



THE FIRST
200
YEARS OF WP
(1824 - 2024)

WATSON PHILLIPS Y CIA. SUCS., S.A. DE C.V.

WATSON PHILLIPS



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I. Preliminary words

I am pleased to share some of the relevant facts of Watson Phillips in Mexico, throughout its two hundred years, which began in 1824.

Our history as a commercial organization and business enterprise is linked to the growth and development of Mexico as a free, independent and sovereign nation. We have been in this country through its challenges and triumphs for over two centuries.

Being the oldest commercial firm in Mexico¹, we are proud of having been an active part of our country since its inception. This also well positions us to face both the challenges and opportunities posed by today's national and international environments.

The moments our company has faced are living examples of the events the country experienced in its building and consolidation, particularly in search of independence and freedom. We can proudly say with certainty that the

permanence of our firm represents the effective pursuit of those ideals.

In this bicentennial effort, we have served our clients with loyalty, honesty, and a clear vision for service both inside and outside our borders.

Today, as always, we have a clear sense of our service mission. Our experience has taught us to face the future with optimism. Therefore, we can proudly say: "we can bend, but never break."

It is worth highlighting the human virtues that our business experience has taught us: resilience, persistence, dependability, and flexibility, especially the ability to innovate and develop new businesses and strategies in the face of changing market situations, both within and outside Mexico.

This has been the cornerstone of our efforts.

¹ Ignacio Gómez Gallegos. *Récords de México... aunque usted no lo crea*. Editorial Lectorum. México, 2002.

I want to thank all those who have contributed during the last half century to this effort—the workers, employees, and managers—who make it possible for our company's name to be a worthy option in the market. Thank you also to our suppliers, lawyers, auditors, and agents, who facilitate the distribution of the various products and services we provide, to our clients, for their preference and recognition, and to our friends and members of the British community in Mexico who have been an especially important part of our history.

Finally, a quote from Sir Winston Churchill sums up our journey:

“A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.”

With this in mind, we can ensure that our future will be bright, as our vision of opportunity has been tested many times. The results are clear.

With warm regards,

CEO

**Mexico City,
October 2024**

II. Our first 200 years

Beginnings in the New Country

In 1824, James Lyon Geaves and Richard Exter started the firm, with offices in London, Mexico City, Veracruz, and Buenos Aires.

Before this date, around 1820, Thomas Phillips, whose descendants would later become partners in the firm, arrived at Veracruz. It is said that upon entering the firm's offices in that port, Phillips was greeted by a cannon shot fired from the Fort of San Juan de Ulúa in the Bay of Veracruz, which was still occupied by the Spanish Empire. It was not until November 23, 1825, that the fort surrendered.²

In 1821, Mexico declared independence from Spain. At that time, Thomas Phillips represented Roskell & Son of Liverpool (later Hunt and Roskell; now J.W. Benson & Company, of Bond Street in London). He had come to Mexico to sell jewelry and large clocks, many of which can still be seen in our country.

In 1829, Richard Exter retired from the firm, which was then known as McCalmont, Geaves & Co. The partners were Robert McCalmont, Hugh McCalmont, Richard Geaves, James Lyon Geaves, and James Lyall. The

McCalmont's were part of the London firm McCalmont Brothers & Partners.

Around 1856, the McCalmont brothers retired from the firm. It changed its name to Graham, Geaves & Company. It continued under this name until 1867. When Robert Brown Watson became a partner, it was renamed Graham, Watson & Company, until 1872. By this time, there were branches in Glasgow, Liverpool, and London.

In 1873, Charles O. Phillips, son of Thomas Phillips, mentioned above, became a partner. The partnership then became Graham, Phillips, and Company.



(Left) Thomas Phillips
(Right) and James Lyon Geaves

² Manuel Payno. Un viaje a Veracruz en el invierno de 1843. En: Tardes nubladas: colección de novelas. Por Manuel Payno. México, 1871. p.459. Edición facsimilar.

Thomas Phillips' businesses in Mexico extended beyond imports and exports. He also successfully ventured into the manufacturing of goods, producing jute bags and sacks for various industries, using raw material imported from Calcutta, via England.

