



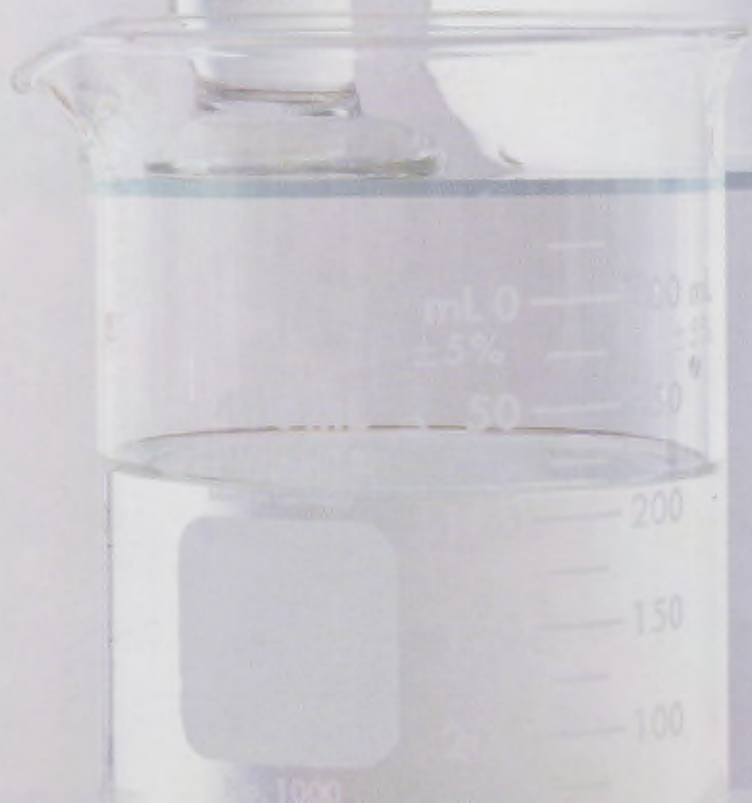
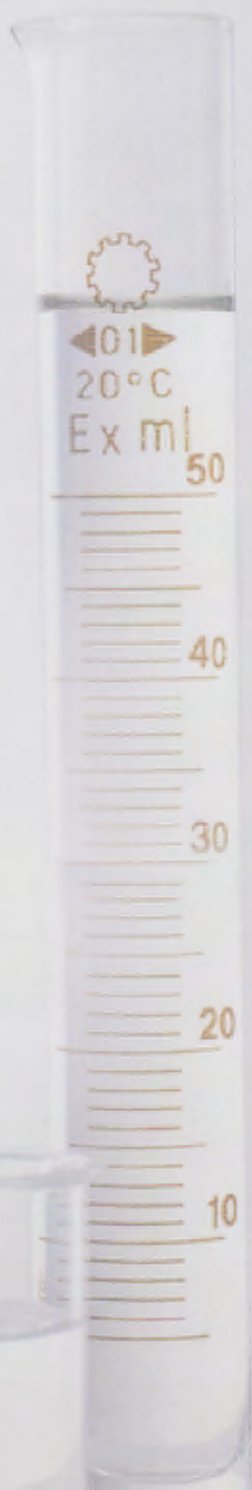
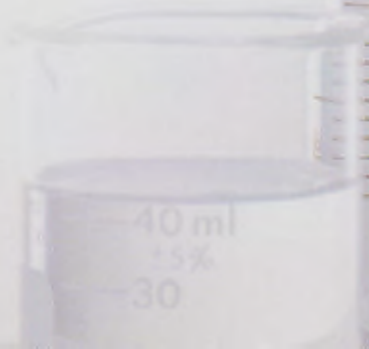
MADISON CHEMICAL Co., INC.



Food & Beverage **SANITATION**

The science of your success





IT'S YOUR PROGRAM

People

are the core of our sanitation program.

All the best chemicals, plans and promises can't deliver without genuine partnership, confidence, commitment and communication combined together to achieve effective results.

At Madison Chemical, we develop that partnership by listening to your concerns, addressing your needs and understanding your goals. Utilizing your information, our technical staff and your personnel, together, develop the highest quality sanitation program.

By partnering with us, you'll have access to:

Your technical sales representative

Technical service specialists

Application and design engineers

Chemists

Biologists

Environmental and safety consultants



THE SANITATION PROGRAM

Each plant has unique cleaning and sanitizing needs. We have found the most efficient way to develop a sanitation program, custom designed for you, is to survey your plant. This survey quickly tells you and Madison Chemical how to improve your current program and/or reduce your sanitation costs.

Our program includes:

PRE-SURVEY INSPECTION

Your technical sales representative will inspect your operation to determine the number of personnel required and schedule a time to conduct your on-site survey.

