



Tradetalk

Issue No. 20 – Summer 2009

www.tritrading.com

Celebrating 15 Years of Business 1994-2009

A TRI milestone was celebrated at the beautiful *Fox Hollow Farm* on August 14th as we toasted to the company's 15th anniversary. It was a great party, fine food, music, basketball, and more; finished off as the sun set with marshmallows around the fire.

Thanks everyone for making it so special. In the spirit of 'the current economy', we toned it down from our 10 year party when we had 70 outside guests and limited this event to company members only. Keep your eyes open for the 20 year!



TRI employees showing off our 15 year timeline

Visit our website for more pictures of our 15th anniversary party at www.tritrading.com

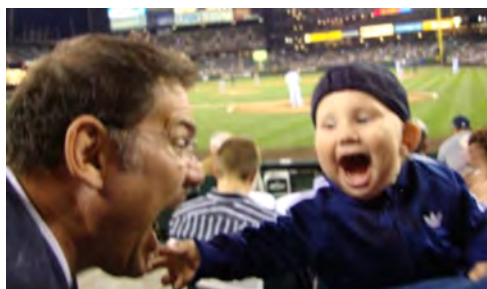


1) Rowland & TR showing off the 15th Anniversary Cake. 2) Staff enjoying good food, great company and wonderful atmosphere. 3) TR happy to receive his TRI 15 year timeline gift. 4) Group gathered around the fire for a classic TR speech. 5) An intense game of bump-ball, our champions Rowland and Adam battle to the end.

Thanks to our customers and suppliers for your support during these very tough times, and also my personal thanks to all the TRI employees (past and present) for 15 great years!!

Happy Harrison

It's been slightly less than a year since our last issue and there's so much to talk about. Most important to me personally was the birth of *Harrison Richter-Savage Ridnell*. He's a very healthy boy, now 9 months old and Autumn and I are having a wonderful time with him. With her event business at Fox Hollow Farm (our residence) he has already met thousand's of people. □



What a proud Dad!
Congratulations on the birth of your first born son!

TRI Middle East - Global Trade

The most significant move we have made this year was opening our Middle East trading office, and we welcome *Waheeb Malik* to the TRI team as our Global Trade Manager, TRI Middle East.

We are now able to take advantage of global swings in markets with a very focused view. Waheeb is exceptionally diligent and learns more each day on how to contribute to the company.

Continued on Page 2

Inside this Issue:

<i>Celebrating 15 Years 1994-2009</i>	1
<i>Happy Harrison.....</i>	1
<i>TRI Middle East.....</i>	1-2
<i>TRI Team Changes.....</i>	2
<i>Welcome Back Marjalena.....</i>	2
<i>TRI Rugby Interns.....</i>	2
<i>Thanks from TRI.....</i>	2
<i>TRI Website Launch.....</i>	2
<i>Where Were YOU in 1994.....</i>	3
<i>TRI Top Products</i>	
<i>Focus Summer 2009.....</i>	3
<i>Customer Support & Contacts</i>	4
<i>Tradeshows & Events.....</i>	4

Featured Products

Ascorbic Acid
Benzyl Alcohol
Caustic Soda (NaOH)
Caustic Potash (KOH)
Cellulosic Thickeners
Citric Acid

Di Propylene Glycol
Epoxy Resins
Epichlorohydrin
Ethanolamines
Fumaric Acid
Glyoxal 40%
Glycol Ethers

Glycolic Acid
Gum Rosin
Hydrocarbon Resins
Maleic Anhydride
Methylene Chloride
N-Methylpyrrolidone (NMP)
Pentaerythritol

Propionic Acid
Propylene Glycol
Rosin Esters
Tetrahydro Furan (THF)
Titanium Dioxide
Trichloroethylene

TRI Middle East - Global Trade Continued from Page 1

While the ‘traditional’ TRI team focuses on our Import Distribution business, Waheeb works on the trading side globally. **Stacey Li** complements both areas of our business from her Shanghai, China sourcing office.

Focused Industries: Paints & Coatings, Cosmetics, Construction, Automotive Lubricants, Oil & Gas, Detergent, Polyurethane, Leather, Printing Inks, Food, & Textile.

TRI Middle East Products

- Caustic Soda Pearls / Flakes (NaOH)
 - Ethanolamines (Mono, Di & Tri)
 - Ethylene Glycols (Mono, Di & Tri)
 - Chlorinated Solvents
 - Propylene Glycols (PG USP, PGI, DPG)
 - Solvents (IPA, IBA)
 - Acetates (Butyl & Ethyl)
- Contact TRI for more information.