The jute factory "Aurora," which he co-owned with Mr. Charles Gordon Paterson, was located five kilometers from Veracruz and employed 600 people. They also used long-fiber 'henequen' from Yucatán and short-fiber 'ixtle' as raw materials to avoid importing fiber. At the beginning of the 20th century, the Board of Directors included among its members Felipe N. Robertson, who was also General Manager.

The initial partnerships of the firm are interesting. The house in England seems to have taken charge of the financial aspect through credits and consignment accounts, while the partners in Mexico took care of the work and invested a certain amount of capital. This continued until 1889 when the firm became a limited partnership ("S. en C."). In 1893, Thomas R. Phillips, the son of C.O. Phillips, became a partner, and in 1897, his brother, James Phillips, joined the firm.

In those days and until the beginning of the 20th century, it was customary for business partners to live in the upper part of the offices. In the book *A Visit to Mexico...* by William Parish Robertson³, there are some interesting descriptions not only of the offices but also of the port of Veracruz and its Customs building at that time.

"In these houses, the best in Spanish



(Above) The House of the Phillips Family, 1920

America -says Parish- the ground floor is occupied by business offices, while the 'altos,' or upper floors, are the actual living quarters."

Parish comments: "We disembarked at the dock, one of the most beautiful and comfortable I have seen. It starts at a 'portico' that, -along its length- on one side shows the Maritime Customs building and a set of excellent warehouses on the other. The boardwalk, very well paved with slabs, is long enough for a pleasant stroll, and its great width highlights the beauty of the structure. It is seven hundred feet in length." ⁴

The office in Veracruz was known as Graham, Barrow & Company until 1875, when it closed.

³ William Parish Robertson. *A Visit to Mexico, by the West India Islands, Yucatan and United States: with observations and adventures on the way. Volume 1 of 2.* Facsimile edition published by the author. London, 1853. pp. 233 and 234.]

⁴ Ibid. Wm Parish Robertson. p.232

Main Businesses Towards the End of 19th Century



By 1890, the company's primary business was the import of products from Manchester: linen and cotton fabrics, and hardware. They exported Mexican silver, dollars, gold ingots, and "cochinilla," the dye for textile coloring derived from an insect that was highly demanded at that time.

Mercury was also imported, which although it could be obtained in Mexico was brought in large quantities for the ancient amalgamation or "patio" process to extract silver from ore.

In those days, people traveled in bunks (a movable chair carried by two

people), and later mule, horseback, or stagecoach. All products were carried in "conductas," and "recuas," which were mule trains carrying the loads.

(Above) "Rojo Mexicano" Book - "Memorias de las investigaciones que se presentaron en el Coloquio internacional sobre la grana cochinilla en el arte"

Rafael Beraza: from Dusty Roads to Ocean Routes



Ship dedicated to trade between Liverpool and Veracruz.

A notable figure of that time was Don Rafael Beraza, Courier of the British Legation in Mexico for many years. Beraza accompanied all the gold ingot transports from the interior of the country to Veracruz. He would then return to Mexico City with all the correspondence brought by the English packet boat from Liverpool.

Around 1846, Joseph Cunard, the famous Canadian shipbuilder, built two ships specifically for trade between Liverpool and Veracruz, designed by William Rennie. These ships were named alternatively "Rafael" and "Beraza," honoring the Legation Courier.

Those ships made the sea voyage from Liverpool to Veracruz in six weeks, which does not differ too much from the time now taken by Harrison Line ships to make the same journey, although they call at other ports en route.

In the firm's offices in Mexico City, there is still a print and a painting

of these ships; the print was specially dedicated to the merchants of Mexico.

Mexican writer Manuel Payno, in his story of a trip to Veracruz from Mexico City in 1843, describes the departure of an English ship before the imminent arrival of the strong winds, called "norte", in Veracruz: "The English packet ship," Payno writes, "anchored beside the castle (San Juan de Ulúa), lit its engine. The impassive sea monster, without moving, despite the waves beating against its sides, began to vomit torrents of smoke and prepared for the struggle against the winds and the waves. Marine life has much of the grand and the sublime."⁵

Start of diplomatic relations and the British Postal Agency

Shortly after establishing diplomatic relations with Mexico in 1825, a British Postal Agency was opened at the British Consulate in Veracruz.