THE SURVEY

During the actual on-site survey, we will record current chemicals and cleaning methods used, seek out difficult areas to clean, and observe the current sanitation program at work. This information, along with our suggestions and quotation, we compile into a survey booklet.

THE PRESENTATION

We present the survey booklet during a meeting between your staff and our survey team.

TRIAL/START-UP

We set up the sanitation program, assist in training your employees, start the inventory control system, install equipment, and discuss if additional service is needed.

FOLLOW-UP

Your technical sales representative will be readily available during start-up. After one to two months, if needed, the start-up team will return to audit the program and make any necessary adjustments. We then write the sanitation procedures and prepare an easy-to-follow sanitation manual if requested.



SERVICE CALLS

Your technical sales representative will make monthly visits to your operation (more often if indicated), reviewing any problems, checking CIP/COP systems, completing a technical service report and inventory control sheet. While there, your representative will spend time with the sanitation crew answering questions, training personnel and, as the need arises, modifying the sanitation program.

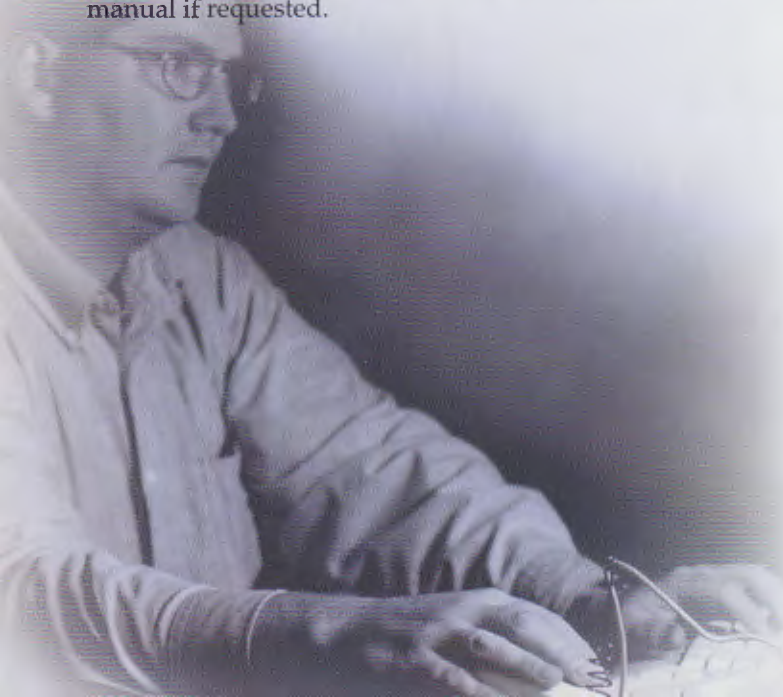
ANNUAL TEAM AUDIT

Your technical sales representative and technical service specialist will conduct an annual audit of the sanitation program. This detailed program review includes inspecting the plant, systems and overall effectiveness of the sanitation program. We then submit a written audit report to your team.

SPECIAL SERVICES

We offer employee *Right-To-Know* training and general safety meetings, education in environmental and regulatory issues, as well as CIP and other equipment. For your convenience, we will laminate procedures from your sanitation manual to post in appropriate areas of your plant. We inspect shipments and offer "tamper-proof" safety packaging.

The bottom line is—Madison Chemical provides you with a quality, cost effective sanitation program. We believe service doesn't end with the sale.



COMPANY OBJECTIVES

ACTION develops a partnership with our customers

Madison Chemical is a second generation, family owned company committed to partnering with our customers to reach their goals through:

ACCOUNTABILITY

- Meet customers goals
- Product assurance - ISO 9001 and 14001
- Tamper-proof chemical containers
- Management reviews
- Plant audits

CHEMICAL SUPERIORITY

- Over 1300 formulae to meet every need
- Cleaning
- Sanitizing
- Cooling tower treatment
- Waste treatment
- Boiler treatment
- General maintenance

TECHNICAL EXPERTISE

- Product support team - chemists and biologists provide in-plant services
- Engineering team - engineering support includes CIP analysis, application/equipment design, chemical dispensing systems
- Environmental Team - assist in various regulatory compliance issues

IN PLANT SERVICE

- Regularly scheduled service visits
- Inventory control program
- Sanitation manual
- Troubleshooting
- Written service report

