

# Nye Corporate Overview



## Welcome to Nye

Nye Lubricants, Inc., is a privately held, employee-owned company with 150 employees and 23 International Channel Partners on six continents. We formulate, manufacture, market and sell high-quality synthetic lubricants, thermal coupling compounds, and index-matching optical gels. Our product development process is consultative, focusing on the customers' performance specifications and cost and warranty requirements. Nye services a broad range of industries, with a concentration of our business in the automotive, computer printer, disc drive, mobile appliance, aerospace, defense and HB-LED OEM markets. We also manufacture industrial maintenance lubricants for incidental food contact, high temperature and other extreme environments. All Nye products are carefully engineered materials, formulated for a specific application and typically developed in consultation with a customer's engineering department. That's the essence of the SmartGrease™ brand. Synthetic lubricants, thermal compounds, and optical gels from Nye "know" how you want your product to perform.

**Heritage** Founded in 1844, Nye's history is one of continual adaptation to market needs. From the Industrial Revolution to the Information Age, Nye has enabled and improved breakthrough products and critical new technologies. Among Nye's many customers, we serve the Top 25 global automotive parts suppliers, the world's largest aerospace and defense contractors, name-brand appliance and power tool companies, manufacturers of 60 percent of the world's computer printers, and three of the Top Five HB-LED manufacturers. Nye's lubricants, thermal compounds, and optical gels add value to thousands of products around the globe.

**Mission** Nye seeks long-term partnerships with innovative companies that take advantage of high-quality synthetic lubricants, thermal compounds and optical gels. These partnerships enrich our employees, expand our product line, and create value for our customers.

**Values** Nye is committed to mutual respect; products and services that meet the highest quality standards; a workplace that is safe for employees and the environment; the continuous pursuit of technical excellence; creativity and innovation as paths to excellence; personal initiative and empowerment to achieve company goals. Nye supports these values in our communities by regularly contributing to arts, ecological, historical and charitable organizations.

**Brands** The Nye family of brands includes the following trademarks and registered service marks: Nye,® NyeBar,® NyeCorr,® NyeFilm,® Nye Fluorocarbon Gel,™ NyeTact,® NyeTorr,® Nye Ultrafiltered,® NyoGel,® NyOil,®, NyoSil,™ Rheolube,™ Rheoplex,™ Rheosil,™ Rheotemp,™ SmartGel,® SmartGrease,™ The SmartGrease Company,® UniFlor.™

### MAJOR MARKETS SERVED

Automotive 41.3%

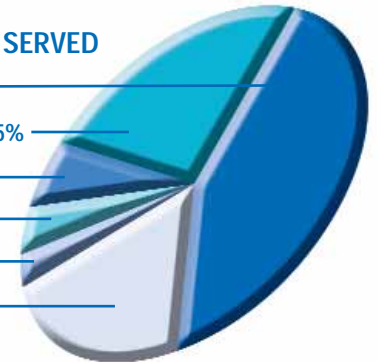
Office Automation 23.5%

Photonics 5.9%

Appliance 3.3%

Aerospace 4.2%

Other 20.8%



**Technology** Nye's products are based on a full range of synthetic chemistries, including polyalphaolefins, esters, glycols, polyphenylethers, silicones, alkylated naphthalenes, ionic liquids, and all five types of perfluoropolyethers (PFPE). Through an agreement with Shell Global Solutions, Nye is also the exclusive global reseller of Pennzane® multiplyalkylated cyclopentane fluids, oils and greases.

**Research and Development** Tribologists, chemists, mechanical, electrical, chemical and optical engineers all bring their expertise to Nye's product development efforts. We partner with raw material suppliers to test new fluids, additives, thickeners and formulation methods. We work closely with customers and routinely enter into Non-Disclosure and Joint Development Agreements. We also seek out relationships with universities, research consortiums, and engineering departments at some of the world's most innovative companies to continually improve our technical knowledge and services.

<b>Partial List of R&amp;D Equipment:</b>	• Falex 4-Ball Wear Stand	• Instron Force Tester	• Vapor Pressure Test Stand
	• Fourier Transform Infrared Spectroscopy (FTIR)	• Penetrometers	• Viscometer
	• Gel Permeation Chromatograph	• Rheometers	• Water Washout Tester
	• Inductively-Coupled Plasma Chromatograph (ICP)	• Scanning Electron Microscope	
	• SRV-IV Tribological Test System		

**Operations** Nye is headquartered in Fairhaven, Massachusetts. Local facilities include R&D and production labs, clean room operations, packaging and production lines, and administrative offices. Technical sales and support offices are located in 23 countries. Annual grease production capacity is 5.5 million pounds. Our products are available in a wide variety of packages, including blister packs, pouches and syringes, jars, tubes, cartridges, pails, drums, and totes. All packaging is done on site. We assemble lubricant kits, which customers often use for field maintenance. We also private label any Nye product under customer brand names.

<b>Other Services:</b>	• Lubricant Failure Analysis	• Technical Support	• Deaeration
	• Lubricant Profiling	• Specialty Lubricant Formulation	• Lubricant Education
	• Pre-Qualification Lubricant Testing	• Lubricant Sampling	• Lubricant Dispensing Advice
	• Product Design/Engineering Support	• Ultrafiltration	

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