Several changes in the postal systems over the years were made, and it is said, although not proven, that the Acting British Consul and partner of the company, Mr. Ledward, issued British stamps.

Lloyd's of London Representatives

In 1948, an office was reopened in Veracruz to represent Lloyd's of London and the Board of Underwriters of New York. This, in addition to being a renewal of the firm's connection with Veracruz, was also a renewal of the Lloyd's Agency in that port. It had been with the firm from 1851 to 1875, and again from 1948 to 1974, when the Agency was transferred.



⁵ Manuel Payno, *Un viaje a Veracruz, en el invierno de 1843*. p. 435. En: *Tardes nubladas: colección de novelas por Manuel Payno*. México, 1871. Edición facsimilar.



In Mexico City, the Lloyd's Agency has been represented since 1905. The office was called Watson Phillips & Company from 1876 to 1899, when Robert Brown Watson died. The firm continued to carry Mr. Watson's name, but it was not until 1945 that it was called Watson Phillips y Cía., Sucs., S.A.

Arthur Drew started collaborating with the firm in 1912. He oversaw the business from 1914 to 1919, even though he was not a partner. This was because T.R. Phillips was absent from his duties to serve in the military in England during World War I (1914-1918).

In 1920, when the firm was reorganized, Arthur Drew was about to become a partner; unfortunately, he died of typhoid fever before the signing of the deeds. In 1926, Edwin Brook, who had been working in the company's insurance department since 1918, became a partner, as did C.H.E. Phillips, son of T.R. Phillips, who joined the firm in 1920.



(Above) Ship built by Joseph Cunard for the transportation of goods between Liverpool and Veracruz, a journey that took 6 weeks.



Father and Son Curious Coincidence

During World War II (1939-1945), C.H.E. Phillips was absent from the firm to fulfill his military service on the European front. A curious coincidence between the services of father and son during the respective world wars is worthy noted.

During World War I, T.R. Phillips served in the Ministry of Munitions in charge of the purchase of tungsten and molybdenum. His son, C.H.E. Phillips, after a

short period of time in the British armed forces from 1939 to 1941, entered the service of the United Kingdom Commercial Corporation and, for almost the rest of the war, he was connected with the economic warfare activities of the British Ministry of War in Spain and Portugal, which included the preferential purchase of tungsten in those countries.

■
(Left) C.H. E. Phillips

■ ■
(Right, top) Phillips bicycle
(Right, bottom) Motorcycle Store

Becoming a Corporation

Around 1946, after Edward Brook resigned, the partnership was reorganized once again. This time as a corporation.

S.H.E. Cocks, who had joined the firm in 1934, was appointed as Counselor, as was W.B. Irvine, who joined the company in 1946.

Circumstances and business changes in

Over the many years of the company's existence and due to changing circumstances, the types of businesses managed have also changed from time to time.

Imports have always been the main business from 1900 to the present. This does not mean that there have not been periods when the company ventured into exports.

In the early days, textile machinery, steel, belts, and bicycles were imported.

These particular items were abandoned around 1910. However, since 1945, they have represented the most important business of the company. Now, the firm has the license from Raleigh Industries of England to manufacture and sell their bicycles in Mexico, with world-renowned brands such as Phillips, Hercules, and Raleigh itself.

BSA and Triumph motorcycles were also imported until 1960.



■
(Right)
Bell's Whisky, 1825

Creating Markets for Other Companies

The imported items have changed over the years according to the phases of Mexico's intense industrialization process.

Through its imports–, the firm has created a market for companies such as Philips Lamp–, from Netherlands–, and Hercules Powder Company–, from the United States, before they established their own facilities in Mexico.

There was a long association with the wine and spirits market. It ended when the representations of Williams & Humbert–, of Jerez, Spain Dry Sack–, and Arthur Bell & Company–, of Scotland (Whisky Bell's)–, were abandoned.

Other representations, such as Allied Chemical Company of New York and Dunlop Rubber Company of London, continued for many years.

Some specialized products from Smith & Nephew of England were imported, but their line of plaster bandages for fractures was manufactured in Mexico under license from this firm–, until 1996.



