



## NEWS, TRENDS AND „BEHIND THE SCENES“

### CLEANING WIPES



Due to the strong demand for cleaning wipes we can offer you from 01.01.2017 a complete line of cleaning wipes.

- Hand cleansing wipes
- Disinfectant and cleaning wipes
- Cleaning wipes for the kitchen and for the food sector etc.

Our sales representatives and internal sales department will gladly send you a corresponding offer.



### TRENDS IN

## Fragrances

Our new founded fragrance team concentrates 2017 on the focus "new fragrance trends" in our product lines. We will keep you updated about this matter.



## NEWS, TRENDS AND „BEHIND THE SCENES“

### REINFIX WHITE

Due to all the discussions about pollution caused by scrubbing agents made of polyethylene our laboratory currently emphatically researches and develops alternative solutions.

**We are looking forward to presenting you our novelty „REINFIX WHITE“.**



### Our disinfection products

Due to the new Biocides Regulation we decided not to produce our disinfection products Bakt-Ex H, Bakt-Ex D and Bakt-Ex R + D any more. From now on we are working in close cooperation with a professional manufacturer.

**We are pleased to send you an offer of our new program.**

seit 1840 · since 1840

# AZETT®

SAUBER MIT SYSTEM  
SYSTEMATICALLY CLEAN

**AZETT GmbH & Co. KG**

Gutenbergstr. 8  
DE-87781 Ungerhausen

Phone: +49 (0) 83 93 - 92 270 - 0

Fax: +49 (0) 83 93 - 92 270 - 22

info@azett.de

www.azett.de

**Christmas presents – maybe also an idea for gifts during the year**

Contact us – we are glad to advise you!



### TRADE FAIR NEWS REVIEW & PREVIEW

**Review 2016:**

- March 2016 DGAUM Munich
- September 2016 Automechanika Frankfurt

**Preview 2017:**

- January 2017 Milan
- March 2017 DGAUM Hamburg
- July 2017 In-House exhibitions
- October 2017 A + A in Düsseldorf
- November 2017 Cosmoprof Hongkong
- December 2017 Automechanika Shanghai

**You can find additional news on [www.azett.de](http://www.azett.de)**



## NEWS & INFORMATION



PRESENTATION



MILK & HONEY



CLEANING WIPES



TRENDS IN FRAGRANCE



**AZETT GMBH & CO. KG ACQUIRES PRECODERM**

**AZETT®**  
SAUBER MIT SYSTEM  
SYSTEMATICALLY CLEAN



**precoderm®**  
PROFESSIONELLER HAUTSCHUTZ  
PROFESSIONAL SKIN PROTECTION

Bilderquelle: Azett, shutterstock.com, fotolia.com, Tina Tschugg  
Titelseite: wacomka@fotolia.de (Wasser), AfricaStudio@fotolia.de (Frau), Tina Tschugg,  
Precoderm, BillionPhotos.com@fotolia.de (Eheringe), Dionisvera@fotolia.de (Honig),  
psdesign1@fotolia.de (Milch), Seite 5: shutterstock\_101575228, Tuzemka@shutterstock.com  
(Frau), Rückseite: Floydine@fotolia.de (Weihnachtsgeschenke), Azett, yellowj@fotolia.de (Milch)

# AZETTNEWS

## NEWS & INFORMATION

**Dear customers and business partners of Azett GmbH & Co. KG and Precoderm GmbH**  
**Dear readers,**

We are pleased to inform you, that on the 01.03.2017 Precoderm GmbH will be incorporated into the Azett GmbH & Co. KG. The advantage of this association is to unite the Azett southern German based sales team with Precoderm's northern sales force. The yearlong R & D and distribution experience of Precoderm GmbH in the skin protection and skin care sectors complement our extensive R & D experience in the areas of skin cleansing, hand scrub production and the full product range of cleaning agents for the kitchen, hotel sector and industrial cleaning perfectly. For you as a customer and business partner we ask you to forward your orders for processing to the Azett GmbH & Co. KG as of the 01.03.2017.

### LET US INTRODUCE OURSELVES.

#### Who is Precoderm GmbH?

The two founders, Friedhelm Hanenberg, a businessman with a long history in distribution and marketing of hand cleansers and skin protection and Dr. Dirk Mehlan, a Ph.D scientist with a long R & D experience, they both have decades of experience in different companies in the personal safety and health branches.

For our business partners, that means in total 50 years of experience in all the areas that are relevant for you. Precoderm GmbH is an innovative company with lots of ideas and strong products perfectly suited for the industrial user. With the consequent realization and close collaboration with renowned R & D labs and manufacturers a full range product portfolio emerged. The main focus was in creating the maximum benefit for the customer.

#### What or who is Azett GmbH & Co. KG?

Azett GmbH & Co. KG is situated in Ungerhausen close to the Bavarian alps in the region known as the Allgäu. Since 1840 Azett has been manufacturing soaps, hand cleansers and cleaning products. Our motto "systematically clean" contains not only the meaning of cleanliness, but also the responsibility and sustainability of product development that focuses on humans, nature and environment. In 2003 Dr. Thomas Meneghini, Ph.D chemist acquired the company and continues the long history of Azett as a family business.

As a specialist in the production of skin protection, skin cleansing and skin care products today we rank among the leading producers in this sector. At occupational health and safety fairs, such as the A + A in Düsseldorf, at occupational health and safety conferences we present our professional skin protection program. Our range of products are well suited for all manufacturing companies, service and convenience firms, but also for the health care industry such as nursing home and hospitals. Over 80 % of our products are produced under "private label" – with customer-specific labels. Our worldwide net of distributors – currently we export into 40 countries – you can buy our hand care products from Canada, Europe over the GCC all the way to Asia and Australia.



