



Creating Links

We combine **experience** and **innovation** for the success of our customers and principals.



With over 60 years of experience, we are pioneers in the distribution industry. We make available our expertise to our principals and offer the best and most varied range of **raw materials and chemical specialties** to our customers, providing optimum customer service standards.

We innovate hand with hand with our customers and principals to be at the forefront of trends and add value at every stage of the value chain.

We serve multiple industries through our five subsidiaries:



Food



Pharmaceutical



Plastic

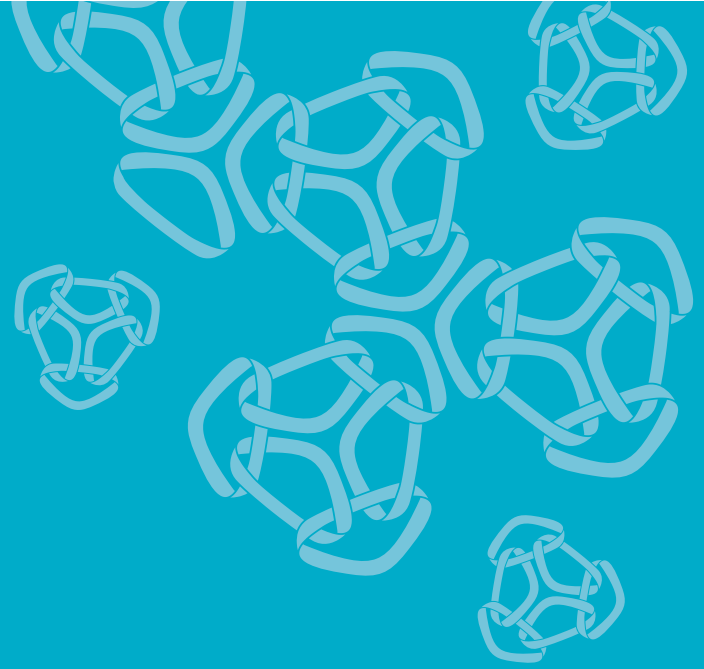


Chemical



Industrial





What make us different?

Innovation

Being at the forefront of the industry keeps us in constant pursuit of innovation and excellence as this is a key feature when creating successful partnerships.

Beyond Sales!

One of our most important value is the sales force that accompanies customers and principals, they are a key factor in the their success.

Our sales team is comprised of engineers, pharmacists, chemists and veterinarians, among other professionals. All of them are highly specialized and proactive individuals who provide ongoing support and solutions to each customer while guaranteing principals the best management of their brands and products.





Creating Links for Success

Our experience and soundness make possible to have long-standing suppliers, leaders in their sectors, with whom we have created networks of trust and maintain strategic alliances.

By combining such alliances and our knowledge, innovation and proactiveness we can create links for success of the entire value chain.

Optimal Customer Service

Our processes, facilities and storage and transport equipment, guarantee and safeguard the quality of the products we supply.

We support our work with constant monitoring and improvement to keep up with current logistics trends.

Socially Responsible Management

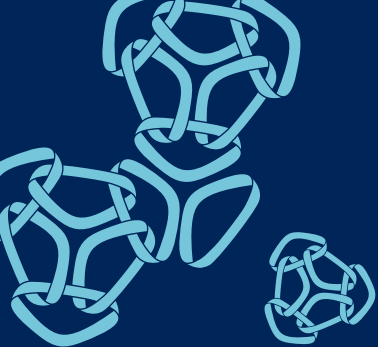
Comprehensive and responsible management is one of our priorities, so we have worked not only to foster Venezuela's industrial development, but also to promote that our employees and neighboring communities develop and increase their human and social capabilities .

We know that our human talent is the best asset we have, so we promote optimal organizational climate, excellent industrial health and safety standards as well as professional growth and development, among others.

We have a recycling program aimed at educating and raising awareness on our employees and we are equipped with water treatment facilities in our plant.

We include our clients in this philosophy, striving to develop environmentally and socially responsible products with them.





What do our PRINCIPALS think?

"Their extensive experience in marketing raw materials and acknowledgement as one of the best distributors in Venezuela, are important values for us. Our relationship with Cencozotti has been successful because more than a supplier, they are our business ally when understanding and fulfilling the needs of customers in such a peculiar country such as Venezuela"

Georgina Fragoso,
Commercial Manager for Northern Latin America at Prayon.

"Communication and transparency are their main features. They offer our customers a local service to deal with imports issues and provide quick solutions to their problems. We have a successful relationship with Cencozotti as evidenced by the increase in sales in Venezuela"

Tania Moreira Parra,
Sales Manager at AarhusKarlshamn Mexico SA de CV.

"We have been represented by them in Venezuela for 25 years, it is a very reliable company which helps us increase our sales volume every year. Customers are satisfied and that brings success to both Wendt and Cenco"

Torsten Hackenberg,
General Manager at Wendt Chemie.