Banking Services

From around 1850 and until the early 1930s, the firm also represented several British banks:

- **Coutts & Company**, in 1863
- **London & Westminster Bank** (now National Westminster)
- **Drummond & Company**
- **Child & Company**
- **The Bank of Australasia**, among others.

The firm also worked with the Bank House of Rothschild after their direct representative, Nathaniel Davison, left the country in 1867 following the fall of Emperor Maximilian.

In 1879, an interesting sale was made on behalf of N.M Rothschild & Company. It was the then-known Ferrería de San Rafael, an old ironworks facility where iron ore was transformed into metal. The owners immediately sold the property to Ahedo & Company, founders of the company now known as Fábricas de Papel de San Rafael y Anexas, S.A.



(Left, top) "El Oro" Mining & Railway Voucher

(Left, bottom) 100-peso voucher from the Banco de Durango

(Bottom) Insurance document
The Century Insurance Company Limited

For 44 years (1892-1936) our firm was the General Agent of the following companies:

- This business branch was closed in 1936 when all foreign insurance companies operating in Mexico left the country. The insurance portfolio was transferred to El Mundo, S.A., Compañía Mexicana de Seguros, whose control was acquired by the partners of the firm in 1938. It continued to be a healthy and growing insurance business until it was sold to Seguros La Comercial, in 1961.

[illegible]

Debe		Balance		Diciembre 1899		Haber	
5 Caja		\$ 14288.52		10 Cta de Comisiones		\$ 664.43	
26 Sub. Aguires y Comederos de leguros		3.82		15 " " " " " " " "		125.00	
36 Cta de Cambios		312.64		20 Comestagos de leguros		373.83	
37 Gastos de Casa		3,969.40		30 Cta de Intereses		177.73	
69 Banco Nacional de Mexico		8,000.00		65 Letras por Pagar		53,533.41	
74 Banco de Londres y Mexico		3,300.00		67 Inversiones en Londres		13,892.03	
75 Letras Diantadas		63,201.14		84 Thomas R. Phillips y C.		43,469.58	
80 Acasos de las Mineras e Industriales		63,024.36		89 James Phillips y C.		32,469.59	
84 Cta. de Mercancias		14,533.01		91 Mary M. Phillips y C.		33,469.61	
85 Importacion de Azucar		19,615.45		93 Isabel B. Phillips Jr. y C.		33,469.61	
86 Tabaco p/c p/c con Abraham Cano C.		151,147.40		107 Miguel L. Buega		2,306.44	
103 J.R. Phillips y C.		10,092.36		115 Mary M. Phillips y C.		3,613.22	
116 James Phillips y C.		3,318.91		120 Isabel B. Phillips y C.		2,640.47	
122 Charles C. Phillips		346.98		123 Helena J. Phillips		21,329.34	
140 R.B. Watson C. Inversiones		381.78		128 R.B. Watson C. y General		2,625.47	
148 Alfred Jakins C.		5.09		133 R.B. Watson C. y Letras		6,295.65	
154 Colonial Bank		35.35		149 Brown C. Habana		2.60	
160 D. de Saurando C.		.88		150 John Mason		8.28	
163 Testamentaria de Sarah Murray		.25		153 Courts C.		1.00	
170 Sarah Barrett		2.45		162 C. Boyler C.		3.00	
183 Testamentaria de S. Davidson		31.57		173 Testamentaria de Ed. Penney		104.10	
189 Thos. Kestermann y C. New York		373.60		175 Lancashire Insurance C.		1347.63	
192 August Belmont C. y C. New York		4.55		179 J. M. Gould		200.31	
193 Libas C. Moore C. y C. New Orleans		5.13		186 Elizabeth J. y Arthur Donncastle		7,195.94	
224 Manuel Navarola		2,157.19		186 Royal Exchange and Comp. Co.		2,040.11	
229 J. R. Phillips		12,746.53		207 Fondo Cementerio Ingles		1,333.11	
232 F. K. Robertson		782.84		210 Cuotas Comunes a 3%		34,880.38	
235 H. C. Brooke y Especial		4,666.79		214 Fondo de Reserva		24,133.31	
236 Pedro Senano		4.64		219 Antonio Gomez		7.98	
242 Vaya Harris Sucos y Viacruz		449.59		220 Thomas Grandison		14.56	
245 John Robertson		8,533.28		237 Francis W. Sworge		266.13	
264 J. H. Robertson y C.		102.09		251 Stewart L. Jolly C.		5.34	
270 Manuel Navarola Intereses		20,779.81		252 Julian Nardunogoytia		2.09	
a la vuelta		\$ 406,629.40		a la vuelta		\$ 329,334.51	

