CONFERENCES IN LATIN AMERICA
In order to serve our customers better and familiarize ourselves with our customers’ needs, the Etimine USA LACA Sales Team has attended several conferences in the field.

The Boron Day Brazil Conference is a very important event dedicated to borate use in Brazil. Eti Maden is a major supplier of borates to the Brazilian industry, specifically to the agricultural segment.

Presenters gave helpful explanations of boron’s role in major crops in Brazil, including canha, coffee, soya, and floresta (trees/timber).

The LACA team interacted with companies, institutions, and individuals who are working on materials that improve the refractories industry.

We also attended one of the most important soil conferences in the world.

XXI Congreso Latinoamericano de la Ciencia del Suelo—2016—Quito, Ecuador
The LACA team attended this conference and met with representatives and speakers from 20+ countries including Ecuador, Bolivia, Argentina, Brazil, Cuba, Colombia, Mexico, Honduras, El Salvador, Costa Rica, Guatemala, Venezuela, Spain, Portugal, Uruguay, Germany, Turkey, and the United States. (Cont. on pg. 2)

FEATURED PRODUCT: BORIC ACID
H₂BO₃

Eti Maden is the top producer of boric acid in the world

ASK DR. ARUN
TECHNICAL QUESTIONS FROM OUR CUSTOMERS

Question: What is the solubility profile of boric acid?

Answer:

Dr. Arun Chattopadhyay, PhD, the Technical Director for Etimine USA, is a recognized authority on borate chemistry

A MESSAGE FROM THE SALES MANAGER—NORTH AMERICA
I have proudly lived for 13 years in Pittsburgh, Etimine USA’s headquarters. I have seen our focus on the Latin America region grow significantly over my 5 years at Etimine USA. As the North American Sales Manager, it is my goal to work closely with my counterpart in Latin America, Mr. Hector de la Cerda, to ensure customer satisfaction across our entire sales territory. Together, we share information on market trends and new product development, and collaborate together with customers whose manufacturing plants require boron in both regions. (Cont. on pg. 2)
A MESSAGE FROM THE SALES MANAGER—NORTH AMERICA
(Cont. from pg. 1)
In my role, I have had the pleasure of traveling to Brazil, Colombia, and Chile to attend agriculture conferences, network with customers, and learn more about the local markets. One of the key results of this collaboration is the development of ETIGRAN, a 15% granular boron product, to satisfy our fertilizer customers’ needs in the Americas. We are looking forward to many fruitful collaborations to come. Gracias por su negocio!

—Adam Brodie

OUR PRODUCTS
- Boric Acid
- Boron Oxide
- Etibor 48
- Etigran
- Etibor 68
- Etidot 67
- Ulexite
- Borax Decahydrate
- Colemanite

Our products have many uses in several applications, including refractories (pictured above)

Boron is also a vital precursor to formulate chemicals that are fundamental in ceramics and refractories, like boron carbide (pictured above) and boron nitride (pictured to the right)

OUR MARKETS
- Agriculture
- Adhesives and Coatings
- Biocides—Pesticides
- Ceramics/Frits/Glazes
- Fire Retardants
- Glass/Specialty Glass
- Insulation/Fiberglass
- Metallurgy
- Oil & Gas Chemicals
- Wood Preservation
- And Many More!

XXI CONGRESO LATINOAMERICANO DE LA CIENCIA DEL SUELO – 2016—QUITO, ECUADOR
(Cont. from pg. 1)
In addition to the sales team, Dr. Arun Chattopadhyay attended the conference and presented a paper on boron benefits for Latin American plants. He met with other scientists, customers, agronomists, and attendees to discuss how boron can improve the yield of crops in Latin America—specifically our premier agriculture product, ETIGRAN (granular soluble boron).