

Joss Elastomers & Chemicals B.V.
Telephone : 31 (0) 72 515 70 64
Fax : 31 (0) 72 515 43 71
E-Mail : info@joss.nl
Website : www.joss.nl



ARCADIALAAN 34 C+D * 1813 KN ALKMAAR * THE NETHERLANDS

Your ref. : Distribution agreement between LAWTER BVBA and Joss Elastomers & Chemicals BV

Date : Alkmaar, Friday 15th October 2021

Dear Sir/Madam,

We are pleased to inform you that Joss has concluded a distribution agreement with LAWTER for the representation of their products in selected markets as per 1st November 2021. These products include typical grades such as BUREZ[®], ECOREZ[®], FLEXREZ[®], HYDROREZ[®], PINEREZ[®], SETALIN[®], SNOWTACK[®], etc.

With more than 35 years of experience, Joss enables its partners to be more successful in their global business by offering flexible commercial, logistical and financial solutions, which provide access to markets & products and reduce complexity in e.g. the rubber- and chemical industry.

Our objective is to be a leading tailor made partner for customers and suppliers, with highly motivated employees, by realizing a common culture characterized by ownership, flexibility, teamwork and sustainability.

The new distribution agreement with LAWTER fits directly into our corporate strategy and aligns to our current business areas. We aim for a smooth transition and that the supplies to your company are well served and continued.

We will contact you in the upcoming days to share further company details and to assist you in your demand. We kindly ask you to indicate to us your forecast for the next 3-6 months so we can anticipate sufficient availability of supplies. Please address your orders and forecast information to josscontracts@joss.nl.

Please find attached the Joss information sheet including your focal contact person.

We are looking forward to our pleasant cooperation and to a smooth transition.

Yours Sincerely,

Arnold Hofman

ws
Director

In name of LAWTER
Henk Rijdsdijk

ws
Business Develop Manager

At Joss, we value Corporate Social Responsibility and Sustainable Development. We are ISO 9001 certified. Furthermore, our company's strategy is aligned to the Sustainable Development Goals (SDG's) as defined by the United Nations whereby we actively pursue the most relevant topics which affect our business and environment.