

Amines and Plasticizers Ltd

Attending: Whole Event

Country: India

Website: www.amines.com

Business: We have International Business Development Division under which we source and offer various chemicals from and to India for import & Export. We already have full infrastructure in place and we have team of professional marketing people who can market all types of chemicals successfully in India and neighboring countries.

General Purchasing Requirements: Adhesives, Fillers and Sealants, Coatings, Paints and Inks, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Surfactants

Specific Purchasing Requirements: We are a chemical manufacturing company and do import the following products from Europe and USA which are required by us in our manufacturing process
Piparazine, Morpholine, Ethanolamines, Dimethylethanolamine (DEMA). In addition we would like to represent UK Chemicals Manufacturers in India. APL would like to have JV Partner :- APL factory is located in two places with full infrastructure in place for manufacturing organic chemicals. The details are given in our website :- www.amines.com.
We will be interested in JV partner who can bring in technology and investment to form a JV with us and who can buyback certain portion of production of JV and give International Marketing assistance.

Purchasing Policy: We have international marketing division under the umbrella of which we import and export chemicals from many countries. We already have few Companies with us who are global leaders in their products from whom we source the chemicals for Indian Market as indenter. / stockiest. We also export products from India of our own manufactured products and source some chemicals from reputed manufacturers in India. In other words we act as indentors between buyer and seller and do international marketing / trading. We are not restricted to any particular chemical but broadly speaking the following groups (tick marked in your response card) will be of interest to us. We would like to work with some reputed chemical companies as their exclusive agent / indentors for Indian market.

AS Ingle

Attending: Whole Event

Country: Estonia

Business: Chemical Trading

General Purchasing Requirements: Aromas, Flavours and Fragrances, Biocides and Pesticides, Polymer Additives, Surfactants, Water treatment chemicals

Purchasing Policy: AS Ingle mainly sells raw industrial chemicals. We also sell above listed chemicals but in smaller scale. We would be interested in developing sales of this prospective range. We prefer to buy products directly from manufacturers. After approval of specification and price by our client we usually ask for the sample for tests. If sample passes the test at the client's facility we place an official order for single delivery or conclude long term purchasing contract. For the first order we usually agree advance payment, but general policy with EU manufacturers is opening a credit line. With some manufacturers we have payment terms 30 - 60 days from the invoice date, with others - open 60 days credit up to 450k EUR.
In some cases for expensive new products we demand presentation of SGS Certificate of Analysis from the supplier.

Atlas Pharmachem India

Attending: Whole Event

Country: India

Website: www.atlasgroup.co.in

Business: Manufacturer of intermediates for pharmaceuticals & dyes as well as speciality chemicals

General Purchasing Requirements: Custom Synthesis / Contract Manufacture, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates

Specific Purchasing Requirements: Maltol - £750,000
Paracetamol - £400,000

Aceto Acetate Methyl Ester - £300,000

Different Solvents - £300,000

Purchasing Policy: Atlas Pharmachem Industries Pvt. Ltd (API) is an ISO 9001:2000 & ISO 14001:2004 certified company. API has fully equipped Production Plant, Pilot Plant, R&D Lab & Q.C Lab to carry out production and testing of all major speciality chemical reactions. API has its own Effluent Treatment Plant of 60,000 litres per day effluent treatment. Suppliers to API have to first send their specification, once it is match/similar, they need to send specific gram commercial batch samples along with COA & MOA. If it conform to API standards then a trial order will be given and thereafter commercial order will follow if trial quantity gets approval. ISO certificates are basic requirements which our suppliers would have.

British Embassy - Brussels

Attending: Whole Event

Business: Supporting UK companies doing business in Belgium

Specific Purchasing Requirements: We are interested to meet with any companies interested in doing business in Belgium

British Embassy Belgrade Commercial Section

Attending: Whole Event

Country: Serbia and Montenegro

Business: Support and develop UK Trade presence in the Serbian Market

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Coatings, Paints and Inks, Films and Tapes Chemicals, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Synthetic Fibres

Specific Purchasing Requirements: Trade opportunities in Serbia for chemical products listed above as well as such products as rubber and plastics etc. We would be interested in meeting with any companies who are interested in the Serbian Market.

