

## Introducing our Agent in Iran - Arat Chem. Arya Ltd.

Arat Chem. Arya Ltd. was established in March 2007 in Tehran, Iran by a team of corporate experts and business leaders. The company is headed by Mr. Bijan Mehrzad, CEO who has been involved with pigments related industries for many years. Messrs Siamak Shahriari, Chairman and Mr. Asaddollah Sadeghi, shareholder are the other present members of the management team. The company supplies raw materials including Pigments and additives for Ink, Plastics and Paint industry. Our present territory is Iran but we hopefully soon expand our operation also over the Persian Gulf area.

Arat Chem. has actually started with IQ Chem products for Plastics and later on by the introduction of Ink range the sales in this segment has grown very nicely. Thanks to the excellent image of the company in the market and perfect selection of the products by IQ Chem. We have received positive feedback from paint industry for the coating products and expect orders from this segment for the rest of the year. We are also supplying inorganic pigments, mainly lead chromate and molybdate as well as PVC heat stabilizers.

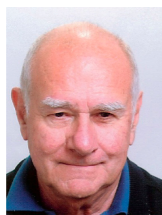
Our long term goal is to establish IQ Chem. brand as a reliable name which price /performance wise will become the favorite supplier of the pigment related industries. Our address details are as follow and you may contact us if you may require any further information about our activities.

Arat Chem. Arya Ltd.  
No. 83, Mir Emad St.  
Tehran 15878 – Iran  
Tel: (+98 21) 8875 2333  
Fax: (+98 21) 8875 3058  
E-mail: bijan.mehrzad@aratco.com

## Introducing our Lawyer

*Dr. Peter Rudolf*

Peter Rudolf was Senior Division Counsel with Ciba-Geigy and later Ciba Specialty Chemicals with direct responsibility for the industrial divisions of Ciba-Geigy especially the additives and pigments businesses.



This responsibility included advice to management on antitrust matters, product safety, product liability and contracts.

## How to contact IQChem

Benkenstrasse 254  
CH-4108 Witterswil  
Telephone: +41 61 721 95 40  
Fax: +41 61 721 95 41  
Mail: info@iqchem.com  
Web: www.iqchem.com

## Personnel Changes - Board of Management

*Sven Fiebrig*

During our Board of Directors meeting on March 18th, 2008 we have elected Mr. Sven Fiebrig as new member of the Board. Sven has been working in the chemical industry for the past 20 years. He started his professional career at Sandoz Chemicals Ltd. (now part of Clariant Ltd.) with assignments in Basle, Switzerland and Scandinavia. Subsequently he transferred to the field of management consulting, focussing on the chemical and pharmaceutical sectors. He has been working for Coopers & Lybrand and Arthur D. Little and now is partner with Value Partner, a specialised advisor to the chemical industry. Sven is a German national, resident in Switzerland. He holds a degree in banking and an MBA.

*Dr. Abul Iqbal*

At the same meeting, Dr. Abul Iqbal was elected as new member of the Board. As co-founder of IQChem and CEO from 2000-2006, most of our readers know very well Abul Iqbal.

## New Head of Logistics

*Ms. Carole Szand replaces Dr. Dieter Werthemann*

Dr. Dieter Werthemann, head of administration and logistics has expressed his wish to retire by end of May. Since the establishment of IQChem in 2000, Dieter occupied this function. The whole IQChem-team thanks Dieter for his valuable work on behalf of IQChem and we wish him all the best for the future.

We welcome **Mrs. Carole Szand** (e-mail-address: carole.szand@iqchem.com) as our new head of logistics. Carole has a lot of experience in administration and logistics and we are convinced that Carole will be a competent partner for you. We wish Carole a lot of satisfaction and success in her new appointment.



## Introducing our Chief Financial Officer

*Peter Steiner*

Peter Steiner was Senior Executive with Ciba Specialty Chemicals and with SIG Combibloc (Packaging Industry) and gained broad experience in Financial and General Management in an international environment (assignments in several European countries as well as in Indonesia and South Africa). Main responsibilities included the CEO/CFO, Human Resources, Supply Chain Management and Quality Management functions.



Peter is a Swiss national and holds a Masters Degree in Economics from St. Gall University in Switzerland.

