AOC has the formula for your success.

Whatever you are manufacturing, you can count on AOC for unparalleled innovation — backed by the best quality, support and service in our industry.

Contact AOC today at +01 866.319.8827 or visit us at AOC-Resins.com to learn more.

@AOCresins
A New World of Opportunity

A Message from
Frederick S. Norman, CEO Americas

To Our Valued Customers,

Since AOC was formed almost 60 years ago, valued partnerships with customers have helped us reach the top of our industry. We are extremely proud that AOC’s technology and service have provided an opportunity for our customers and industry to grow as well. And now, as AOC and Aliancys merge to become the world’s leader in resins, gel coats and colorants, we look forward to additional ways to serve you.

Recently we began integrating the two companies. With an unparalleled global footprint and product portfolio, AOC Aliancys will offer more value than ever to you. This issue of CrossLink explains all the wonderful benefits our combined company will bring to our industry, our employees and most importantly, to our customers.

We will also share in this issue stories of the people and products that make us a world class entity. Keep reading to learn how AOC Aliancys is advancing the use of composites in key markets, from ADA bathware, to rehabilitated pipelines in Mexico.

As we complete the merger of AOC and Aliancys, the new company’s focus on our customers is clearer than ever. We will continue to redefine your expectations with unparalleled customer service and technical support — today and tomorrow.

Thank you for your business!
The new company leverages the geography and technology of both organizations to create the best resins, gel coats and colorants in the marketplace. Combining the companies enhances the product portfolio and advances composites’ role in the industries they serve.

Aliancys is a trusted innovator of specialized formulations in Europe and China. AOC is the leading supplier in North America and in key markets around the globe. The company is now one team working to continue the innovation that propelled them to this point.

The leadership is committed to completing a successful integration. Joe Salley will serve as the CEO of the combined company. Fred Norman will serve as the CEO of Americas, and Bert Bakker will serve as the CEO of Europe, the Middle East and Asia.

This merger harnesses a shared passion and ingenuity to succeed — now and in the future. With an expanded global reach and diverse product mix, the company can bring its business and its customers’ business to completely new heights.

Moving forward, the new company will keep the best technologies from each organization and collaborate to create something new. The quality and service customers have come to expect from both AOC and Aliancys will not only continue but expand as they experience the benefits of working with the world-class organization. The first priority during this transition is to keep serving customers with the skill, efficiency and responsiveness they value most.
JOE SALLEY
CEO of AOC Aliancys

Joe Salley previously served as an Operating Partner at Arsenal Capital Partners, a leading private equity firm. Before that, he served as CEO at Milliken & Company.

FRED NORMAN
CEO of Americas

Fred Norman has been an integral part of AOC since 1976 and served as Chief Executive Officer and Board Chairman since 2012.

BERT BAKKER
CEO of EMEA

Bert Bakker has been CEO of Aliancys since 2014. He joined DSM in 1999 and has held many key positions including Business Director, DSM Powder Coating Can & Coil Resins.
AOC created their gel coat business in 2000 and has grown to be an industry leader in both product volume and customer satisfaction. Today, Vibrin gel coats made with AOC resins and colorants serve as the customer’s single source for gel coat products. AOC also has a complete testing lab with production spray equipment to re-create customer processes and maximize product performance. And they offer customers the added value of complete technical support through every step of the manufacturing process.

While AOC engineers are delivering quality you can trust today, AOC scientists are creating the next generation of gel coat products which will deliver even stronger characteristics needed in the industry, including ease of application (porosity and sag resilience), color retention, crack resistance, and ease of patch and repair.

Product consistency starts with state-of-the-art manufacturing processes and equipment at every AOC facility and is ensured through quality control standards. For quality you can count on today, and the products you will need tomorrow, you can trust Vibrin gel coats.
Bestbath is the world’s leader in showers and tubs for people of all abilities. The company’s ADA-compliant (American with Disabilities Act) bath products are safe, durable and most of all functional for users as their needs and abilities change. Bestbath also believes that customers’ bathrooms should be beautiful. Bestbath showers and tubs come in an array of colors and finishes, with the option of tile or stone accents.

AOC materials are essential elements of the longevity, functionality and beauty that Bestbath’s customers value. From Altek resin to Vibrin gel coats, Bestbath relies on AOC product consistency, technical service and innovation.

Bestbath products are made using the open mold process in their state-of-the-art manufacturing facility in Caldwell, Idaho. Their lean and efficient processes combine innovation and over 50 years of experience to create award-winning products that make life easier for consumers.

Bestbath’s safe, accessible bathing products were among the first to fill a market gap for disabled and aging users. The company continues to work closely with architects, builders, and homeowners to innovate new solutions that meet that need.

To learn more, visit Bestbath.com.

"Our customers depend on our baths and showers for many years to come, and AOC products play a major role in delivering the durability they need. AOC’s team continues to provide customized solutions that optimize our products’ performance."

