



King of Prussia, PA, September 12, 2017

## Odor-Tech appoints three new sales representatives

**Odor-Tech LLC, a U.S. subsidiary of Arkema Inc. and a world leader in gas odorant manufacturing and supply, has appointed Master Controls Inc., Tri-State Meter and Regulator, Inc., and MarieCo, Inc. as exclusive sales representatives to market Odor-Tech's natural gas odorant products and Odorflex® services in various states.**

Master Controls represents Odor-Tech in Michigan, Indiana, Ohio, and the western parts of both Pennsylvania and West Virginia. Tri-State Meter and Regulator represents Odor-Tech in Kentucky, Tennessee, and northern Mississippi. MarieCo represents Odor-Tech in Georgia, Alabama, and southern Mississippi. The primary goal of these alliances is to utilize these manufacturer representatives' local presence to more effectively market Odor-Tech's Spotleak® natural gas odorants and to better address the gas odorant needs of the natural gas local distribution companies (LDCs), transmission companies, and municipal gas systems. In addition, these representatives market Odor-Tech's O-Scent neutralizing agent and promote Odor-Tech's range of odor control and Odorflex® services.

Master Controls, Tri-State Meter and Regulator, and MarieCo are all highly experienced firms that have represented suppliers of quality equipment and services to the natural gas industry for decades. "We are looking forward to offering Odor-Tech's odorants and odor control solutions to our customers in our territory to complete our portfolio of products and services to the natural gas industry," said Jack Hernig, President of MarieCo. "By combining Odor-Tech's products and fleet of trucks with Tri-State Meter and Regulator's own local inventory of Spotleak® odorants, we now provide greater supply security and flexibility to our customers," said Charles Raines, Field Service Director of Tri-State Meter and Regulator. "Master Controls can now offer turnkey odorization solutions to our customers, with odorization systems and odorant together," said Hugh Masterson, President of Master Controls. "This new relationship with Odor-Tech will help us provide better odorization services to our customers," he noted.

"Odor-Tech is the only North American manufacturer of Spotleak® odorant for natural gas odorization, and Arkema Inc. is the only North American manufacturer of ethyl mercaptan, which Odor-Tech uses for propane odorization," said Olivier Griperay, Odor-Tech market manager at Arkema Inc. "MarieCo, Master Controls and Tri-State Meter and Regulator already market odorization systems across their territories, so an alliance with Odor-Tech allows each of them to provide customers a streamlined experience for purchasing odorization equipment, products and services," added Griperay.

To inquire about Odor-Tech's products and services, please contact:

- In Michigan, Indiana, Ohio, western Pennsylvania and western West Virginia: Hugh Masterson at Master Controls at Tel.: 800 521 5738 or [info@mastercontrolsinc.com](mailto:info@mastercontrolsinc.com)
- In Kentucky, Tennessee, and northern Mississippi: Charles Raines at Tri-State Meter and Regulator at Tel.: 901 363 0377 or [sales@tristatemeteter.com](mailto:sales@tristatemeteter.com)
- In Georgia, Alabama, and southern Mississippi: Jack Hernig III at MarieCo at Tel.: 205 699 7282 or [jack@marieco.com](mailto:jack@marieco.com)

**Other states:** please visit [www.odor-tech.com](http://www.odor-tech.com) to see who represents Odor-Tech across North America. For more information about these alliances, please use the above contact information for our representatives and/or Olivier Griperay, Tel: 610 205 7991 or email: [olivier.griperay@arkema.com](mailto:olivier.griperay@arkema.com).

*A designer of materials and innovative solutions, Arkema shapes materials and creates new uses that accelerate customer performance. Our balanced business portfolio spans high-performance materials, industrial specialties and coating solutions. Our globally recognized brands are ranked among the leaders in the markets we serve. Reporting annual sales of €7.5 billion in 2016, we employ approximately 20,000 people worldwide and operate in close to 50 countries. We are committed to active engagement with all our stakeholders. Our research centers in North America, France and Asia concentrate on advances in bio-based products, new energies, water management, electronic solutions, lightweight materials and design, home efficiency and insulation. [www.arkema.com](http://www.arkema.com)*

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