ON-TIME DELIVERY

- Customer service team
- Company fleet operation
- Emergency response

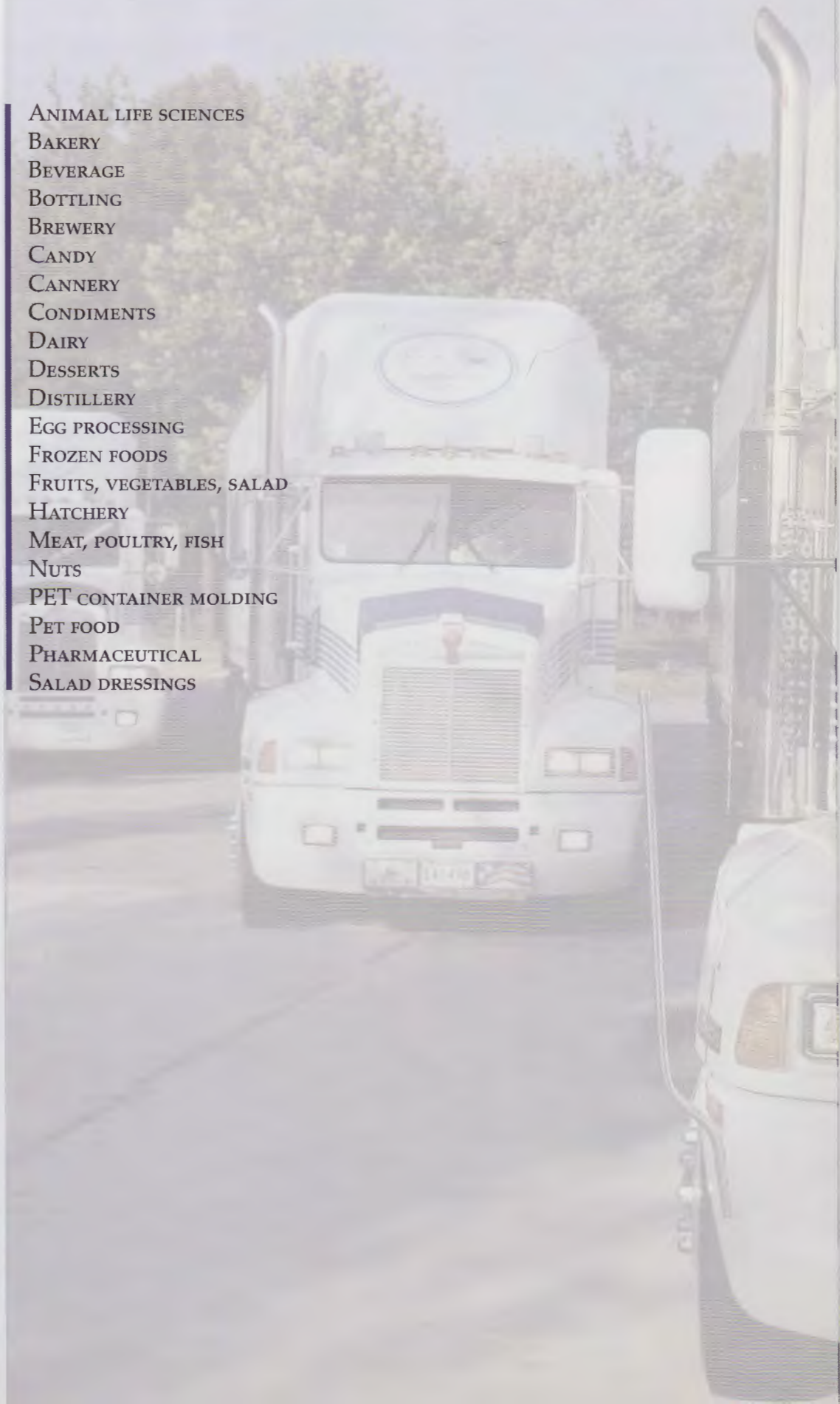
NECESSARY TRAINING

- Hazard communication
- Chemical safety
- Basic sanitation
- Soils & films
- Microbiology
- CIP

Industries Served



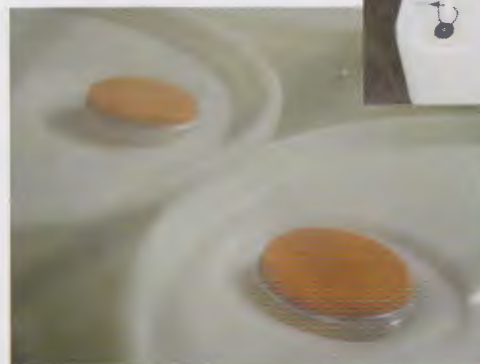
ANIMAL LIFE SCIENCES
BAKERY
BEVERAGE
BOTTLING
BREWERY
CANDY
CANNERY
CONDIMENTS
DAIRY
DESSERTS
DISTILLERY
EGG PROCESSING
FROZEN FOODS
FRUITS, VEGETABLES, SALAD
HATCHERY
MEAT, POULTRY, FISH
NUTS
PET CONTAINER MOLDING
PET FOOD
PHARMACEUTICAL
SALAD DRESSINGS