(Above) Interior of the Balance Book
December 31, 1899

Extensive Correspondence with Interesting Data

The firm still holds in its archives accounting books from 1828 onwards. There are also many interesting files containing letters exchanged between the partners in Mexico and their respective English houses. These books and letters show interesting comments about the history of Mexico and the prevailing political and economic conditions.

An interesting note: a letter dated May 26, 1828 from Richard Exter refers to the arrival in Mexico of General Wavell who came to see something related to the purchase of a sugar mill.

It is believed that Gen. Wavell was the grandfather of Field Marshal Sir Archibald Wavell, who was the British Commander (later Field Marshal) of British troops in the North African

Campaign during World War II and the penultimate Viceroy of India (1943-1947).



■ Envelopes of correspondence from 1857 to 1874

The British Colony in Mexico



5-peso banknotes from the Bank of London and Mexico

The firm's path is linked to the history of Mexico and to the British colony in this country. Frequently, the correspondence refers to Mexican figures who represented political and military power: Miguel Hidalgo, José María Morelos, Agustín de Iturbide, Antonio López de Santa Anna, Maximiliano de Habsburgo, Benito Juárez, and Porfirio Díaz, among the most important.

It also comments on the annexation of Texas to the United States and the country's situation during the frequent armed uprisings of the time, which directly affected the progress of mining and other businesses in the interior. They also interfered with the passage of silver and gold bullion to the coast for export.

There were several English firms operating in Mexico in those years. It is noteworthy the multiple references to the expulsion of the gentlemen from the firm Barron & Forbes in 1856, from the city of Tepic due to suspicions that they had participated in the revolutionary activities of that period.

Because of this, diplomatic relations between Mexico and England were severed, leaving other English merchants in a difficult position.

Our firm has never taken part in political activities. On the contrary, it has always sought to identify with Mexico and unconditionally adhere to its laws. In fact, all active partners of the firm since 1873 have died in Mexico, and all have been born here.

Unlike many others, it has been a priority to reinvest in Mexico the profits generated in Mexico, as well as to live in this country that has been so hospitable.

From the English Circulating Library to the Reforma Athletic Club

Since 1828, there was an English Circulating Library in Mexico. At that time, the main English merchants also belonged to a club called "La Lonja" until 1867, when all social activities of the foreign colony were suspended due to the severance of diplomatic relations between England and Mexico.

The books of the English Circulating Library were placed in the hands of a committee, which continued to lend them to members at Calle Profesa No. 6, which was the residence of

Mr. C.O. Phillips. There, a room was made available to the British colony, and the Albion Club was formed. This club became the British Club in 1889 and had as its members the British residents in Mexico and their friends. It closed its doors in 1970.

C.O. Phillips was one of the founding members of the Albion Club and treasurer of the funds for the construction of Christ Church. T.R. Phillips, on the other hand, was one of the founders of the Reforma Athletic Club, which introduced tennis and soccer to Mexico, two extremely popular sports with excellent players.

(Bottom) The Reforma Athletic Club, Centennial Club, 117 years.



Charles H.E. Phillips, Member of the Order of the British Empire

To continue the family tradition of social participation, Charles H. E. Phillips served as President, not only of the Reforma Athletic Club and the British Club, but also of the Mexican Association of Insurance Institutions. He also influenced the acquisition of significant financial contributions from the British community in the campaign to rescue the American British Cowdray Hospital in the 1960's.

Her Majesty Queen Elizabeth II of England honored him by granting him membership in the Order of the British Empire (OBE) for his service in Mexico.