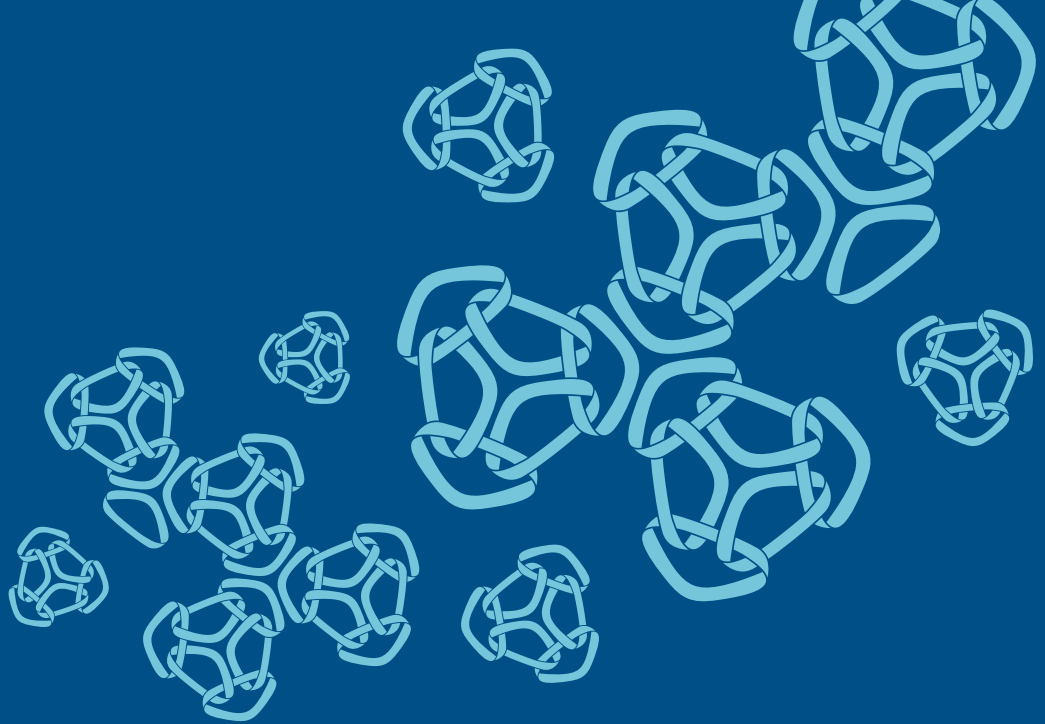
"In FMC, we consider Cenco as one of our branches thanks to its market leadership, professional management in the pharmaceutical sector, customer service and local support... The relationship between FMC and Cenco goes back many years and customers appreciate and cherish good service. Despite times of economic and social turmoil faced in Venezuela, they have successfully sustained and increased sales, which is another evidence of Cenco's excellent performance"

Rosario Pereyra, Manager for Latin America and Olga Lucía Ortiz, Sales Representative for Andean Countries at FMC Biopolymer.



"The results are tangible, we have developed a solid and steady participation in the market, as well as long-term relationships with customers. The market recognizes us under any name thanks to Cencozotti specific actions and we are acknowledged as a company that focuses on technical support and on fulfilling customers needs. They are strategic allies and an extension of our own sales force, they are essential to understand the economic circumstances and technical features in the market"

Andreina Rojo,
Sales Manager for North America, Building Additives, at Ashland.



What do our CUSTOMERS think?

"Cencozotti always takes care of our needs and anticipate problems... they have offered alternatives that have contributed to our company's success. They can be flexible and have offered training to our staff in managing some supplies, which resulted in both better understanding of those materials and growth of our human talent"

Beatriz Durán,
Director of Procurement in Calox Venezuela.

"The products and services provided by Cencozotti have high value to our company, as they are key to give stability to the company's operations"

Nicolás López,
Corporate Chief of National Procurement in Corimon.

"Cencozotti is characterized by the variety of products and customer service they offer. We gain value by getting lower raw materials prices"

Samira Hijjawi,
General Manager in Teleplastic.

"They are responsible, we can trust Cencozotti as a sound support when we need supply of raw materials, this is very important considering the difficult situation our country is facing. They are a supplier that enables us to continue our operations, to be stable in such an unstable market"

Damaso Camejo,
Operational Procurement Officer at Nestlé Venezuela S.A.





We are experts in Marketing specialties for formulating PVC, additives and pigments for plastics, adhesives, rubber and polymers.

Our developments and advice take into account all upgradings and enhancements that protect the environment and the health of workers in the plastics processing industry.



We are experts in marketing raw materials and specialties for various industries such as paints and coatings, construction, detergents, resins, adhesives, water treatment, industrial maintenance and insecticides.

We provide environmentally responsible proposals to replace obsolete technology with green innovations.



We are experts in marketing specialties for various industries, such as dairy, meat, beverages, confectionery, sauces and dressings, baked goods and agribusiness.

Our applications laboratory and technical expertise develop products and make functional and sensory tests.

Cencozotti's management model allows each business unit to be led with initiative, responsibility and commitment.



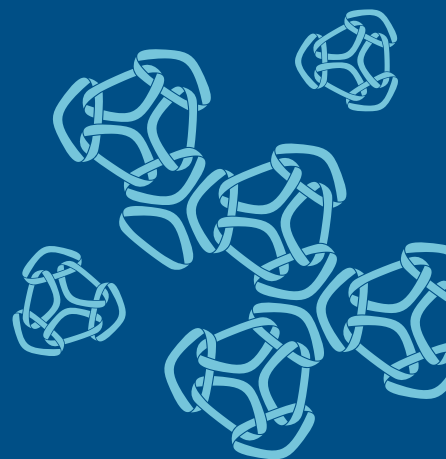
Our production facility specializes in auxiliary chemicals for the textile industry and product manufacturing for third parties such as mixtures, solutions and packaging.

We are constantly making efforts to widen the range of our own manufactured products for the industrial market and to provide competitive advantages to our customers.



We have experts in the pharmaceutical sector, both for human and animal consumption. We offer a wide variety of active ingredients and excipients of the most prestigious and well-known brands. Furthermore, we participate in the cosmetic and personal care market.

We support development of products and formulations applying the technological expertise of the companies we represent.



Know more about Cencozotti...





www.cenco-zotti.com

*Calle Los Vegas, Edif. Cenco-Zotti,
Urb. Industrial La Trinidad, Caracas 1080-A, Venezuela
Apartado (P.O. BOX): 80252
Teléfono: +58 (212) 903.52.00
RIF: J-00030591-9*