# IQChem Newsletter

Edition 3/08

IQChem Inc.  
Benkenstrasse 254  
CH-4108 Witterswil

Telefon +41 (0)61 721 95 40  
www.iqchem.com  
info@iqchem.com

## Editorial

*Dr. Fritz Brenzikofer, CEO*

Since our last newsletter one year ago, the pigment market is in a big move which is mainly due to the heavy price increases for intermediates and finished pigments. In June 2007, the supply problems of raw materials started in China, and combined with the deletion of the VAT rebates, all exports from China became more expensive. Today we see a second turmoil in China, caused "officially" by the Olympic Games. Certain raw material plants have to stop their production for 3 months, and of course, the prices are again increasing sharply. Just returning from China, I believe that the situation will be normalized as from September but in the meantime supply problems will continue.

We as IQChem have despite the difficult

market conditions an excellent business development for our trading activity. As the diagram on page 1 shows we estimate to have end of 2008 a turnover increase of 600% in 2 years! I would like to thank our customers for their confidence in our company.

Such a growth rate needs to be consolidated. We are taking the necessary steps to ensure also for the future a significant, sustainable growth such as

- supply and marketing agreements with suppliers and business partners;
- completion of our product portfolio;
- extension of our agent and distributor network;
- additional human resources.

Despite the commoditization process in the pigment industry, we as IQChem are confident to have a bright future with our business concept. For this reason it is obvious that we will comply completely with the forthcoming REACH-regulations.

Yours  
Fritz Brenzikofer



*Dr. Fritz Brenzikofer  
CEO IQChem Inc.*

## Product Eye Catcher

*New Pigments*

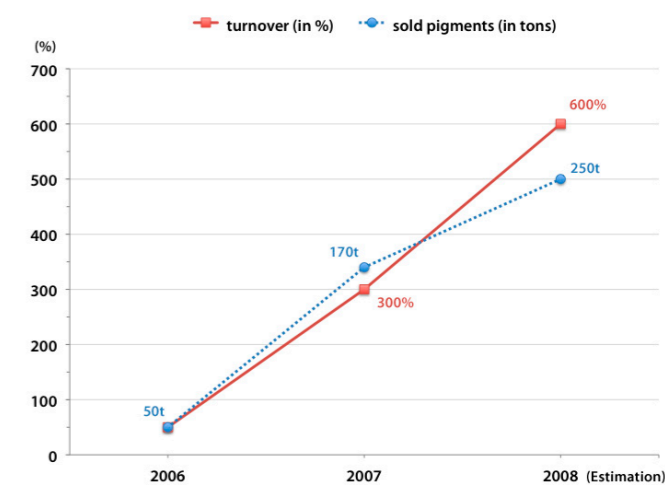
IQChem - your supply partner for all kind of Benzimidazolone High Performance Pigments:

	Product name	Suitable for
	IQC Coat Yellow 151	coatings
	IQC Coat Yellow 154	coatings
	IQC Coat Yellow 155	coatings
	IQC Coat Orange 36	coatings
	IQC Coat Red 185	coatings, printing inks

	Product name	Suitable for
	IQC Plast Yellow 180	plastics
	IQC Plast Red 176	plastics
	IQC Pigment Brown 25	plastics

## Turnover Development 2006 - 2008 for Organic Pigments

6 fold turnover increase in 2 years!



2006 was the start of the trading activity. The values for 2008 are estimated.

IQC Product	CI No.	Recommended applications*			
		Automotive refinishing	Industrial paints	Powder coatings	Decorative paints
IQC Coat Yellow 74-O	PY 74		○		●
IQC Coat Yellow 74-T	PY 74		○		●
IQC Coat Yellow 83-T	PY 83		●	●	●
IQC Coat Yellow 83-ST	PY 83		●	●	●
IQC Coat Yellow 83-O	PY 83		●	●	●
IQC Coat Yellow 138	PY 138	●	●	●	●
IQC Coat Yellow 139	PY 139	●	●	●	●
IQC Coat Yellow 151	PY 151	●	●	●	●
IQC Coat Yellow 154	PY 154	●	○	●	○
IQC Coat Yellow 155	PY 155	●	●	●	●
IQC Coat Orange 34	PO 34		●	●	
IQC Coat Orange 36	PO 36	○	●	●	●
IQC Coat Red 484 FBL	PR 48:4		●		●
IQC Coat Red 112-T	PR 112		●		●
IQC Coat Red 112 FGR	PR 112		●		●
IQC Coat Quindo Red 122	PR 122	●	●	●	●
IQC Coat Red 2B 170	PR 170	●	●	●	
IQC Coat Red 3B 170	PR 170	○	●	●	
IQC Coat Red 5B 170	PR 170	○	●	●	
IQC Coat Red A3B 177	PR 177	●	●	●	●
IQC Coat Red 185	PR 185			●	
IQC Coat Red 188	PR 188	○	●	○	○
IQC Coat Red DPP 254 2030	PR 254	○	●	●	○
IQC Coat Red DPP 254 BO	PR 254	●	●	●	○
IQC Coat Quindo Violet 19 RV	PV 19	●	●	●	●
IQC Coat Violet 23	PV 23	●	●	○	○
IQC Coat Blue A3R 60	PB 60	●	●	●	●
IQC Coat Green 36	PG 36	●	●	●	●