British Embassy Bern

Attending: Whole Event

Country: Switzerland

Website: www.ukinswitzerland.fco.gov.uk

Business: Supporting British Export, and Investment into Britain.

Purchasing Policy: Commercial Officer from Switzerland is available for meetings to discuss developments in the Swiss market, opportunities in the chemical sector, and support the local team in Switzerland can provide if you consider entering the Swiss market.

British Embassy Prague

Attending: Whole Event

Country: Czech Republic

Website: www.ukinczechrepublic.fco.gov.uk

Business: Support of UK export in the Czech Republic, helping UK companies to identify business opportunities in the Czech Republic

British Embassy Sarajevo, UKTI

Attending: Whole Event

Country: Bosnia-Herzegovina

Website: https://ukinbih.fco.gov.uk

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Biocides and Pesticides, Catalysts, Coatings, Paints and Inks, Films and Tapes Chemicals, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Synthetic Fibres, Water treatment chemicals

Specific Purchasing Requirements: We are interested to meet with any companies interested in selling to the Bosnian market.

Business International Group LLC

Attending: Whole Event

Country: Oman

Website: www.bigllcoman.com

Business: Trading and Representation

General Purchasing Requirements: Catalysts, Custom Synthesis / Contract Manufacture, Electronic Chemicals, Organic Intermediates, Polymer Additives, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Industrial Commodity Chemicals - £500k

Water Treatment Chemicals - £500k

Water treatment Equipment and spares - £1m

Catalysts / Absorbants / Molecular sieves - £300k

Activated Carbon - £150k

Purchasing Policy: We work as trading partners with leading companies, and promote their products and services in Oman. We stock and distribute quality products from reputed manufacturers, and meet clients and consultants quality requirements and standards.

C-TRI

Attending: Whole Event

Country: South Korea

Website: www.c-tri.co.kr

Business: Fine chemicals, pharmaceuticals, Ionic Liquids

General Purchasing Requirements: Catalysts, Custom Synthesis / Contract Manufacture, Electronic Chemicals, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates

Specific Purchasing Requirements: Active Pharmaceutical Ingredients - £400,000

Fine Chemicals - £300,000

Ionic Liquids - £400,000

New Drug Development - £300,000

Purchasing Policy: C-TRI is a research based small company. R&D activities has been one of our main business activities since the foundation of C-TRI. C-TRI is carrying out numerous research projects in chemical and biological fields. Our main activities are active pharmaceutical ingredient, fine chemicals, ionic liquids, new drug development.

C.H. Erbsloeh

Attending: Whole Event

Country: Germany

Business: Distribution of speciality chemicals and industrial minerals

General Purchasing Requirements: Custom Synthesis / Contract Manufacture, Electronic Chemicals, Organic Intermediates, Pharmaceutical Intermediates, Polymer Additives, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Paint Additives
Chemicals for Photovoltaics

Purchasing Policy: Technical sales, distribution, trade and marketing of speciality chemicals, industrial minerals ingredients for the (a.o) chemical, pharmaceutical, cosmetic, rubber and plastic, galvanizing industries and sectors.

Worldwide sourcing of products, sold through subsidiary companies and distribution partners.

Own quality control laboratory and 4 application laboratories.

Cambrian Chemicals

Attending: Whole Event

Country: Canada

Website: www.cambrianchem.com

Business: Chemical Distributor

General Purchasing Requirements: Adhesives, Fillers and Sealants, Biocides and Pesticides, Polymer Additives, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Surfactants £3m

Biocides £2m

Purchasing Policy: Cambrian Chemicals is a Canadian chemical distributor operating in the food, personal care, oil/gas, paper and industrial chemicals/cleaning industries in Canada and the US. We are members of the Canadian Association of Chemical Distributors (CACD) and as such conform to the Responsible Distribution code of practice.