Since 1946, Charles Phillips served as President of the Society. His nephew, David Kenneth Morgan (Ken), dedicated himself to insurance by forming the agency Phillips y Asociados, S.C., later known as Phillips Agentes de Seguros, S.A.

During the 1960s, W.B. Irvine retired and Mr. Robert D. Young arrived as a director of the company, with Ken Morgan as President. The company was reorganized with the major help of Geoffrey A. E. Baxter as financial director during the 1970s and early 1980s.



Richard Geaves, first Mexican Soccer Player in Europe

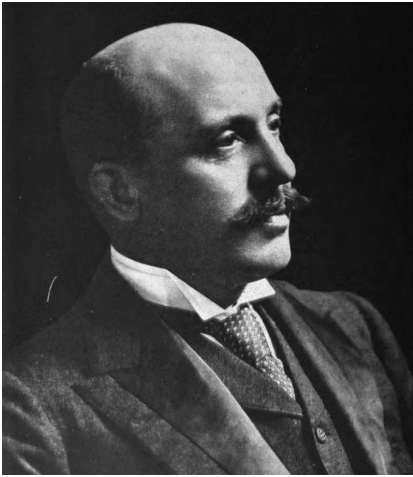
Richard Lyon Geaves, son of James L. Geaves and Helen, his wife, was born on Mexican soil in 1854. His father, a partner at McCalmont, Geaves & Co., had been living in Mexico since 1827. He was the founder of the Mexico Cricket Club in Mexico City.

The civil registry of England identifies R. Geaves as a "British citizen born in Mexico." However, by 1858, he was living in England again. There he studied at Harrow School and began his soccer career at Clapham Rovers and Old Harrovians clubs. His high playing level was recognized at his university, Cambridge, and he was called to the England National Team.

Thus, he is the first Mexican to play in Europe.

Wikipedia mentions him as the first player born in Mexico to represent England.

(Above) University of Cambridge, the school where Richard Geaves was recognized as a footballer and called up to the England National Team.



"Díaz had a great admiration for the British way of doing business. He formed a close friendship with the great construction engineer Weetman Pearson"

■
(Above) Weetman Pearson a.k.a. Lord Cowdray

Commercial and Industrial Boom of Mexico

There was a boom in Mexico's industrial and commercial development under the presidency of General Porfirio Díaz (1877-1880 / 1884-1911).

President Díaz ruled with an iron fist, and his image has since been hotly debated. However, it cannot be denied that during his administration the country entered an era of enormous economic expansion in which Watson Phillips actively participated.

Díaz had a great admiration for the British way of doing business. He formed a close friendship with the great construction engineer Weetman Pearson (who later became Lord Cowdray). Díaz had enthusiastic respect for Pearson's formality in business, his punctuality in completing the many projects he built in Mexico, and his humanitarian attitude towards his workers.

The physical infrastructure of Mexico City benefited enormously during this

period. Statistics show that in 1892 the city had 950 streets and fifteen squares. By 1905, there were 1,300 streets and no fewer than sixty-nine squares.

It was not until the 1920's that automobiles began to be seen with some frequency. The towns of Tacubaya, San Angel, and Tlalpan, which are now fully integrated into the urban sprawl that houses more than twenty million people, were completely separated by vast stretches of farmland. They were generally reached by horse or carriage.

The volcanoes Popocatepetl and Iztaccíhuatl could be seen majestically from any point in the valley. At the end of the 19th century, Mexico City had a population of 360,000 inhabitants.



Watson Phillips Office, 2024.

Recent Activities

In 1968, Watson Phillips partially left its tradition as a representative of other manufacturers to undertake its own manufacturing activities due to the closure of the border to imports.

An agreement was signed with Smith + Nephew of England that granted the firm a license to manufacture their Gypsona plaster bandages. This business grew successfully until 1996, when Smith + Nephew decided to have their own operations in Mexico.

At the turn of the millennium, Watson Phillips returned to its origins, becoming exclusively an importer of specialty chemicals for diverse industries: pharmaceutical, food, coatings, inks,

cosmetics, plastics, ceramics, automotive, and industrial applications markets.

Our company has focused on representing foreign producers of specialty raw materials and functional packaging materials.

