

Polycorp says it is an expert in the design and manufacturing of rubber products.

BUILT-TO-LAST RUBBER BACKS POLYCORP'S SUCCESS

BY FERNIE GRACE TIFLIS

Polycorp Ltd. says its long-standing products and services drive the company's success. A successor to BFGoodrich Engineered Products of Canada, Polycorp acquired the company's assets in 1996. Today, it is acknowledged as an expert in the design and manufacturing of rubber products for North America and, increasingly export markets, the company says.

Polycorp evolved as a high-quality rubber products manufacturer focusing on custom-engineered systems. It established a state-of-the-art manufacturing facility in the village of Elora, Canada, using the equipment, knowledge and staff of the former BFGoodrich operation. Since the acquisition, the company's assets have continued to grow, with a 20 percent increase in revenues each year. Along with the acquisition came three divisions – transportation, mining and protective lining operations – that make up Polycorp today.

"These three unique niches

developed by BFGoodrich are what sets Polycorp apart," President and CEO Peter Snucins explains. "The development of our [products] did not take overnight. It's the people, their knowledge, the long-standing experience and reputation – the intellectual properties – that cannot be replicated."

Although the company faces increases in raw material and freight costs, Snucins states that Polycorp's increasing volume of business with its customers balances company expenses. "Foreign currency fluctuations in the United States and raw materials are up significantly over the last several years," he notes. "What we do is to create products that have more value for end-users with higher quality and enchanted performance."

The company designs and manufactures engineered polymer products for a varied customer base. Its rail division primarily serves the transportation market.

BFGoodrich launched the division to address a common problem in which materials – asphalt, concrete or wood – adjacent to the rail crossings cracked. Railseal was developed as an interface designed for longevity and low maintenance. Polycorp has installed its EPFLEX railseal at rail crossings throughout North

PROFILE

Polycorp Ltd.
www.poly-corp.com
 HQ: Toronto, Canada
 Employees: 100
 Products: Polymer-based compounds
 Peter Snucins, president and CEO: "[It's] the intellectual properties that cannot be replicated."

America, where it has become the standard in many applications.

EPFLEX is an extruded rubber product. "Our transportation products are manufactured from a specialized blend of high-quality polymeric materials that provide superior abrasion, chemical and weather-aging resistance," the company adds. "The rubber has been formulated to maximize the energy absorbing characteristics over a wide range of temperatures and conditions."

The protective lining division manufactures products for harsh applications such as industrial tank and pipe lining, hoses, roll coverings and window seals. Its products are often used in the transportation and nuclear power industries.

The mining division is the most demanding of all three operations, Snucins notes. "The application of rubber is getting more severe [today]," he states. "With the cost of mill shutdowns of up to \$75,000 per hour, customers in the mining division are demanding for longer rubber life, so we have to continue to modify our compounds and refine designs to create products with longer useful life."

In 2005, Polycorp acquired the Total Interlocked Rubber Floor (TIRF) system used in cattle parlors, holding areas, alleys, walkways and slatted floors in farms.

"With advancement of technology and simpler installation


systems, farmers are looking not only to switch to rubber but to upgrade their floors to a natural solution such as our TIRF system," the company says.

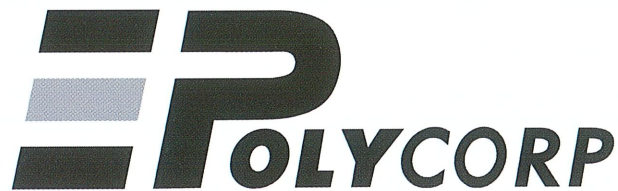
Polycorp notes that TIRF floors are manufactured with recycled materials.

EEYEING AUSTRALIA

Polycorp services major mining companies throughout North America and other markets worldwide. "Our rubber compounds are consistent and built to last," Snucins explains.

"The success of Polycorp is due in large measure to the reputation gained for innovative yet practical mill liner designed [by the company] and the craftsmanship of [our] engineers, compounders and employees that average over 30 years' experience in the rubber-manufacturing business and encompasses all the compounds of BFGoodrich," Polycorp adds.

Snucins says he plans to expand Polycorp outside the North American market. "We want our three divisions to dominate in North America," he states. "We also plan to expand outside the United States, especially in Australia. We want to grow at the same pace and complete the series of joint ventures that are currently under way." 



www.poly-corp.com

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