Founded in 1995 our core philosophy as a chemical distributor is that we view ourselves as the natural extension of our supplier partners sales and marketing objectives. As such, we provide them with the market coverage and information necessary to make well informed and timely strategic decisions as it relates to Canada as part of their global sales portfolio.

To our customers we provide both value added and value priced solutions from strategically located warehouses throughout North America. Our aim is to be flexible to our customers needs and to bring our wealth of global resources to satisfy their requirements.

We believe that long term, mutually advantageous partnerships are the best way to build success and look forward to discussing any opportunities to put our forty plus people to work for you.

Chemicals North West Members Buying Club

Attending: Whole Event

Website: www.independentbuyers.com

Business: Purchasing Consortium

General Purchasing Requirements: Adhesives, Fillers and Sealants, Water treatment chemicals

Specific Purchasing Requirements: Oils and Lubricants
Paints
Overheads

Purchasing Policy: Managing and running Buying Groups on behalf of members of Yorkshire Chemical Focus (YCF), Chemicals Northwest (CNW) and the North East Process Industry Cluster (NEPIC), the combined membership includes some of the largest global chemical, pharmaceutical and biochemical companies in the world. By combining the purchasing power of all of these members we have negotiated the competitive purchase agreements from UK based suppliers across a wide range of commonly purchased items and are actively seeking new suppliers.

Christeyns

Attending: Whole Event

Country: Belgium

Website: www.christeyns.be

Business: Professional detergents, deochemicals, construction chemicals

General Purchasing Requirements: Biocides and Pesticides, Custom Synthesis / Contract Manufacture, Polymer Additives, Surfactants, Water treatment chemicals

Chungham Chemicals International Ltd

Attending: Whole Event

Country: South Korea

Business: Distribution of industrial chemicals to the industries of paints, adhesives, electronic chemicals and construction chemicals

General Purchasing Requirements: Adhesives, Fillers and Sealants, Biocides and Pesticides, Coatings, Paints and Inks, Custom Synthesis / Contract Manufacture, Electronic Chemicals, Organic Intermediates, Polymer Additives, Reprographics and Reprographic Chemicals, Surfactants

Specific Purchasing Requirements: Chemicals (Monomer, oligomer and additives) for UV coatings.

Chemicals for use in high fire resistant coatings

Emulsions for use in heat shielding architectural coatings

Binders or chemicals for use in environmental (low VOC) green coatings

Inorganic binders or chemicals for floor coatings over cementitious floor.

Purchasing Policy: We are importing many kinds of chemical raw materials such as emulsion binders and additives (thickeners/dispersants/biocides/surfactants/functional additives) for use in paints (architectural /coatings/industrial coatings), printing inks, construction products (cement modifiers/floor polishes/ EIFS), adhesives, textiles and electronic chemicals (developer/etchant/CMP slurry) etc. We want to import the above chemicals competitive in price and performance, but additionally, we are going to check a manufacturer of specialty chemicals which are very unique in performance and who has not been set up a business channel in Korea

CONING-PPI

Attending: Whole Event

Country: Serbia and Montenegro

Business: Import and sales of chemical raw materials

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Coatings, Paints and Inks, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Oils and Lubricants

Active ingredients and excipients for Pharma Industry
Active ingredients and excipients for cosmetic and household industry
Active ingredients and for food industry
Chemistry for road construction industry
Chemistry for paints and Construction industry

