



Kimes Technologies and Peterson Industries



Jeff Peterson

Chicago and Houston Inventory



Nothing happens until somebody sells something

Our dear friend and colleague, Peter Berrisford, has intimated time and time again, "nothing happens until somebody sells something"! We have taken this quip to heart by turning our attention to the commercial aspect of "selling something". Just what does our company have to offer and how do we go about offering it? We truly believe that our diligent efforts over the past year-and-a-half set us up to be a valuable and dependable supplier of great integrity. We've crafted a superb product line of many fine offerings and value pricing; we've added technical and logistical support, and we are enacting our 'Globally Local' theme by enabling access to our products in many parts of the world. We've defined our company's personality through our mission statement and we practice living up to it every day. In this newsletter, you will be brought current with our endeavors and hopefully, you will give us a try at "selling something" to you!

Two histories with shared beginnings

Early this year, Kimes Technologies combined forces with Peterson Industries to promote a global growth strategy. The Peterson Industries' business was almost entirely international. It was founded by Dick Peterson who began his career in the lubricants industry with the original Kimes Corporation (later sold to Lockhart Chemical). Both Norm and Julie worked with Dick for many years and it is now very exciting to begin a journey with his son, Jeff, who has assumed the role of Director of International Business for Kimes Technologies. As such, Jeff will be taking the expanded Kimes product line to his existing international customer base while working to develop new opportunities and business relationships globally. Combining the businesses offered Peterson the infra-structure and technological support that he desired while Kimes gains the strength of the international network that Peterson successfully mastered. It's a great fit! We also share quite an appreciation for the human side of our business and we know that this merger will not just promote growth in numbers; but it will also inspire everyone at Kimes to do the best we can to serve our customers, our suppliers, and each other so that the daily interactions are meaningful and fulfilling to all.

Distribution Spotlight: Houston and Chicago

In addition to establishing a drummed inventory in Chicago, we now have an inventory of a few select products in Houston, TX. This new warehouse is strategic to serving customers in the southwest and it also affords a viable and cost effective shipping point for export orders. If you think you can be well served out of Houston, please let us know and we will be sure to carry products for you in that location.

Product Spotlight: Magsul OB9 and Magsul OB9P

Magsul OB9 and Magsul OB9P are high quality, low ash magnesium sulfonates that offer reserve alkalinity, detergency and rust inhibiting properties to crankcase lubricants. The multi-functionality of the Magsul OB9 provides cost efficient value to automotive, diesel, and stationary diesel lubricants. OB9P offers similar characteristics and lighter color. Magnesium sulfonates are used where lower ash is desired. Technical Data Sheets and samples are available by calling 724-443-4223.

Company Spotlight: What Lies Ahead?

Wouldn't it be great if we knew what the future held? Of course we cannot predict the future but we can certainly lay out plans and chart a desired course! We can consider all the what-if gyrations we can think about but the reality is, if we aren't prepared for any combination of circumstances, we may miss the cut. This is where our Board of Directors comes into play. The Kimes Board of Directors meets quarterly and consists of 7 energetic and talented people with vast areas of expertise. Each person brings a unique and fresh look to the items presented. It is amazing to listen to the dialogue about any given subject in our Board Meetings and it is a wonderful, enlightening, and growing experience to be surrounded by so many sound thinkers. The recent endeavors of Kimes Technologies may be young but we are carefully watched over and guarded by wisdom and experience. As long as we preserve the reverence for our Board of Directors, the Kimes Technologies business entity will certainly stand at the forefront of success. We may not know what lies ahead but we certainly will consider what could lie ahead and we will do our best to prepare for it.