Food Plant Products

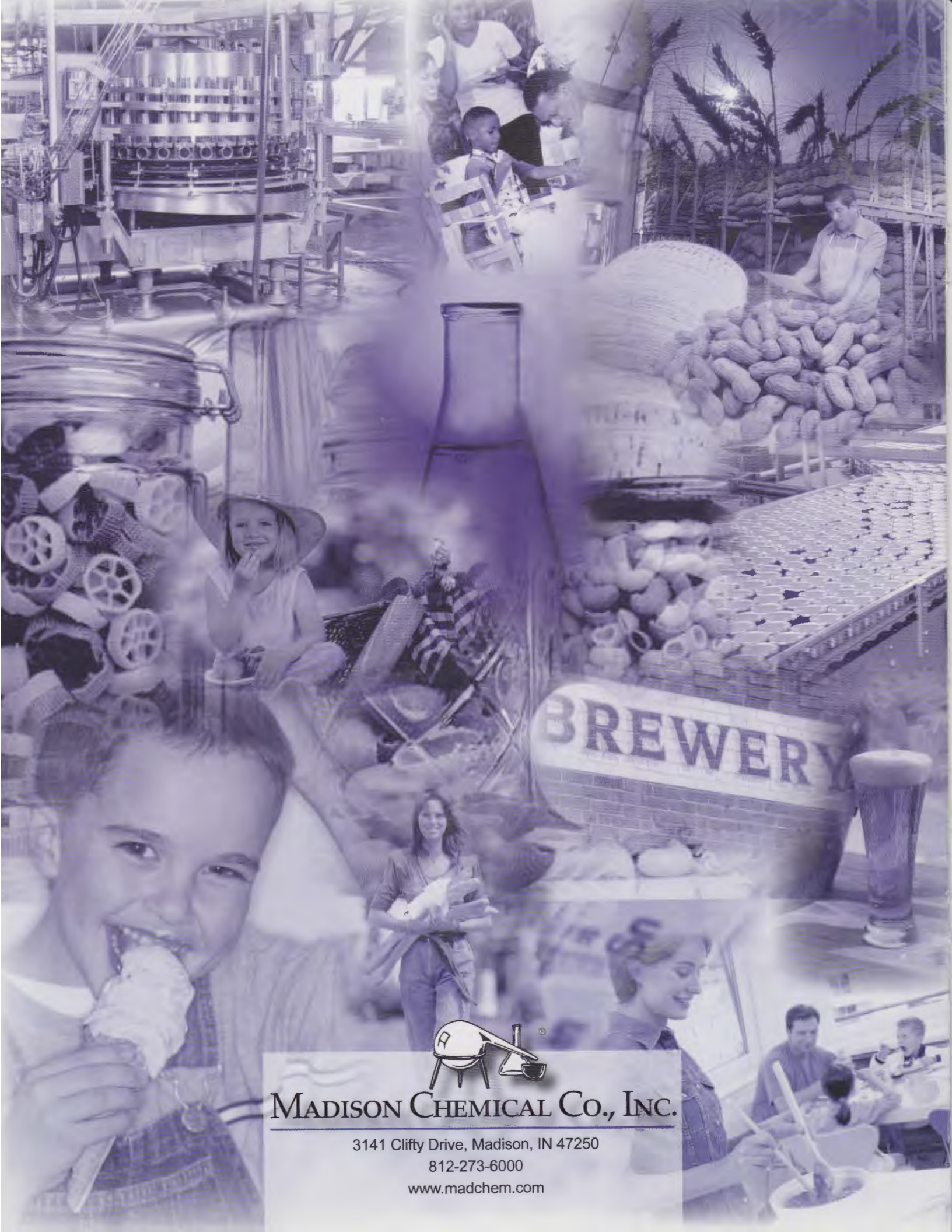


- ACID GENERAL CLEANERS
- NEUTRAL GENERAL CLEANERS
- ALKALINE GENERAL CLEANERS
- ACID CIP CLEANERS
- ALKALINE CIP CLEANERS
- HEAVY DUTY ALKALINE CLEANERS
- SANITIZERS
- CONVEYOR LUBRICANTS
- ANTI-STAT LUBRICANT FOR PET CONTAINER MANUFACTURING
- GENERAL MAINTENANCE
- ONE-STEP HAND SOAPS/SANITIZERS
- PAN WASHES
- DENATURANTS
- KOSHER CERTIFIED
- OTHER SPECIALTY FORMULATIONS



*"tamper-proof"
safety packaging*





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