Waheeb R. Malik
Phone: +92-323-4021743
w.malik@tritrading.com

TRI Team Updates

It’s been a conservative year on the employee front, not much change, and as most company’s we are in the daily fight in a very competitive market. Our team has responded in an extraordinary manner, taking our lumps in some areas, but always continuing with a positive vibe to developing and growing our business. Thanks to our entire team for their efforts. □



Mar getting back in touch with her roots in Playa del Carmen, Mexico

Welcome Back Mar!!

It’s great to have **Marjalena Santos** (aka ‘Mars Bar’) back at TRI as our Executive Assistant. She was our first intern from Seattle University five years ago, and has returned to the company after a 12 month stint elsewhere.

We are delighted to have her back, the company benefits from her positive spirit. □

TRI Rugby Interns - Strong Work Ethic



Kevin Swiryn, TRI Intern and Captain of the USA National 7’s Team (Eagles)

TRI’s heritage in Rugby Football is no secret, and our latest intern – **Kevin Swiryn** might be the most notorious. He is currently the Captain of the USA National 7’s Team (Eagles) and recently was awarded his first ‘cap’ in the 15’s program.

He is as polished off the field as he is electrifying on the field, and has been a nice addition at TRI. His rugby career will take him all over the world before he hopefully returns to TRI – and it will be exciting to follow his success.

We would also like to mention that our 2008 TRI Rugby Intern, **Adam Patchett** moved to full-time Sales & Marketing Assistant in March 2009. Adams commitment to his work and positive attitude have made him a valuable member to TRI. Another success for our intern program. Congrats Adam! □



Adam showing off his recently caught Rock Fish in Sitka, Alaska

Thanks from TRI!

Its been a tough year, we are pleased to be ‘in the fight’. Every day, we are positioning ourselves to be stronger and in good position when the US and world economies rebound. Thanks to our customers and suppliers for your support during these very tough times, and also my personal thanks to all the TRI employees (past and present) for 15 great years. □

“He is as polished off the field as he is electrifying on the field”

TRI Website Launch www.TRITrading.com



Complete Product Catalog

- Product Search
- A-Z Product Listings
- Top Selling Products
- Featured Products
- Specs & MSDS

Improved Features

- Contact Us Form
- TRI Tradetalk
- Careers

About Us & What’s New

- News, Articles & Updates
- Employee Profiles
- About TRI: Why TRI
- Events & Meetings

HOT Links

- What is TRI - About Us Presentation
- TRI 15th Anniversary
- Featured Profile - Anthony Ridnell

Where Were YOU in 1994 - Guess Who? Match the TRI Employee

1994 - the year TRI was founded – of course Rowland and I were at 158 Power Avenue ‘high fiving’ and blowing the trumpet with each other. It is slightly humbling for me to learn some of our employees were not yet in elementary school at that time. Some fun photo’s of our team retrofitted to 1994 should be some good viewing.



a



b



c



d



e



f



g



h



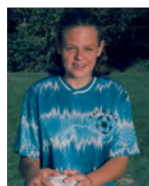
i



j



k



l



m



n



o



p



q



r



s



t



u



v



w



x

Answers: a. Anthony Ridnell, b. Rowland Morgan, c. Sandy Fuller, d. Rich McNamara, e. Matt Solbrack, f. John Godina, g. Jeff Wright, h. Stacey Li, i. Carlos de la Torre, j. Marjalena Santos, k. Shondra Garrigus, l. Jill Thompson, m. Austin Britts, n. Kevin Fuller, o. Esther Yu, p. Joe Riverman, q. Kurt Owens, r. Adam Patchett, s. Jennifer Calvery, t. Michelle Connor, u. Brian Gilbert, v. Dave Miller, w. Paris Lockhart, x. Waheeb Malik.

TRI Top Products Focus - Summer '09

We have just finished the best summer ever in Seattle. The weather has been perfect and the forecasts easy and long-term. Every day was easy, sunny and warm for the foreseeable future. The same cannot be said for the chemical industry. I really cannot remember a time when the future is so uncertain. While I am not complaining about business in general, it has been very difficult to know or understand what is going to happen in the coming months.

Propylene Glycol

PG has just gone from balanced to long, to straight out short. Propylene is in high demand and producers globally have struggled to get pricing up to acceptable levels. The result has been a slowdown in production just as we go into the anti-freeze season. It is quite possible that we will need to push through over \$0.20/lb increase in less than 30 days.

Caustic Soda, Micropearls

CSMP have been trending down for almost a year. We believe the market has hit bottom and we will see pricing come back up over the next 6 months. Liquid pricing has risen enough to put pressure on beads.

Without any major corresponding demand for Chlorine, we see this to continue. Also, we have seen regular weekly increases in US Rig counts that should start to flow through the dry Caustic business in coming months.

