



ABRO Finance Team Visits Nigeria and Returns Impressed



Dr. Olumuyiwa Omotyinbo, Prof. Abayomi Okanlawon, Rex Miller, Tim Demarais, Dr. Cosmas Maduka, Daniel Pinkrah, Jonathan Cook, Adegoke Oshunniyi and Andrew Alasa.



Rex Miller, Jonathan Cook, Dr. Cosmas Maduka, Josiah Samuel, Tim Demarais and Leon Lenters.

Rex Miller, ABRO's Chief Financial Officer, and Jonathan Cook, ABRO's Director of Credit Operations, recently traveled to Nigeria to meet with the management team of ABRO's longtime partner



James Mogbo, Tim Demarais and Raphael Agbasionwe.

in the region, Coscharis Motors. Upon arrival, they were joined by ABRO's Vice President, Tim Demarais, who flew in from Ghana after meetings with Coscharis' staff in that country. There they met with

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Coscharis founder and Chairman, Dr. Cosmas Maduka as well as Coscharis associates Josiah Samuel, Daniel Pinkrah, Godwin Umeaka and Tunde Adenaike among others.

The ABRO financial team was given a grand tour of Coscharis' operations in Nigeria and had the chance to visit many of Coscharis' facilities. The visit started off at Coscharis' brand new state of the art showroom and corporate headquarters located in Lekki. They also saw Coscharis' new Sikkens House facility which is currently under construction. Once finished it will allow Coscharis to become a major distributor of Sikkens products and will also be used as a training center.



Raphael Agbasionwe and Tim Demarais discussing the newly introduced P.49.2 Body Filler, which is now available in two sizes.

Rex, Jonathan and Tim then went to Ikeja to marvel at Coscharis' new Ford vehicle complex. At this location, Coscharis will not only be able to sell and service Ford cars and trucks, but will also be working to build Nigeria's economic future. Coscharis recently partnered with the local government and the Ford Motor Company to create a certified training program so that young Nigerians can obtain the education necessary to advance themselves in



Raphael Agbasionwe; Abel Onyiloha (ABRO distributor in Lagos and former Coscharis GM), Tim Demarais; and Osca Nnamdi Obi (ABRO Salesman, Lagos)

the automotive field. This program will be centered at Coscharis' Ford facility.

Never one to waste an opportunity for economic growth, Coscharis has already turned a section of its original Ford showroom into a parts distribution center so that it can move products to the marketplace even quicker. The ABRO staff was also informed that plans were in place to convert the remainder of the facility into a body shop that would service the entire region.

After a look at the office and warehouse for the Coscharis Technology Group, the tour of the Coscharis empire concluded with an extensive survey of the new ABRO warehouse in Maza Maza. Coscharis had recently made a major investment in the facility and it showed.

"All of Coscharis' facilities are great," noted Vice President, Tim Demarais "but you can tell that ABRO is the brand closest to the Coscharis' staff's hearts. They obviously put in an immense amount of effort on raising their ABRO warehouse and distribution center

to the next level. We were especially impressed with the new rack-ing structure that Coscharis has put in place. It really is cutting-edge."

Mr. Demarais went on to predict that ABRO sales in Nigeria and the surrounding region will continue to see substantial growth in the coming years.

Coscharis' focus on the ABRO brand shows up not only in its modern facility, but also in its prominence in the marketplace. ABRO's share of the market in Nigeria continues to grow each year, most notably in products such as automatic transmission fluid, body filler, motor oil treatment, silicone sealant, thinner, PVC electrical tape and masking tape. As a testament to Coscharis' hard work, Nigeria continues to be ABRO's top country market.

Coscharis has even bigger plans for the future. They regularly reinvest profits into marketing and advertising. They also add numerous new ABRO products to their inventory each year. During meetings with Vice President, Tim Demarais Coscharis' Chairman, Dr. Maduka and Ralph Agbasionwe, who heads up ABRO's sales operations in Nigeria, outlined their plans to achieve record sales in 2013.

