



King of Prussia, Pa. – April 23, 2019

Arkema Inc. appoints Nelson Technologies, Inc. as sales agent for Greater Midwest region

Arkema Inc., a world leader in gas odorant supply, has appointed Nelson Technologies, Inc., a Minnesota-based natural gas industry manufacturer's representative and distributor, as its sales representative to handle sales in the Greater Midwest U.S. region.

Effective April 1, 2019, Nelson Technologies, Inc. represents the odorant business of Arkema in Illinois, Iowa, Minnesota, South Dakota, Wisconsin as well as in the cities of Fargo and Grand Forks in North Dakota.

Arkema will use Nelson Technologies Inc.'s local presence to more effectively market Arkema's Spotleak® natural gas odorants to gas utilities and transmission and midstream companies based in Nelson Technologies Inc.'s territory. In addition, Nelson Technologies Inc. will market Arkema's ethyl mercaptan odorant to local propane manufacturers and promote Arkema's range of odor control solutions. Arkema's use of Nelson Technologies, Inc. as a sales representative will drive more depth into the service levels offered to customers in their territory.

With decades of combined natural gas industry experience and a skilled technical field service force, Nelson Technologies, Inc. and Arkema Inc. are well positioned to broaden Arkema's service offerings in Midwest territory. Arkema has the most versatile delivery fleet servicing the North American marketplace, including cylinders, minibulk tank trucks, and bulk tank trailers.

"Nelson Technologies, Inc. is excited about the opportunity to leverage its many years of odorization experience and customer relationships to help Arkema better serve our marketplace," said Michael Nelson, president of Nelson Technologies, Inc.

"We want to increase our proximity to our customers in the Midwest and Northern states," said Olivier Griperay, Odorant market manager at Arkema Inc. "Having Nelson Technologies, Inc. as a sales representative will enable us to supply gas odorant and provide a broader odorization service, a major benefit to our customers."

Please contact Brad Sewich at Nelson Technologies, Inc. Tel.: 952-835-1895 bsewich@neltechinc.com to inquire about Arkema's odorant products and to process your orders.

For more information about the Nelson Technologies, Inc./Arkema collaboration, please contact Michael Nelson Tel.: 952-835-1895; or email: mnelson@neltechinc.com and /or Eric Olivier, Tel.: +1-843-801-4046; or email: eric.olivier@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 €8.8 billion (\$10.4 billion) in 2018, we employ approximately 20,000 people worldwide and operate in close to 55 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*

About Nelson Technologies, Inc.

Nelson Technologies, Inc. has been serving the natural gas industry since 1981. Its product lines and expertise include control valves, odorization, filtration, safety relief valves, heaters, and many other products required in industrial and energy related industries. With its main office in Minneapolis and a sales office in Chicago, Nelson Technologies, Inc. covers the greater Midwest region, including Minnesota, Wisconsin, Illinois, Iowa, Northern Indiana, Missouri, Montana, Nebraska, North Dakota, South Dakota, Wyoming, and the UP of Michigan.

Spotleak is a registered trademark of Arkema Inc.

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