



MARKETPLACE FOR BUYERS

WHERE BUYERS FIND WHAT THEY'RE LOOKING FOR

In the world of chemicals, plastics, and related products, today's companies are looking to buy the materials they need at the best available prices. They want to spend less time negotiating. They need better ways to find new suppliers, quickly and easily. And they know the value of reliable market information in making sound purchasing decisions.

ChemConnect offers the largest worldwide marketplace for these types of products. Our business focuses on providing companies like yours with easy access to multiple solutions that enable you to negotiate successfully, in public or private, with suppliers from around the world.



The Marketplace Where Bu

ChemConnect is a leader in helping customers optimize their purchasing and sales processes for chemicals, plastics, and related products through a unique combination of market information, industry expertise, e-commerce solutions, and an active network of trading partners. Companies in multiple industries around the world use our highly efficient tools and services to streamline transactions and lower costs.

ChemConnect is your connection to the largest global marketplace, where thousands of buyers from around the world purchase direct and indirect materials using our online reverse auctions, automated RFX tools, and commodity markets trading platform.

Tens of millions of metric tons of products, worth billions of dollars, move through ChemConnect every year, giving us a uniquely broad view of the worldwide chemicals and plastics markets. The marketplace offered by ChemConnect is the place to find the products you're looking for and buy them at the best available price — from thousands of companies around the world.

- **Get the best market prices.** We give you a close-up view of real-world market prices, so you know what to expect and can negotiate to the best price quickly, easily, and economically. Buyers using our online auctions, for example, save an average of 8 percent.
- **Streamline and speed up negotiations.** Compared to traditional negotiation methods involving fax, phone, and face-to-face meetings, ChemConnect solutions help you dramatically reduce the time and cost of closing a business transaction. In fact, many Members report that they are able to cut negotiation time in half.
- **Find new trading partners, at a lower cost.** Not only do ChemConnect's automated RFX tools make it easy to request quotes from current suppliers, they enable you to prospect for new suppliers — in record time and at a lower cost.
- **Make better-informed trading decisions.** ChemConnect delivers information and sound strategic intelligence about the chemical and plastics marketplace to help you judge current market conditions and make the best-informed decisions on your purchasing strategy.

"We use ChemConnect negotiation solutions to ensure that we are paying the best possible price, negotiated in a neutral marketplace. ChemConnect helps us achieve maximum value, quickly and efficiently."

—DICK PALIN, VICE PRESIDENT OF OPERATIONS,
PERFORMANCE CHEMICALS, LONZA GROUP

www.chemconnect.com