A closing reception held at the Ikeja Sheraton Hotel was attended by both the ABRO and Coscharis management teams and was a great success. All attendees agreed that the event was a fitting way to end a very productive week and that it certainly strengthened the long-time bond between the two companies.

AFRICA VISIT: GHANA

Tim Demarais spent several productive days in Accra visiting Coscharis Ghana and meeting with a number of our important distributors in this growing market. ABRO sales in Ghana increased significantly in 2012 and it looks like 2013 will be an even better year.

Managing Director, Victor Aherdemla, and General Manager, Uzor Obuzor, along with their excellent sales team, are working closely with key sub-distributors throughout the country resulting in increased market penetration and consumer awareness of the ABRO name.

Furthermore, Coscharis Ghana has successfully introduced several



Tim Demarais, Victor Aherdemla, Cephas Quarshie, Felix Munkoh, Presca Peters and Peter Bokor.

new ABRO products recently that have excellent volume potential such as ABRO's Organic Air Freshener, ABRO's new Spray Starch and new Super Glue in 5g bottles.

Coscharis Ghana has also "staffed up" by hiring several key people who have excellent contacts in new

markets they are trying to penetrate which also had led to increased ABRO business.

The trip culminated in a corporate strategy planning dinner in which ABRO Ghana was given an achievement award for obtaining record ABRO sales in 2012.



Tim Demarais with Rabih Maghribi in front of the newly designed ABRO billboard.



Tim Demarais and Miss Presca Peters.



Tim Demarais with Rabih Maghribi and Victor Aherdemla.

AFRICA VISIT: IVORY COAST

The last five years were a tough economic time for many business people. Companies everywhere had to contend with a global economic collapse and recession, but some had to contend with even more. In the west African nation of Cote d'Ivoire (or "Ivory Coast" in English), the last five years were dominated by a terrible Civil War that disrupted nearly every aspect of life in the country.

So great credit must be given to Felix Maduka and his company SOCARI, ABRO's distributor in Cote d'Ivoire. Through hard work and smart management, he was able to keep his business going and his employees working during the war. Now that the Civil War has ended and peace has returned to the country, he is well placed to experience significant growth in the coming year.

In order to be able to continue to provide SOCARI with all the support ABRO can, Vice President, Tim Demarais, recently traveled to the country and met with management and the sales team. "I wanted to make sure that Felix knew he continues to have our full support" said Mr. Demarais upon his return from the country. "He led his company through one of the most difficult situations you can face and now he is prepared to expand and grow. I'm proud of how well he handled things and I'm proud to be able to say that ABRO stood by him through those dark days. Now I think we all look forward to the good times ahead."



Felix Maduka with Tim Demarais

U.K. Prime Minister, David Cameron, visits ABRO distributor in Liberia.



The British Prime Minister, David Cameron, is greeted in Liberia by her Excellency, Mrs. Ellen Johnson Sirleaf, Noble Laureate and President of Liberia along with Upjit Singh Sachdeva, the president of Jeety Trading Corporation and his wife, Mrs. Surbjote K. Sachdeva.

Al-Ghannam International, Kuwait



Mr. D. K. Anand with office staff

Al-Ghannam International United Company has been a long-standing distributor of ABRO products in Kuwait for over 25 years. We have been able to continue increasing our business in Kuwait under the leadership of Mr. D.K. Anand and his office and sales staff. Well done.

Celebration and Planning in Cameroon

Recently the sales staff of Ozone International, ABRO's distributor in Cameroon, gathered together for their annual company dinner at a prestigious restaurant in Douala, the commercial capital of Cameroon. Lead by company President and founder Joshua Ozioma, the event gathered the Ozone International personnel both to celebrate their past achievements and to prepare for greater growth and sales in the future.

The overall theme for the night was "Sustainable Growth". Mr. Ozioma gave a well-received presentation regarding how Ozone International can achieve such growth, which he defined as growth built on a solid foundation of hard work and good customer service. Mr. Ozioma's business education blended seamlessly with his extensive practical experience to make the presentation both informative and immediately applicable to real-world problems.

William Mansfield, Director of Intellectual Property for ABRO, attended the evening as a representative from ABRO's corporate headquarters. He presented ABRO's Outstanding Achievement – Sales Award to Mr. Ozioma and Ozone International in recognition of their recent sales achievements.