## THE 4 PILLARS OF AZETT GMBH & CO. KG

THE FIRST AND MOST IMPORTANT PILLAR IS THE INDUSTRIAL HAND CLEANSING AND SKIN CARE PRODUCT RANGE.

OUR SECOND PILLAR IS OUR HYGIENE PROGRAM FOR FACILITY MANAGEMENT CLEANERS AS WELL AS, HOTEL AND KITCHEN HYGIENE.

Our high quality product series with the focuses:

- **Dishwashing: Unalit line**
- **Kitchen hygiene: Kitchen-Chef line**
- **Facility maintenance: Venus line**
- **Wellness & Spa: Aura line**
- **Workshop cleaning: HD, Intensiv cleaner line**

we are able to offer for every application, from daily maintenance cleaning to exceptional soiling, the optimal and environmentally friendly solution. Our „Easy Concepts“ offer time-saving and self-explanatory products which are best suited for the respective area of application.



### THE THIRD AND „YOUNGEST“ PILLAR IS ALPENCOSMED

According to researches every third person suffers from skin conditions. With our „Hildegard von Bingen“, „Dead Sea Salt“ and „NaTrue“ lines of products we have found products suited for the daily care of irritated skin with natural components that are gentle to the skin. These products are distributed via pharmacies and specialist wholesalers worldwide. This line is also growing continuously.



### OUR FOURTH PILLAR IS THE PRODUCTION AND DEVELOPMENT OF „SPECIALITIES“

Due to the strict cosmetics GMP requirements, the complex development of "special solutions" gets more and more difficult for medium-sized companies to match these challenges. We can proudly rely on our long-standing experience when it comes to the realization of „ideas, new developments and solutions“. In the implementation of private label projects we offer everything from product development in our in-house laboratory over product testing together with our customers to the design of labels, layout and marketing guidance.

**Our distribution team under the direction of Mr. Richard Schneider is available at any time for requests and will give you the required information!**

## QUESTIONS & ANSWERS

### Questions and answers on this „marriage“



#### WHAT CHANGES FOR ME AS A CUSTOMER OF PRECODERM GMBH?

Invoicing and order processing will be done by the Azett as of the 01.03.2017 to the following address or number:

**E-Mail:** Vertriebsinnendienst@azett.de

**Fax:** +49 (0) 83 93 / 922 70 22

Everything else remains the same.

#### WHICH SALES REPRESENTATIVE IS RESPONSIBLE FOR ME AS CUSTOMER OF PRECODERM GMBH?

Mr. Draeger, Mr. Hanenberg and Dr. Mehlan will continue to service you.

#### WILL OUR CONDITIONS CHANGE?

No, all agreed conditions hold true as before.

#### WHAT CHANGES FOR ME AS CUSTOMER OF AZETT GMBH & CO. KG

Nothing – Orders etc. are processed as before.

#### WHERE IS THE COMPANY LOCATION?

The company location is in Ungerhausen, ZIP code DE 87781 Ungerhausen.

#### WILL THE PRODUCT NAMES CHANGE?

No, everything – SKU numbers etc. – will stay the same for the time being.

#### WILL THE QUALITY CHANGE?

No – the products that have proven their reliability in many years stay in the product range as usual.

#### WILL THERE BE NEW PRODUCTS FOR ME AS A CUSTOMER OF PRECODERM GMBH?

Yes – you will have access to our full product range:

- Hygiene and cleaning for hotels, industrial and building cleaners
- Alpencosmed
- Carwash products

#### WILL THERE BE NEW PRODUCTS FOR ME AS CUSTOMER OF AZETT GMBH & CO. KG?

Yes – there will be new cleaning wipes, professional products for disinfection as well as assistance in finding the best skin protection products for your needs.

## OUR TEAM

So that you get to know our team we want to briefly introduce our „heads“ to you

#### OWNER AND MANAGING DIRECTOR



**Dr. Thomas Meneghini**  
Owner and managing director of Azett GmbH & Co. KG

#### ACCOUNTING DEPARTMENT



**CFO Gabriele Bühler**  
Accounting and human resources department Azett GmbH & Co. KG

#### SALES DIRECTOR AND MARKETING



**CSO Richard Schneider**  
Authorized representative and sales director Azett GmbH & Co. KG

#### PRECODERM



**Friedhelm Hanenberg**  
Sales department / marketing Precoderm

**Dr. Dirk Mehlan**  
Natural scientist Precoderm

#### EXTERNAL SALES DEPARTMENT IN GERMANY



**Reiner Theurer, Richard Schneider, Michael Draeger, Ralf Distler**

#### EXPORT MANAGER



**Sabine Ostendorf**

#### PROCESS MANAGER / PROJECT MANAGEMENT



**Rainer Mühlbacher**

#### INTERNAL SALES DEPARTMENT IN GERMANY



**Stefanie Zepter, Jennifer Keller** (Internal sales manager), **Martina Heiß, Beate Stieber, Barbara Ewadinger** (documentation / labels), **Sabine Ostendorf**

#### PRODUCTION MANAGEMENT



**Werner Konrad**

**Richard Fürgut**



**Daniel Meneghini**  
Apprentice and IT



**Lina Scherer**  
Apprentice

**Doris Birk**  
Purchasing manager

**Heidi Keck**  
Assistant purchasing manager



**Karin Wörz**

**Roland Letscher**

**Mirlinda Gashi**

