



TRUST CHEM  
信凯化工

**TRUST CHEM**

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Issue 1

## 2019 OUTLOOK

Looking back on the year gone by, we have had another good harvest year. I am very proud of it, especially considering two tough situations we are facing domestically and globally.



Mr. Li Zhi – President

Domestically, the Chinese government has launched stricter action on pollution control this year. Many plants were ordered to shut down, which led to the short supply and skyrocketing prices of raw materials in the Chinese market. Globally, trade protectionism and unilateralism have become even more virulent. The trade conflict between the USA and China, in particular, has hit our business.

Although the current conditions are challenging, we are still optimistic about our success next year in view of the following favorable factors.

**F**irst, our REACH registration strategy has begun to pay off.

As REACH pre-registration ended on May 31st, many companies who haven't registered substances will be excluded from the EU market, which will lead to more customers purchasing from Trust Chem after they have used up their inventory. "No data, no market". We are very pleased that we completed our registration in time so we have a better opportunity of serving our EU customers.

**S**econd, our new products developed through R&D have been well received.

Trust Chem has been investing in R&D for years, especially on the customized product side and for new products which are more environment-friendly and safer. Positive feedback from our customers on these new developments shows our efforts in this area are really appreciated and have been proven to be effective.

**T**hird, our worldwide footprint can boost our international business.

As a multinational company, Trust Chem has a clear understanding of the importance of global strategy. That is why we have been thinking of setting up R&D and production sites overseas. Now, the uncertain external environment has further strengthened our determination to implement these projects. We believe this strategy can ease the impact of regional uncertainty and enhance our flexibility to meet global demand.

In view of these circumstances, I believe 2019 may well be a year of great progress and success for Trust Chem and I wish all our partners that it will be a great year for them too.



Focus on our website  
Get more information  
[www.trustchem.cn](http://www.trustchem.cn)  
[www.trustchem.eu](http://www.trustchem.eu)  
[www.trustchemusa.com](http://www.trustchemusa.com)

## Pigments for Digital Printing

**Digital Printing** is a new printing technology which uses the prepress system to transmit graphic information to a digital printer directly via a network. That is to say, the input takes the form of a digital flow of graphic information while the output also consists of the digital flow of graphic information. It should be emphasized that this form of printing is mainly used for print on demand and plateless printing processes and is a printing mode that runs in parallel with traditional printing.

With the popularization and development of the Internet, one of the mainstream users of traditional printing methods, namely newspapers, has experienced a significant decline since 2011. For such users, digital printing offers the advantages of print on demand and plateless printing, as well as a seamless connection with the Internet. After achieving a breakthrough in several key aspects such as product quality, printing format, printing speed and printing medium, the market space for digital printing is expanding rapidly and its market share keeps growing. The future of digital printing looks promising.

The current digital printing market is mainly noticeable in toner, inkjet and color filter applications.

Trust Chem is committed to becoming the organic pigment solution partner of choice for digital printing customers and has developed the following organic pigment varieties for compatible application by various digital ink production enterprises.



A list of pigments available for digital printing from Trust Chem:

Color	Color Index	TC PRODUCT
YELLOW	PY74, PY155, PY180, PY185	TCY07403W, TCY15501W, TCY18002IJ, TCY18501NS
RED	PR57:1, PR122, PR122, PR146, PR202, PR254	TCR57102N, TCR12203IJ, TCR12204, TCR14601, TCR20201, TCR25403
BLUE	PB15:3, PB15:4	TCB15303TP, TCB15402
GREEN	PG7	TCG00710
VIOLET	PV19, PV23	TCV01903, TCV02307IJ
ORANGE	PO64, PO43	TCO06401, TCO04301

These products share the characteristics of uniform crystal distribution, small particle size, easy dispersion, good resistance, and meet the requirements of various laws and regulations. They have been widely used in various digital printing sectors.







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## INTRODUCTION – THE EHS TEAM

The EHS team cooperates with other departments to ensure that our products are in compliance with the legal requirements that apply in importing countries, as well as the relevant safety and environmental laws and regulations. We take part in regular training on product regulations, conduct continual monitoring and advise on new trends in regulations, in order to ensure we meet regulatory requirements at the same time as customer requirements for sustainable development.

Based on third-party test results, we produce documents in the supply chain according to the latest regulations (GHS compliant Safety Data Sheets, CLP labeling, etc.), actively respond to national chemical admittance regulations (EU REACH registration, etc.) and assist with customers by completing vendor surveys and providing the latest technical documentation.

The EHS team has an instrumental analysis laboratory where we can carry out qualitative analysis of products and quantitative detection of impurities. This includes, in particular, experiments to

identify harmful substances banned by regulations, and we provide technical support for synthetic tests and internal quality controls. Trust Chem is also involved in the coordination of a Corporate Social Responsibility (CSR) evaluation.

Trust Chem's products are mainly organic pigments and are widely used in almost all coloring industries, including publishing and printing, packaging materials, textiles, leather, automobiles, toys, electronics and so on. Throughout the life cycle of a product, chemicals must be safe to use in order to ensure the sustainable development of human society. Our EHS team is committed to providing high quality compliance services to our customers through our knowledge of safety regulations and environmental standards in different industries. We are doing our part to further the mission of Trust Chem, that is, shouldering vital service responsibilities to achieve win-win developments with customers, care for the environment and growth together with our employees.



## CHINACOAT 2018



ChinaCoat is a great annual event for the industry, as well as the date of a regular annual party for Trust Chem. As a tradition, on the first evening of ChinaCoat each year, Trust Chem holds a grand dinner party to express our appreciation to valued customers from the ink, coating and plastic industries. This year on December 4th, we once again held a successful event. We enjoyed a delightful time with our customers at the Shangri-La hotel in Guangzhou. The evening began

with a speech made by Mr. Li Zhi, the president of Trust Chem, discussing industry challenges, opportunities and developments.

Chinese pigment producers have experienced severe environmental pressures in 2018. Trust Chem still adheres to its health-focused, environmentally-friendly and sustainable development strategy. During ChinaCoat 2018 in Guangzhou, the two owners of Trust Chem, Mr. Li Zhi and Mr. Li Wu held in-depth discussions with intermediate producers with a view to exploring possible sourcing alternatives and plants overseas. At the same time, we continue to strengthen the spirit of trust and mutual understanding in which we work with our customers to provide them with added value and find new paths for development.

Trust Chem maintains its original determination to create solid and enduring cooperative relationships with its partners.

## NEWSFLASH

### New Country Coordinator for India

Trust Chem is pleased to announce the appointment of Mr. Nilesh Sanghar as Country Coordinator-India from 2019. Mr. Nilesh has more than 20 years of industrial experience in the pigments field. In his career he has, amongst others, worked for DIC India as Marketing Manager. With Mr. Nilesh joining the company, Trust Chem's increases the focus of its global strategy on the Indian market.



## New Product

Plastic Fiber Grade Isoindoline Yellow Pigment ----- TCY13904

TCY13904 is an isoindoline yellow pigment which is specially designed for application in plastics.

TCY13904 is a transparent red shade fiber grade yellow pigment with excellent dispersibility, light fastness, migration resistance and low warping in HDPE injection molding, all of which make it suitable for spinning application. It also offers excellent resistance to organic solvents, plasticizers and chemicals and, furthermore, won't react with zinc stearate/magnesium stearate during plastic processing.

TCY13904 is recommended for PVC, PE and PP systems.

TCY13904 can replace red shade diarylide yellow and lead chromate yellow pigments for indoor applications.