"Seeing Joshua and his staff preparing for the next year made it clear how they came to win the award" said Mr. Mansfield. "They are clearly a well-led, knowledgeable and highly motivated group of people and I have no doubt they will continue to succeed in the future."



Joshua Ozioma, founder and President of Ozone International, gathered his staff together to celebrate the past year and prepare for greater achievements in the future.



William Mansfield, ABRO's Director of Intellectual Property, (right) presents ABRO's prestigious sales award to Ozone International and its President, Joshua Ozioma (left).

ABRO India Automechanika - Delhi



Mr. Ajit Gupta (center) with Channan Rohiwal (left) and sales team in the Delhi office.



An impressive new trade-show booth was created for the Automechanika Show in Delhi.

ABRO sales team in Mumbai, India

Mr. A.K. Gupta has put together an unbelievable sales team that covers every corner of India. ABRO is now prominently present at every regional trade show throughout India to promote the ABRO brand name and support the growing number of distributors in different regions of India.

ABRO's full page ads are placed in every automotive and hardware publication throughout India.

Furthermore, ABRO products can now be purchased online anywhere in India through a number of different portals. As a part of the overall marketing strategy, this will help the demand for ABRO products in the market.

ABRO applauds Mr. A.K. Gupta for this very successful strategy.



eBay India is just one of the numerous online portals where ABRO products are available now in the Indian market.

Dominican Republic

Award Ceremony to Honor Top Sales Force



Leonor Sosa and Maria Ysabel Ureña honor third place finisher Radhames Suero.



Contest winner Jesus De Beras accompanied by Mario Manta and Eddy Torres.

On February 22nd, ABRO's distributor in the Dominican Republic, Petroquimicos, held their 3rd annual ABRO national sales contest.

The contest pitted 30 Petroquimicos sales people against each other in an attempt to win one of three cash prizes. Contestants were judged on the percentage growth of their ABRO sales compared to last year. The big winner was Jesus De Beras. Second and third place were taken by Claudio Madé and Radhames Suero.

The annual ABRO sales contest highlights the way that the close relationship between ABRO and Petroquimicos continues to grow and strengthen. "2012 was an excellent year for ABRO in the Dominican Republic," commented ABRO Lat-



The Petroquimicos sales force that covers over 120 cities in the Dominican Republic.

in American Sales Manager, Mario Manta "and 2013 is on track to do even better. I'm especially excited about our oil licensing program in the country."

Mario Manta attended the contest award event and joined top Petroquimicos officials Maria Ysabel Ureña, her father Pedro, and Leonor Sosa in offering his congratulations to all the contest winners.

Haiti



Flamengo Import Export, ABRO's distributor in Haiti, joined in as part of the recent Carnival festivities by building a grandstand exhibit space to help parade watchers. The viewing platform not only served the local community, but also increased Flamengo's name recognition with thousands of attendees. ABRO and Flamengo have worked together for over 20 years.

Ecuador and Honduras



Latin American Sales Manager, Mario Manta was recently joined by distributors from two key Central American marketplaces in Miami in order to make plans for growing the ABRO brand in 2013. Xavier Villagomez of Abrodesivos del Ecuador flew in from Ecuador and Kenny and Jenny Yuja of Agencia La Mundial came from Honduras for the conference. Mr. Manta was very pleased with the meeting, "it was great to see everyone and I think the plans we made here are going to result in significant growth for ABRO and our distributors in South and Central America."

ABRO Russia - Vladivostok

ABRO Russia's Vladivostok branch grew their business operations and sales in 2012. They invested in advertising, inventory, warehouse space, their head office and in their people. At the start of this year, they spent two days training their sales staff on all of the new products that they are selling in Russia. Most of their meetings took place in their recently finished conference room. In their large conference room, they are able to have presentations, watch product videos, and have collective discussions to decide on how to approach new business ideas. ABRO USA is very proud to see this type of investment in the business.



The ABRO Team in Vladivostok is growing!



