



Spotlight on Business



Epolin Chemicals

20 Nassau Street, Suite M, Princeton, NJ 08542

John Wachter, Founder & Partner

609.945.1690 *www.polymathescapital.com * www.epolin.us

Epolin Chemicals LLC is a manufacturer of infrared dyes, inks, and plastic resins, based in Newark, NJ. The company produces materials used across a variety of industries, most commonly in welding and arc flash protecting visors and helmets, and laser protecting goggles and glasses. Even though the company has been operating in this space since 1990 as a market leader, there was an opportunity to take advantage of the highly fragmented market share and to expand into other markets. Last year, Polymathes Capital, a Princeton based investment firm, partnered up with two other firms to acquire Epolin for its next phase of life. Polymathes approached The Bank of Princeton with the task of acting as our lead administrative banking agent on the buyer's behalf for this transaction. In our first meeting, the bank employee had all of our paperwork prepared to open our accounts, as well as additional collateral for the services we would need from The Bank of Princeton – something no other bank had done. Epolin's management team was so impressed with how seamless and smooth The Bank's side of the transaction went, that after the completion of the acquisition, the company's controller asked to move the company's accounts over to The Bank of Princeton.

Service and professionalism: The level of service and the ability to execute simple tasks is terrible at many other banks. Having someone notarize a simple document at other banks frequently becomes a painful experience. Often, we never see the same face more than once at other banks. The Bank of Princeton is very consistent with its staffing. In addition, The Bank employees understand their tasks very well. We never feel as if it is the first time they have someone doing something. We value the ability to pick up the phone to call someone who we know on a first name basis and who we trust will actually get done what needs to be done.