We have chosen the best producers worldwide to supply their products to local markets. We also offer technical advice to local companies.

THE FIRST 200 YEARS OF WP (1824 - 2024)

The Future

In celebrating two hundred years with the logo "The First 200 Years of Watson Phillips," we are preparing ourselves to face economic, political, and social changes in the country and the world.

We also rely on the positive attitude of each individual who makes up this firm to always maintain an effective and lasting drive for achievement.

Our challenges include being able to act with ease in the new technological culture, with all its implications in all areas.

There is no doubt that the teachings of these first two hundred years have forged an attitude of flexibility and perseverance, with change and innovation as the fundamental drivers of our actions.

Logo "The first 200 years of Watson Phillips" designed by TBD, 2024.

III. Annexes

Our Business Name Evolution

1824 - 1829	Exter Geaves & Co. James Lyon Geaves, Esq. Richard Exter, Esq.
1830 - 1855	McCalmont Geaves & Co.
1856 - 1867	Graham Geaves & Co.
1868 - 1872	Graham Watson & Co.
1873 - 1875	Graham Phillips y Compañía.
1876 - 1889	Watson Phillips y Compañía.
1889 - 1897	Watson Phillips y Compañía.
1897 - 1946	Watson Phillips y Cía.. Sucesores, Sociedad en Comandita
1946 - 1987	Watson Phillips y Compañía Sucesores, S.A.
1988 - to date	Watson Phillips y Compañía Sucesores, S.A. de C.V.



WP
WATSON PHILLIPS
Establecida en 1824

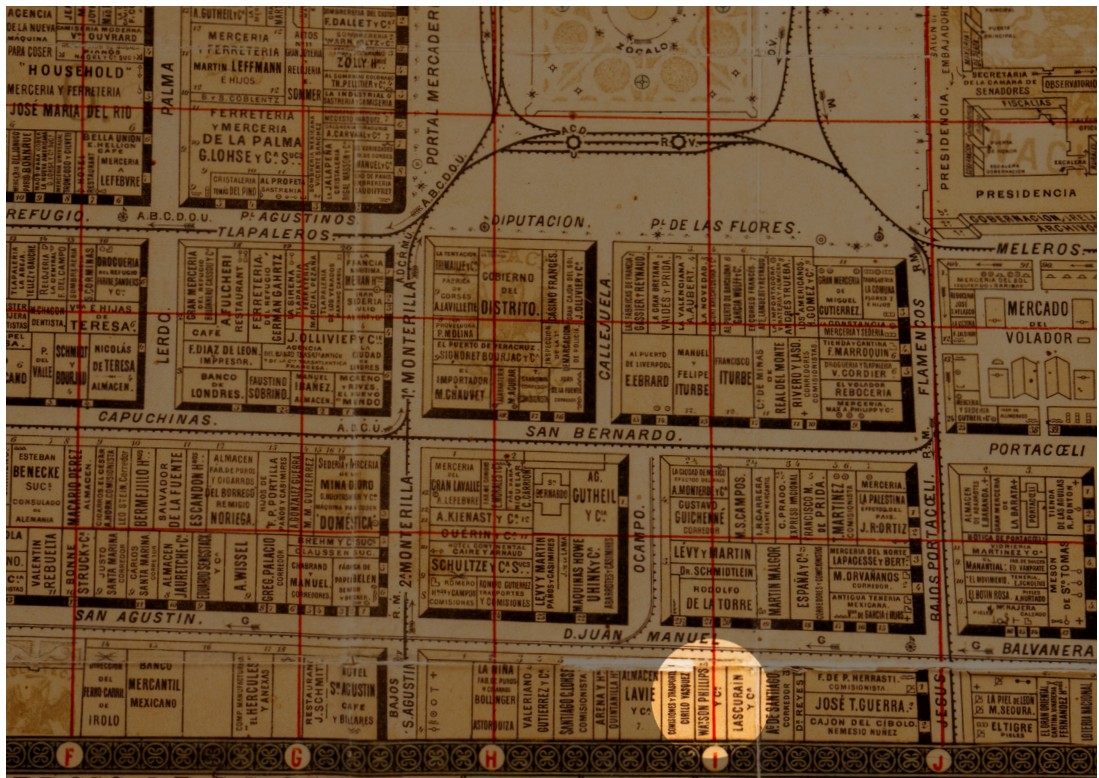
Watson Phillips y Cía. Sucs., S.A. de C.V.