ABRO salesmen in Vladivostok, Russia, visit their clients in this newly ABROnized compact car.



ABRO Kyrgyzstan

ABRO's distribution in Kyrgyzstan is starting to grow! This December was the first time an ABRO USA salesman has ever visited Bishkek. The warehousing and distribution in the market was very impressive. We expect to see ABRO sales in Kyrgyzstan to grow again in 2013.

ABRO's distributor in Kyrgyzstan, Abdulla Hiazou, and Mike Molnar toured Bishkek and met with staff members and customers involved in the ABRO business.

ABRO Russia - St. Petersburg

ABRO Russia's St. Petersburg branch is investing into growing the ABRO name in Russia. They have led the way in developing a new website specific for ABRO Russia and they have been translating the ABRO product videos into Russian. With these new sales tools, we expect the St. Petersburg branch to build on their record sales year in 2012!

Click here to explore the website:
www.abro.ru



ABRO Russia - Rostov

ABRO Russia's Rostov branch has recently invested in a new home office and warehouse. The new home office is finally complete and during ABRO Salesman Mike Molnar's December visit, they were able to use the new conference room which is fitted with all the latest technology. The new warehouse was modeled after ABRO USA's own warehouse. Efficiency and organization becomes more and more important as their business grows. We are confident that 2013 will yield another successful year for Rostov.



Anna Goncharova, Oleg Kuankov, Alexey Avdeev with Mike Molnar and Valeri Avdeev in Rostov.



New ABRO warehouse in Southern Russia.

ABRO Belarus



Igor Medvedev with Mike Molnar

It is no surprise that 2012 was another successful year for ABRO in Belarus. President of Informtorgservis, Igor Medvedev, welcomed ABRO Salesman, Mike Molnar, to visit Minsk earlier this winter. Important discussions on new projects and the current status of the economy in Belarus took place. Informtorgservis recently had to upgrade to a larger warehouse and is in the middle of moving to a larger office space. We are confident that ABRO is in good hands in Belarus.

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Designed For Import Engines
Non-Corrosive

412-AB
3 OZ./85g 12/CASE

MADE IN U.S.A.

NET WT. 3 OZ. (85g) Part No. 412-AB

HIGH-QUALITY SPARK PLUG



**ABRO HIGH-QUALITY
SPARK PLUG**

- Built to Withstand Extreme Operating Temperatures
- Designed for Consistent Performance
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- Adds Extra Power

1. ES68K - SPECIAL THREAD
PART NO.: AB-BK6ES
20 x 10/DISPLAY = 200/CASE

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PART NO.: AB-BP6HS
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3. ES68P - LONG THREAD
PART NO.: AB-BP6ES
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ABRO High-Quality Spark Plugs
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shipments only.
(Not in ABRO warehouse.)



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**PROFESSIONAL FORMULA
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HS-200
20 OZ./567g 12/CASE

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LONG LIFE COOLANT

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**LONG LIFE FULL STRENGTH
ANTI-FREEZE COOLANT XL-R**

OAT/HOAT Hybrid Organic Formula
Silicate and Borate Free
5 Years/ 240,000 km (150,000 Miles)

% Ethylene Glycol	Freezing Point / Point of Crystallization	Boiling Point / Point of Evaporation
40%	-37°F / -38°C	280°F / 138°C
50%	-34°F / -36°C	285°F / 141°C
70%	-28°F / -32°C	297°F / 148°C

NOTE: ON EXCESSIVE EXPOSURE TO EXCESSIVE ACID, ACID DRAIN, ACID
DRAIN, SAE J1639, SAE J1639, SAE J1639, SAE J1639, SAE J1639, SAE J1639,
YAN 11-14, TMC, OF AIA, RP-2020, Corrosion INHIBIT, Prolonged
Identification A-1010, Ford B015, MITSUBISHI, JAGUAR, MAZDA, NISSAN,
Ford W000000000, GM 107110, MB 325.3, MB 326.3

ABRO Long Life XLR Antifreeze Coolant is a Hybrid Organic Acid Technology (HOAT) Long Life formulation with an Ethylene Glycol base that is Silicate and Borate free meeting the protection requirements for European and Asian passenger cars and light trucks.

