

Business Development in Indiana Through TDL

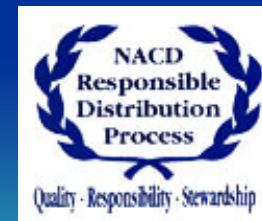
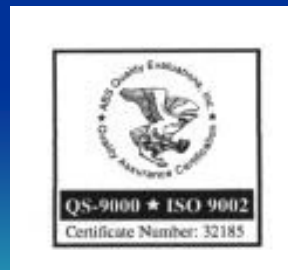
Indiana Logistics Summit

October 19, 2005



Mays Chemical Company, Inc.

- Founded 1980
- 16th Largest Chemical Distributor in North America
- We serve a broad spectrum of Manufacturers with their raw material and research requirements.



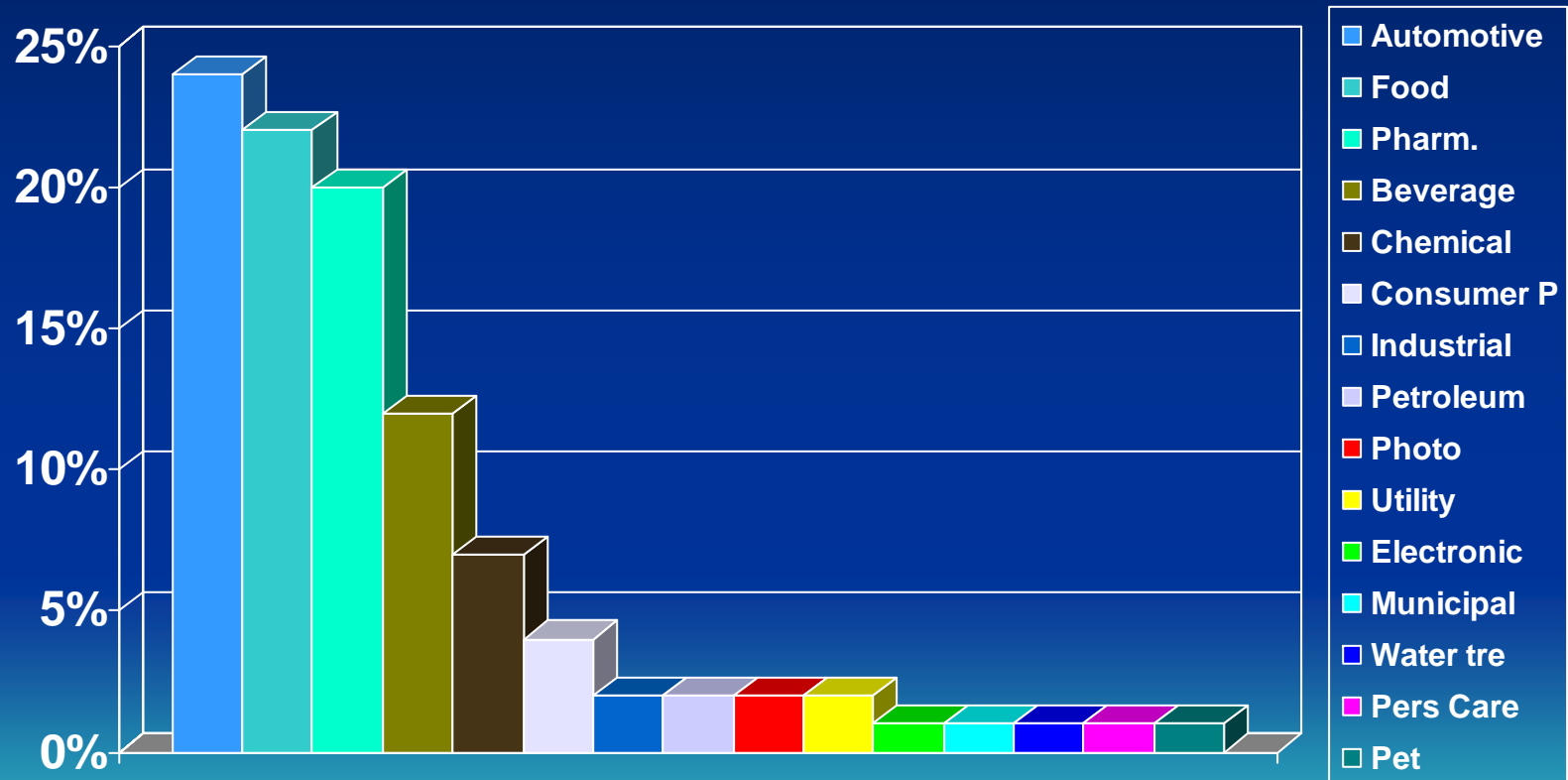
Mays Chemical Company

A Fully Integrated Distributor

- Chemicals and other related raw materials
- Outsourcing Services
- Cleaning and Sanitation Products
- Consolidation and integrated supply programs



Market Segmentation by Industry



Challenges & Opportunities

- Challenges

- Rising Cost of Fuel
- Mobilization of Resources
- Developing Meaningful Partnerships within Indiana
- Establishing a TDL Network that Works and Meets Needs (Short/Long Term)

- Opportunities

- Driving Change in TDL Processes (e.g. Value Added Services)
- Very Diverse Product/Service Offering within Indiana
- Global Market (Preserving viable domestic Business opportunities)



Lean & Clean Approach

Clean Strives for...

- Nature Friendly Substitutes
- Optimized Material and Energy Efficiency
- Waste Elimination
- Air/Water Emission Reductions
- Solid/Hazardous Waste Reduction
- Toxic Material Reduction or Substitution
- Efficient Packaging

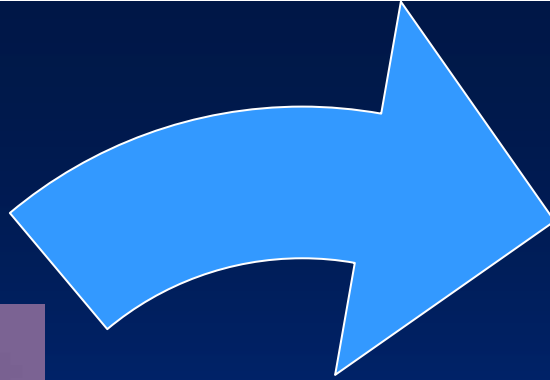
Lean Eliminates...

- Defects
- Overproduction
- Waiting
- Non-utilized People
- Transportation
- Inventory
- Motion
- Extra Processing



Green Suppliers Network





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