Low VOC products  
for flooring



2013

Full range of  
REACH compliant products

2016

BAEROPOL RST technology  
and BAEROPOL T-blends  
for stabilizing  
recycled materials



2016

Baerlocher stops  
production of  
Pb-based stabilizers in  
all its plants in the EU-28



# Join our global team

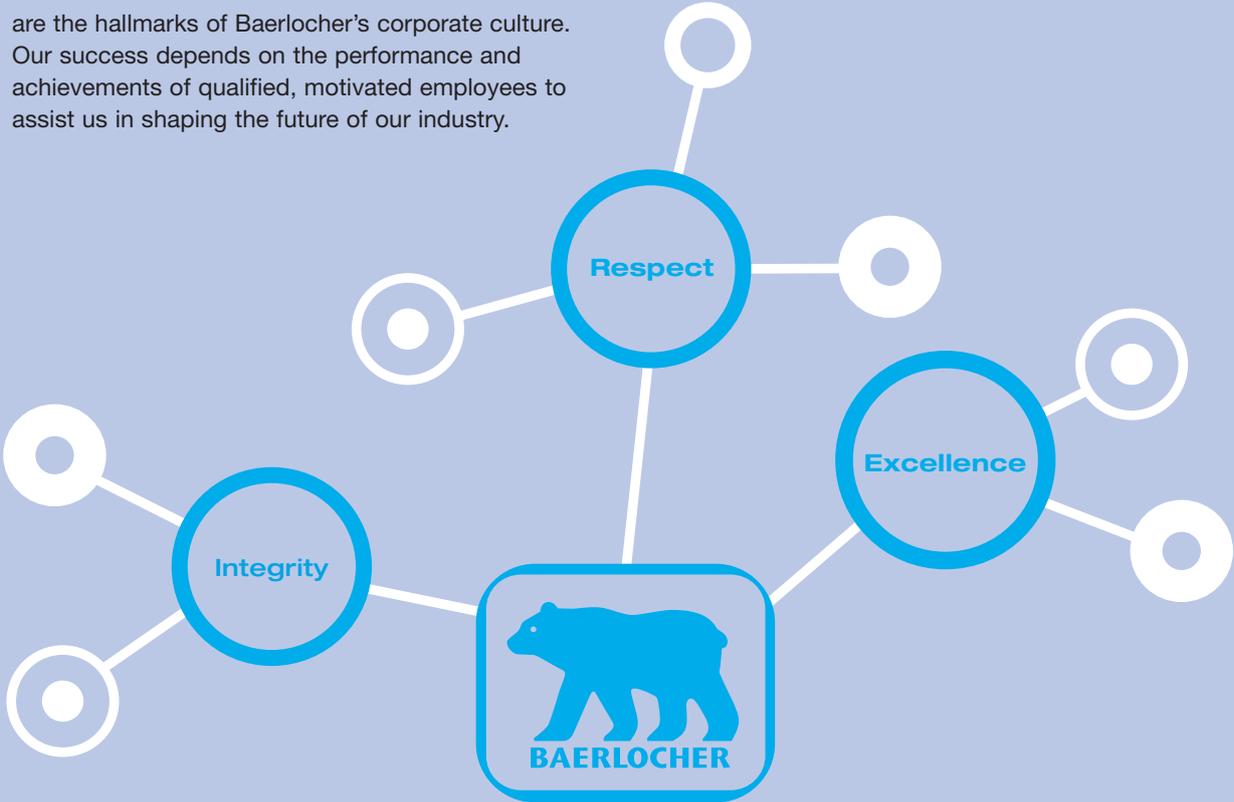
With a corporate culture characterized by quick decision making, flat hierarchies and open dialogue, Baerlocher offers young professionals with backgrounds in engineering and natural sciences, business administration and technology a range of professional and personal development opportunities as they pursue a career in management or as a specialist in a trusting and open working environment.

We are looking for talented, qualified candidates eager to embrace responsibility and challenging tasks in future-oriented projects in an international environment. Candidates will be expected to think and act entrepreneurially and to exhibit a high sense of responsibility, along with the will to continue to grow as we chase our goals and shape the future of the company together.



## Respect, Integrity and Excellence

are the hallmarks of Baerlocher's corporate culture. Our success depends on the performance and achievements of qualified, motivated employees to assist us in shaping the future of our industry.



» Joint success can only come about when the chemistry is right and the will to perform as a team is there. «





[www.baerlocher.com](http://www.baerlocher.com)

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September 2019

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