

Dear Fellow **"BRENNTAGERS"**:

Quarter 1 2019 Newsletter

To communicate with you in new and different ways, we're taking a different approach to my monthly letter with this newsletter. The contents within are written by the department managers and include information on our successes, updates, understanding of our business and great examples of PERFORMANCE INTEGRITY.

Last month, members of the Brenntag Lubricants Northeast leadership team attended the Mobil North America Distributor conference in Atlanta. Mobil hosts the biannual distributor meeting where distributors across North America and Canada gather to meet with Mobil leadership. Brenntag was very well represented including members from JAM (Brenntag Lubricants Central), Coastal Chemical, and Brenntag Lubricants Canada.

The theme of conference was coming together, Mobil and their distributor network, as One Team for Powering Growth. The distributor conference marked the first time that both distributors and the entire Mobil sales and marketing colleagues met at the same time. A milestone in our industry. The conference focus was around "Doing things Differently" and "Beating the Competition" in unique and value differentiable ways.

My take away from the meeting was the great opportunity and responsibility we have in exclusively representing ExxonMobil. We are the exclusive Mobil brand distributors in our market which comes with the responsibility of being the brand ambassador. Our customers are demanding much more in the areas of mobility, productivity, and sustainability. The future will be led by those who provide expertise and solutions to our customers, and those who add value and innovation in helping them solve their problems and provide them with a competitive edge.

An example of our "One Team Powering Growth" relationship, is being the exclusive marketer of Exxon Superflo. The Exxon Superflo brand is an **exclusive** offering of Brenntag that leverages brand quality and marketing along with a collection of innovative programs to improve installer profitability and consumer retention.



At the Mobil distributor conference, Brenntag Lubricants Northeast was recognized as a Gold Circle of Excellence recipient. The award goes to a very small elite group of Mobil lubricants distributors that have demonstrated excellence in all aspects of the distributor relationship with ExxonMobil. Being a Circle of Excellence winner is a testimony to our commitment in delivering best in class products and service to our customers. The recognition is an acknowledgement of each our employees' efforts in bringing "Performance Integrity" every day in making the lives of our customers and each other better. A sincere thank you for Bringing Your Best.



We have several new employees that became “**Brenntagers**” in the first Quarter. Thank you for choosing Brenntag as your employer. We’re excited to have you on board and look forward to working with you on your career path.

David Marone	Truck Operations	East Hartford
John Olinger	Territory Sales Manager	New York
Jesse Parisi	Territory Sales Manager	New York
Thomas Whitney	Territory Sales Manager	New York
Jesse Eastman	Truck Operations	Hampden
Garth Pomeroy	Warehouse	Hampden
Jeremy Staccio	Truck Operations	Kingston
Jim Allen	Safety Compliance	Manchester
Bob Hollis	Fleet Manager	Manchester
Brian Elser	Fluid Management	Springfield
Anthony Scobi	Fluid Management	Springfield
Thomas Milford	Truck Operations	Youngwood
Greg VanHoose	Regional Sales Manager	Pennsylvania

Brenntag North America is conducting an **employee survey** toward the end of May. We are excited about the opportunity to get your feedback on how we’re doing and set a benchmark for future opportunities and growth. I encourage all of you to participate in the survey as your voice matters to me and to my leadership team.

You’ll hear more about the survey in the coming weeks, but please be sure to read about the confidential survey on Page 11.



My very best for a safe and happy Spring,

David Fenderson
President
Brenntag Lubricants Northeast