Logo plaque of Watson Phillips
and Co. Sucs., S.A. de C.V. in
current offices, 2024.

Watson Phillips Offices in Mexico City

Our company has occupied five offices in Mexico City:

- The first one was on Seminario Street, near the Metropolitan Cathedral. It was occupied until 1873.
- From 1873 to 1936, we occupied an old colonial building at 103 Uruguay Street (formerly Don Juan Manuel 10, and later San Agustín 101).
- In 1936, we were forced to vacate the offices on Uruguay Street. It was thought that it would be convenient to move to more modern offices, so a floor was taken at 37 San Juan de Letrán. This meant finding another place for the warehouses, and that "El Mundo" would be in another building in another part of the city.
- It soon became clear that this location was not satisfactory. In 1938 the offices were moved to what was then considered a residential district. Mr. & Mrs. C.O. Phillips' house at 55 Dinamarca Street was taken. There was room for warehouses and "El Mundo" insurance.



(Right)
Commercial
directory map
of the streets of
Mexico City, 1883.

(Right) Current warehouses in Naucalpan de Juárez, State of Mexico.



- This proved to be a revolutionary change at the time. However, the subsequent movement of business showed that this district is one of the most commercial in the city, now including the so-called "Zona Rosa."
- In 1969 the site was too expensive to maintain warehouses there. There were already three in different zones of the city. It was decided to bring all resources together under one roof.
- In 1970, the firm moved to a large office and warehouse building in the industrial zone of Naucalpan de Juárez, State of Mexico.

(Left) Antique clock located in the current office of Clyde Louis Young, 2024.

Companies We Represent in Mexico

United States	ABITEC
United States and Japan	ADVANCED POLYMER
United States, France, China	COLORCON
Brazil	DISAMTEX
United States, England	IMERYS CLAYS
United States	LUXFER MEL TECHNOLOGIES
United States	MANTROSE-HAEUSER
United States	NATURESEAL
China	HENAN HUAMEI CINDA INDUSTRIAL
Germany	OKER CHEMIE
United States, England, Indonesia	PQ CORPORATION
United States	THE QUARTZ COMPANY
United States	PLASTIC SOLUTIONS
Austria	TREIBACHER INDUSTRIE

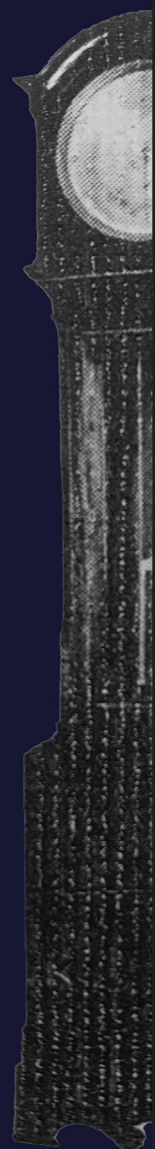


Products We Import and Industries that Use Them

- **Silicon Dioxide** in various grades and particle sizes for diverse industries: pharmaceutical, food, paint, ink, and leather tanning.
- **Silica gel, molecular sieves, and activated carbon** for the food and pharmaceutical industries, used as adsorbers and moisture controllers in packets, canisters, tubes, stoppers, washers, and inserts in various applications.
- **Shellac** for enteric coating of pharmaceutical tablets and in the confectionery industry.
- **Medium Chain Triglycerides** for dietary supplements, emollients, and as a vehicle for active ingredients.
- **Kaolin** for the paint, ink, ceramic, plastics industries, and in a pharmaceutical grade, for antidiarrheal solutions.
- **Hydrogenated cottonseed oils** for the cosmetics and bakery industries.
- **Colloidal Silica, thixotropic, anti-caking, and vehicle** in pharmaceuticals, food, paints, and adhesives.
- **Lanthanide oxides** are used as pigments in the glass industry, for coloring and painting.
- **Thermal stabilizers** for engineering plastics in the automotive industry.

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