

Lonza

Central Pennsylvania Rail Freight Summit

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Lonza Group

- Lonza is one of the world's leading suppliers to the pharmaceutical, healthcare and life science industries. Its products and services span its customers' needs from research to final product manufacture. Lonza is the global leader in the production and support of pharmaceutical active ingredients both chemically as well as biotechnologically.
- Lonza is also the leading provider of value chemical and biotech ingredients to the nutrition, hygiene, preservation, agro and personal care markets.

Lonza Group (cont'd.)

- Lonza is headquartered in Basel, Switzerland and is listed on the SWX Swiss Exchange. In 2006 Lonza had sales of CHF 2.91 billion.
- Lonza employs 7500 people worldwide. These employees are located in every major global economy.

Lonza Williamsport

- Part of the Lonza Organic Fine and Performance Chemical Division
- Located North of Newberry RR Yard – West side of Williamsport
- Operating continuously since 1952
- Employs 170 people
- Operates 24/7

Lonza Williamsport (cont'd.)

- Produces by Batch Chemical Process
 - Kosher Food Additives
 - Plastic Wrap Lubricant
 - Composite Decking Lubricants
 - Powdered Metal Lubricants
 - Shampoo and Detergent Additives
 - Water Purifiers for Pools, Spas, Industrial
 - Cosmetic Preservatives

Lonza Williamsport (cont'd.)

- Supplies over 200 Customers at 1300 Locations Globally
- Receives 70-80 Tank Cars of Raw Material Each Month
 - About 80-90% of Raw Materials by Rail
- Ships 5-8 Tank Cars of Finished Goods each Month
 - About 5-10% of Finished Goods by Rail
- Lycoming Valley Rail Road Short Line Service Excellent!