

Lonza Personal Care Broadens Relationship with Deveraux Specialties

South Plainfield, New Jersey, 7 May 2014 – Lonza Personal Care has expanded the scope of its relationship with California-based Deveraux Specialties, LLC. Deveraux is now the exclusive third-party distributor for Lonza’s full line of Personal Care products – actives, functional ingredients, and preservatives – in the western United States, including Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming.

The broadened authorization for Deveraux is consistent with Lonza’s Personal Care growth strategy, according to Todd Miller, North American Sales Director. “Deveraux’s appreciation for value-selling, their deep knowledge of specialty markets, and their proven commitment to applications development are exemplary,” Miller said. “The Deveraux name is well known and respected. We’re confident their expanded role will benefit customers throughout the Western region.”

Deveraux is optimistic about the new opportunity, too. “Our team is excited by this expanded scope,” said President Andy Deveraux. “Lonza’s Personal Care line is a good fit with our existing portfolio. We appreciate their confidence, ongoing support and technical expertise. It is a great partnership.”

About Lonza Personal Care

Based in South Plainfield, NJ (USA) and with customer-support facilities throughout the world, Lonza Personal Care is a comprehensive solutions provider offering cosmetic and personal care customers an extensive portfolio of innovative hair and skin care products and services. We are the world’s largest supplier of antidandruff actives and zinc pyrithione hair care solutions. We are a leading supplier of traditional and natural preservatives, custom-developed fermentation and biotechnological actives, and cosmeceutical and nutricosmetic products. Many of our products are certified as natural or organic under global regulatory and trade systems. Lonza Personal Care is a part of Lonza’s Consumer Care organization, which includes the company’s Hygiene and Nutrition businesses.

About Lonza

Lonza is one of the world’s leading and most-trusted suppliers to the pharmaceutical, biotech and specialty ingredients markets. We harness science and technology to create products that support safer and healthier living and that enhance the overall quality of life.

Not only are we a custom manufacturer and developer, Lonza also offers services and products ranging from active pharmaceutical ingredients and stem-cell therapies to drinking water sanitizers, from the vitamin B compounds and organic personal care ingredients to agricultural products, and from industrial preservatives to microbial control solutions that combat dangerous viruses, bacteria and other pathogens.

Personal Care

Lonza

Lonza Personal Care
70 Tyler Place
South Plainfield, NJ
www.lonza.com

Market News

Founded in 1897 in the Swiss Alps, Lonza today is a well-respected global company with more than 40 major manufacturing and R&D facilities and approximately 10,000 employees worldwide. The company generated sales of about CHF 3.6 billion in 2013 and is organized into two market-focused segments: Pharma&Biotech and Specialty Ingredients. Lonza's stock is publicly traded on the Swiss and the Singapore stock exchanges. Further information can be found at www.lonza.com.

For Further Information

Suellen Bennett
NAFTA Marketing Director
Lonza Personal Care
Tel: +1 908 412 6185
suellen.bennett@lonza.com

Constance Ward
Head, External Relations
Lonza Group Ltd
Tel: +41 61 316 8840
constance.ward@lonza.com