Benzyl Alcohol

BOH will be much more stable moving forward. Lanxess has acquired Gwalior, so there will be much less disruption in the marketplace. We are still trying to iron out better lead times, but demand is such that we are usually at 10 weeks. For regular customers we are able to keep material on hand for them, but we are having to plan ahead. Demand has been steady, if not great. The good news is that pricing has been stable.

Citric Acid

This product has really settled down now that the anti-dumping case between the Chinese and the US Government has been determined. After looking globally for better alternatives for our customers, we still feel that China is the best supply chain available for our customers.

Glycol Ethers

Propylene-based GE's have been moving upward based on the PO shortage and Propylene increases. TRI has a regular stock list of most of these products in bulk and drums.

Pentaerythritol

Pricing has been very stable (or low) for many months, but we feel that demand is finally picking up to a point where we should start to see pricing move upwards.

Overall, demand is still soft. Customers are looking for shorter lead-times and small volumes, but raw material costs are finally beginning to move through the value chain (sorry I couldn't help myself). Manufacturers are under great pressure to pass along costs to the users, and it looks like there is just enough demand to do so. □

Rowland Morgan

Visit our new website at
www.tritrading.com/products/
 For more valuable information on
 TRI Products & Services



Customer Support & Contacts

Headquarters, Seattle, WA

Executive Team

Anthony Ridnell
CEO/Owner
tr@tritrading.com

Jeff Wright
President
jeff@tritrading.com

Administration
Marjalena Santos
Executive Assistant
marjalena@tritrading.com

IT & Marketing
Paris Lockhart
IT Manager
paris@tritrading.com

Jennifer Calvery
Marketing Manager
jennifer@tritrading.com

Adam Patchett
Sales & Marketing Assistant
adam@tritrading.com

Operations

Sandra Fuller
Logistics Manager
sandy@tritrading.com
phone (206) 859-3113

Matt Solbrack
Operations, CSR
matt@tritrading.com
phone (206) 327-3391

Michelle Connor
Operations, CSR
michelle@tritrading.com
phone (206) 898-7865

Jill Thompson
East Coast CSSR
jill@tritrading.com
phone (206) 422-8151

Esther Yu
Midwest CSSR
esther@tritrading.com
phone (206) 235-8712

Accounting & Finance

Carlos de la Torre
Controller
carlos@tritrading.com

Kurt Owens
Financial Analyst
kurt@tritrading.com

Purchasing
Shondra Garrigus
VP - Purchasing
shondra@tritrading.com

Dave Miller
Purchasing
dave@tritrading.com

Sales
Rowland Morgan
row@tritrading.com
phone (206) 505-3500

Joe Riverman
joe@tritrading.com
phone (206) 505-3500

Regional Sales

New Jersey

Rich McNamara
rich@tritrading.com
phone (609) 859-8175

Pennsylvania
Brian Gilbert
brian.gilbert@tritrading.com
phone (610) 324-1196

Chicago, IL
John Godina
john@tritrading.com
phone (630) 762-0764

San Francisco, CA
Kevin Fuller
Food Additives & Ingredients
kevin@tritrading.com
phone (206) 366-5418

Austin Britts
austin@tritrading.com
phone (206) 909-7463

International

TRI China

Stacey Li
Shanghai, China
staceyli@sina.com
phone +86-21-50817769
fax +86-21-50817769

TRI Middle East
Waheeb R. Malik
Lahore, Pakistan
w.malik@tritrading.com
phone +92-323-4021743
fax +92-42-5746273



Blending Services

ChemBlend of America
Chicago, IL
phone (630) 521-1600
fax (630) 521-1616
www.chemblend.net

Tradeshows & Events



European Petrochemical Association (EPCA)
October 3 - 7, 2009
InterContinental Hotel Berlin
Berlin, Germany



SupplySide West (SSW)
November 11 - 13, 2009
The Venetian & Sands Expo
Las Vegas, NV USA



Western Coatings Societies Symposium (WCSSS)
October 25 - 29, 2009
Flamingo Hotel
Las Vegas, NV, USA



InformEx 2010
February 16 - 19, 2010
San Francisco, CA, USA



Worldwide Food Expo (WWF)
October 28 - 31, 2009
McCormick Place
Chicago, IL, USA



American Coatings Show (ACS)
April 13 - 15, 2010
Charlotte, NC, USA

To schedule a meeting with TRI or for more information on events & meetings contact TRI at info@tritrading.com

TRInternational, Inc.

TRI Corporate Headquarters
Seattle Tower
1218 Third Avenue
Suite 2100
Seattle, WA 98101, U.S.A.



Phone: +1 (206) 505-3500
Toll-Free: +1 (800) 761-7717
Fax: +1 (206) 505-3501
Email: info@tritrading.com
www.tritrading.com

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.