

The Hawkins Success Story



Serving Customers Since 1938.

Contents

Who We Are	3
The Hawkins Mission, Vision and Values	4
Positioned for the Future	5
Hawkins Major Segments	6-7



Who We Are

Hawkins, Inc. (Nasdaq: HWKN) distributes, blends and manufactures chemicals and specialty ingredients for our customers in a wide variety of industries. We believe we create value for our customers through superb service and support, quality products, personalized applications and trustworthy, creative employees.

There is something special about Hawkins, Inc. that has fueled its success. For over 75 years the employees at Hawkins have been focusing on its customers and exceeding their expectations.



Our founder Howard (Curly) Hawkins

Thousands of manufacturers, water treatment facilities, food and dairy producers, research labs and other organizations depend on Hawkins for the chemical products to meet their needs. These products range from potassium carbonate and bleach to food grade citrates and phosphates.

From the beginning Hawkins has maintained high performance standards and has been dedicated to delivering high quality products and services. These lofty standards have earned Hawkins recognition from the industry and the community.

Some of its most prestigious awards include:

- *Forbes 2013, 2014 and 2015 America's Most Trusted Companies*
- *Minneapolis/St. Paul Business Journal Top 100 Companies*
- *Twin Cities Business Top 100 Companies*
- *Twin Cities Business Top Publicly Traded Manufacturers*
- *Minneapolis/St. Paul Business Journal Top 25 Fastest Growing Public Companies*
- *Forbes Best Small Companies*
- *Top 100 and Top Small & Medium-Sized Manufacturers In The World*
- *In the top 50 global and top 10 US Chemical Distributors in 2015 as measured by 2014 sales and reported by ICIS Chemical Business*

Mission, Vision, Values

Hawkins has more than 40 facilities in about 20 states and continues to look toward future growth. The secret to the Hawkins success story, and what makes it special, is that Hawkins puts the customer at the center of its actions. Every aspect of Hawkins business is guided by its Mission, Vision and Values and Hawkins' long-term customer and supplier relationships are integral to its success.



The Hawkins Mission: To supply high quality products and innovative solutions with an exceptional level of customer service while constantly striving to maximize long-term shareholder value for the business. We will adapt quickly to the changing needs of our customers with a keen focus on technical expertise, teamwork, safety and responsible care of the environment and of our community.

The Hawkins Vision: To be the preferred partner for our customers' specialty, nutritional, industrial and water treatment product needs in the markets we serve.



The Hawkins Values:

- We conduct our business with integrity and fairness in all we do
- Focusing on customer service
- Empowering employees to do the right thing
- Using a straight-forward and transparent approach
- Maintaining our long-term focus





Positioned for the Future

Under the leadership of CEO Patrick Hawkins, together with a high-caliber executive team, Hawkins faces the future stronger than ever before.

With several acquisitions and the construction of new facilities, Hawkins has launched a new era of growth.

Hawkins' strategic acquisitions allows it to provide a wide variety of products to satisfy its customer's diverse needs. Some of the recent acquisitions include:

- Stauber Performance Ingredients which offers specialty products and ingredients to the nutritional, food, pharmaceutical, cosmetic and pet care industries across the U.S.
- Dumont Company, Inc., a water treatment chemical distribution company covering the state of Florida
- Vertex Chemical Corporation, a manufacturer of sodium hypochlorite and private label packager for household chemicals
- Trumark, a producer of antimicrobial products for the food industry

Hawkins' Major Segments

Hawkins serves a wide variety of industries and distributes bulk chemicals as well as manufactures and custom blends specialty ingredients.

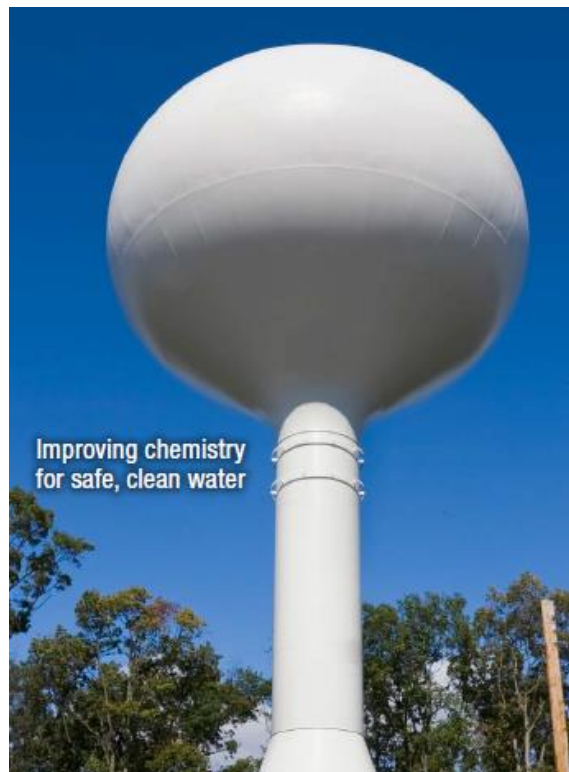
We currently conduct business in three major segments:

- Industrial
- Water Treatment
- Health & Nutrition



The Hawkins Industrial Group specializes in providing industrial chemicals, products and services to industries such as agriculture, chemical processing, electronics, energy, food, pharmaceutical, plating and power generation. The group's principal products are acids, alkalis, fertilizers and industrial and food-grade salts.

The Hawkins Water Treatment Group specializes in providing chemicals, equipment and solutions for potable water, municipal and industrial wastewater, industrial process water and non-residential swimming pool water. The group has the resources and flexibility to treat systems ranging in size from a single small well to a multi-million-gallon-per-day facility.



Health, Nutrition and Custom Blending



The Hawkins Health and Nutrition segment was established in 2015 with the acquisition of Stauber Performance Ingredients. Under the Stauber brand, Hawkins' Health and Nutrition segment provides high quality ingredients and value-added services including product formulation, sourcing and distribution, processing and blending and quality control and compliance, positioning itself as a one-stop ingredient solutions provider to its customers in the nutritional, food, pharmaceutical, cosmetic and pet care industries. Stauber's ingredients can lead to breakthrough products for its customers.

Stauber offers a diverse line of products including minerals, botanicals and herbs, vitamins and amino acids, excipients, joint products, sweeteners and enzymes.

Custom Toll Blending

The Hawkins Industrial Group also formulates, manufactures and distributes specialty chemicals. Hawkins creates value for its customers through custom toll blending and product development . Hawkins' mission is to exceed its customer expectations when providing solutions for its customer's unique needs





Hawkins, Inc.
2381 Rosegate
Roseville, MN 55113

800.328.5460
customer.service@hawkinsinc.com



SERVING CUSTOMERS SINCE 1938

www.hawkinsinc.com