Megan Multanen, Bestbath’s CEO
Composites Used “Down Under”

Melbourne, Australia, faces constant challenges in managing the infrastructure required to serve its growing population of five million people. The city’s largest sewage treatment facility recently contracted Chemposite Inc., an international manufacturer of advanced composite products, to supply corrosion-resistant fiberglass reinforced plastic (FRP) components for a new addition to their plant.

Chemposite relied on AOC’s Vipel F739 isophthalic based polyester resin to manufacture three large sets of custom FRP components: channel liners, a vortex and drop pipe. Vipel F739 is designed specifically for large pieces which need excellent corrosion resistance.

Through teamwork and expertise in both FRP and concrete, Chemposite worked with plant engineers and AOC to construct FRP parts that permanently “lock” into the surrounding concrete structure. The project is on schedule to be completed at the end of 2018.

AOC and INBODE Rehabilitate 50 Year-Old Pipeline in Mexico City

AOC and INBODE recently collaborated to rehabilitate a major pipeline in the “Rio Chico” area of Mexico City’s Álvaro Obregón borough using cured-in-place (CIPP) technology. INBODE is one of Mexico’s leading contractors in sewer cleaning, inspection and rehabilitation.

INBODE minimized disturbances to both residential and commercial life by setting up an on-site mobile warehouse to coordinate tasks. They also installed a “by-pass” pumping system to re-direct 2,200 lps (liters per second) of wastewater.

INBODE installed a polyester felt liner that was 84 inches in diameter with a total length of 687 feet. The liner was impregnated with 135,000 lbs of AOC’s Vipel L704-TAP, a thermally activated isophthalic polyester resin manufactured in Mexico. L704-TAP was specifically developed for rehabilitating large diameter pipes and provides the corrosion resistance, durability and toughness required for CIPP applications. AOC representatives were on-site through every step of the installation to offer customer support, technical expertise and product insight.

The “Rio Chico” pipeline rehabilitation successfully restored crucial function more effectively than open cut methods by avoiding the time, expense, disruption, and environmental impact.
A University of Alabama (UA) student team recently competed in EcoCAR 3, with help from AOC. EcoCAR 3 is the U.S. Department of Energy’s automotive engineering competition challenging American university teams to optimize a 2016 Chevrolet Camaro using new automotive technologies. Sponsored by the DOE and General Motors, the four-year competition engages the next generation of automotive leaders in all stages of the vehicle development from design to testing to marketing.

The UA student team transformed the gas-powered Camaro into a blended electric hybrid, supported by a smaller internal combustion engine supplemented by two electric motors. The redesigned Camaro can travel about 48 miles on the equivalent of one gallon of gasoline compared with the 28 mpg the original version is rated to achieve.

AOC’s research and development team helped UA’s student team design and manufacture the car’s engine cover support. Two different versions of the part were made – one using carbon fiber and AOC’s R058 resin and the other using glass reinforcements and AOC’s R049 resin. Both versions created very thin and lightweight composites parts. The two resins are formulated for infusion molding process, which is ideal for on-demand production of highly customized parts.

During the competition, students strive to maximize efficiency, cut emissions and improve performance, without sacrificing safety or consumer appeal. The UA student team placed third overall, with special recognition in engineering, project management and communications.
New Hires and Promotions
Position AOC for Growth

Welcome and congratulations to several sales team members who will drive our continued leadership in the global composites industry.

After 10 years of territory sales experience with AOC in the South Carolina area, Ryan Snoek is being promoted to Regional Sales Manager of the South Region.

Wyatt Dunn recently joined AOC as a Sales Representative in the South Region serving Georgia, South Carolina and East Alabama territories. Wyatt brings 33 years of composites industry experience to AOC.

James Ismert has joined AOC as the Upper Midwest sales representative serving Iowa, Kansas, Nebraska and Minnesota. James brings over 7 years of experience in the composites industry, including resins, gel coat, and colorants sales.

Robb Walrath has joined AOC as a Territory Seller for Ohio and Pennsylvania. Robb is a composites industry veteran who began his career as an AOC Closed Mold Formulation Technologist in 1997.

Mark Whaley joins AOC covering Florida and south Georgia. Mark comes to AOC with 32 years of experience in the marine industry, including expertise in the vacuum infusion process.

Research and Development Team Earns CCT

ACMA’s Certified Composites Technician (CCT) program is the industry’s gold standard for comprehensive composites manufacturing training. It facilitates uniform technical skills that strengthen industry standards, improve production performance, and enhance individual expertise. Recently, 12 members of AOC’s R&D team became Certified Composites Technicians by successfully completing the program.

Congratulations to Edgardo Hernández, Ryan Spidle, Stephen Traina, Carrie Graham, Chris Nash, Rob Koehler, Greg Miller, Justin Gallagher, Steve Harmon, Phillip Waltman, David Zwissler and Zach Dowd (not pictured). They completed months of preparation and a two-hour exam to achieve their certification.

“AOC is successful because we have the most talented and hardworking team in our industry. This certification supports their careers in tomorrow’s technologies.”

John McAlvin
VP, Technology
## Upcoming Trade Show Schedule

### 2018

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<td>Composites</td>
<td>Dallas, TX</td>
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### 2019

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