ABRO Long Life XLR Antifreeze Coolant premium formulation allows for a life of up to 5 years or 150,000 miles of protection for all metals, including aluminum, that make up the engine's cooling system.

ABRO Long Life XLR Antifreeze Coolant is Fluorescent in color to distinguish from other Antifreeze formulations. ABRO Long Life XLR Antifreeze Coolant is compatible with most brands of coolant commonly available. It contains a high quality defoamer additive. ABRO Long Life XLR Antifreeze Coolant will not harm hoses, plastics or original vehicle finishes.

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ABRO Long Life XLR Antifreeze Coolant is currently available for direct shipments only.
(Not in ABRO warehouse.)

LF-AF-OAT-RED-1L
1L 12/CASE

LF-AF-OAT-RED-GAL
1 GAL 6/CASE

LF-AF-OAT-RED-500ML
500mL 24/CASE



Jonathan Cook Retires After 27 Dedicated Years at ABRO



ABRO's staff and business associates wished Jonathan Cook a farewell during the surprise luncheon at ABRO in South Bend.

At the end of March 2013, all ABRO employees, our trusted bankers and other close associates of ABRO wished Jon Cook well as he retired from ABRO Industries after 27 dedicated and committed years of service. Although Jon's official title was Director of Credit, Jon wore many hats during his long years of service with the company. Jon thoroughly enjoyed working with our valued customers worldwide

and he has received many words of gratitude and encouragement from ABRO family members globally.

To send him off, ABRO had a surprise luncheon where he was surrounded by co-workers and other representatives from the ABRO world. During lunch, everyone enjoyed numerous stories concerning Jon's past years at ABRO which President, Peter Baranay and Vice President, Tim Demarais, fondly relayed.

projects around his house and he plans on being quite active with all his various interests. Although Jon will be sorely missed here at ABRO Industries, we certainly wish Jon well during his retirement years.

"I would like to personally extend a fond farewell to all of you around the world. It was a privilege doing business with you over the years."

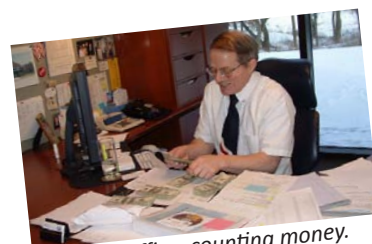
- Jon Cook



ABRO staff in 1978. Besides Jonathan Cook (1), you might recognize other long time employees Mary Watkins (2) and Tim Demarais (3).



Jon truly enjoyed meeting ABRO customers, here he is seen with the Coscharis Team during a visit in South Bend.



Jon in his office, counting money.



Jon with customers at the 2012 AAPEX Tradeshow in Las Vegas.

Let's Share Ideas

Two Trucks Promoting ABRO Brake Fluid



Grupo H&S is the new name of ABRO's distributor in Panama. The company is currently headed up by Juan Silvera, Jr. The company recently decorated two of their delivery trucks with the ABRO logo and brake fluid image. They are the leading customer in Central and South America selling brake fluid in metal cans.

Many New Vans Are Used to Market the Entire Range of ABRO Products in India.



A dedicated group of sales staff will visit automotive and hardware markets on a regular basis to demonstrate and explain the different uses of ABRO products.

ABRO TOP 15 BEST SELLERS 2012

1. 2123 (Masking Tape)
2. 3450 (FSK Tape)
3. AB-500 (Motor Oil Treatment)
4. 9-AB (Silicone Gasket Maker)
5. CC-200 (Carb & Choke Cleaner)
6. 2123Y (Masking Tape)
7. P.49 LW (Body Filler Lightweight)
8. ES-507 (Epoxy Steel Adhesive)
9. #11-CELLULOSE (Cellulose Thinner)
10. ET-912-BLK (Electrical Tape)
11. SP-011 (Spray Paint Gloss Black)
12. 2290 (Aluminum Tape)
13. SS-1200-CLR (Silicone Sealant)
14. 2100 (Masking Tape)
15. IC-509 (Fuel Injection Cleaner)