● Main use, ○ additional use

\* Our product specifications and application are based upon our current knowledge, customers must do the necessary test of individual product before application

## IQChem complies with REACH-Regulations

As required by the REACH-regulations, we will pre-register all our trading products till end of November, 2008.

We confirm also that we will do the necessary steps and analyses in order to get later the full REACH-registration. The pre-registration will be done under the name of IQChem Germany. We will establish this new company within the next 3 months.

IQC Product	CI No.	Fastness properties*		Recommended applications*			
		Light Fastness	Heat Resistance	PVC	PO	PS	ABS
IQC Plast Yellow 13	PY 13	5	180°C	●	○		
IQC Plast Yellow 17	PY 17	6-7	180°C	●	●		
IQC Plast Fast Yellow R-83	PY 83	6	180°C	●	○		
IQC Plast Fast Yellow 83 FG	PY 83	6	180°C	●	○		
IQC Plast Fast Yellow 139	PY 139	6-7	240°C	●	●		
IQC Plast Fast Yellow 180	PY 180	6	280°C	●	●	●	●
IQC Plast Yellow 191	PY 191	7	300°C	●	●	●	●
IQC Plast Orange 34	PO 34	5-6	200°C	●	●		
IQC Plast Scarlet 2 BP 482	PR 48:2	5-6	230°C	●	●		
IQC Plast Scarlet 2 BSP 483	PR 48:3	5-6	240°C	●	●	○	
IQC Plast Rubine 4 BP 571	PR 57:1	5-6	230°C	●	●		
IQC Plast Quindo Red 122 FG	PR 122	7-8	260-280°C	●	●	●	
IQC Plast Fast Red 3B 170	PR 170	7	230°C	○	○		
IQC Plast Fast Red 5B 170	PR 170	6	230°C	●			
IQC Plast Fast Red 3B 177	PR 177	8	260°C	●	●	●	
IQC Plast Red 176	PR 176	ue	ue	●	●	●	
IQC Plast DPP Red 254 2030	PR 254	ue	ue	●	●		
IQC Plast Quindo Violet 19 RV	PV 19	7	260°C	●	●	●	
IQC Plast Violet 23	PV 23	ue	ue	●	●		
IQC Plast Blue 153 FG	PB 153	7-8	280°C	●	●	●	●
IQC Plast Blue 60	PB 60	8	300°C	●	●		
IQC Plast Green 36	PG 36	ue	ue		●		
IQC Plast Brown 25	PBr 25	ue	ue	●	●		
IQC Optibright OB-184				●	●	●	

● Main use, ○ to be tested before use; ue = under evaluation

\* Our product specifications and application are based upon our current knowledge, customers must do the necessary test of individual product before application

## MCA Technologies

*New Partner for DPP-Pigments and Additives*

We are pleased to inform you about a supply and marketing agreement with MCA Technologies, Biel-Benken/Switzerland for DPP-pigments and additives for plastics, coatings and inks.

MCA Technologies is headed by Dr. B.L. Kaul, former head R&D, pigment division of Clariant International.

MCA ([www.mcatechnologies.ch](http://www.mcatechnologies.ch)) is specialised in the field of captive and contract R&D and manufacturing (e.g. DPP-pigments) and in the strategic development and sourcing of additives as optical brighteners, UV-absorbers, Light Stabilizers (HALS) and Specialty Flame Retardants.

We will jointly present our products at the forthcoming AMI Masterbatch Conference in Barcelona, 24th – 26th June.