Purchasing Policy: CONING-PPI acts as an importer and supplier of raw materials for the chemical industry since 1990. Our head office is in Novi Sad and branch office is in Belgrade, with a warehouse in both cities. Due to excellent cooperation with its foreign partners and professional attitude CONING-PPI has developed quality and reliable relationships with its domestic customers. Our procurement process is based either on immediate customer needs or on an actual offer (e.g. in the case of introducing a new product onto the market). In both cases we aim to provide quality products with all the necessary documentation (GMP certificate, Certificate of analysis, MSDS REACH, Health Certificate, COS for Pharma Industry etc.) Procurement processes usually includes looking for an ingredient depending on the customer's needs, approving the quality by the customer (Sending a sample with complete documentation), eventual technical support if needed, order confirmation, eventual organization of the transportation of the goods (depending on the agreement with a principal), import of the goods and their distribution to end users. In all future business contacts we expect to have flexible and reliable partners, ready to support us in further business developments in the Serbian Market

CSC Jaklechemie GmbH & Co.KG

Attending: Whole Event

Country: Germany

Business: Chemical Distributor

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Coatings, Paints and Inks, Electronic Chemicals, Organic Intermediates, Polymer Additives, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Food Additives

Water Treatment
High End Surface Cleaning Products

Purchasing Policy: Our company, established in 1886 is one of the leading medium sized nchemical distributors in Germany. Apart from industrial chemicals, we focus on service intensive specialities which require explanation, such as paint, lacquer and adhesive raw materials, special products for textile coatings, surface cleaning, water treatment and environmental care as well as food and cosmetics industry. We have high safety and quality standards, as well as an excellent network of service and logistics in the German speaking area, eastern eurpoe and beyond. Our company has been certified in accordance with ISO 9001, ISO 14001, ISO 22000 and has undergone the assesment of the European Chemical Association SQAS-ESAD II. For procurement we are looking for suppliers highly qualified as to European standards for exclusive buisness relationship

Deceuninck NV

Attending: Whole Event

Country: Belgium

Website: www.deceuninck.com

Business: PVC window and door profiles + wood composite extrusion

General Purchasing Requirements: Adhesives, Fillers and Sealants, Coatings, Paints and Inks, Films and Tapes Chemicals

Specific Purchasing Requirements: Paints coatings for PVC profiles - £1,700,000pa

Adhesives to glue on PVC - £75,000pa

EPDM Foam tapes - £85,000pa

Printing inks for PVC - £20,000pa

Metal peices / fixing lugs - £8,000,000pa

Aluminium extruded profiles - £3,000,000pa

Purchasing Policy: Deceuninck is a leading international designer and manufacturer of high quality PVC systems for windows and doors, cladding & roofline, interior and garden applications.

The basic technology used by the company is extrusion of PVC and patented Twinson composite material. The highly integrated state of the art production process includes compounding, tool manufacturing, extrusion of gaskets and profiles, printing, PVC lamination and the patented Decoroc coating technology.

The Deceuninck Group is active in more than 75 countries, has 35 subsidiaries (production and/or sales) spread across Europe, North America and Asia, and employs 2,813 people. Deceuninck is a market leader in many countries of Europe and it has succeeded during the past years in securing a global leadership position in its sector.

The head office of the Group and its coordination centre are located in Belgium. The Deceuninck Group achieved a turnover of 629.9 million euros in 2008, a decrease of 4.1% in comparison with the previous financial year.

Don Shudar International Pte Ltd

Attending: Whole Event

Country: Singapore

Website: www.donshudar.com

Business: Trading Company

General Purchasing Requirements: Coatings, Paints and Inks, Films and Tapes Chemicals

Specific Purchasing Requirements: Oils & Lubricants

Purchasing Policy: Don Shudar have over 30 years' experience in the import, marketing, sales, distribution and after sales support of medical and healthcare products; and scientific, laboratory, engineering and technical equipment. The medical and scientific laboratory equipment accounts for 85% of the total turnover. The medical equipment range spans over 70 product lines from the UK, USA, Germany, Switzerland, Brazil, Japan, Belgium, France and Australia.

Don Shudar supply to hospitals, specialist centres and clinics in Singapore. With 10 professional and technical staff, they are able to offer a high standard of customer service and care, and fast, efficient and reliable response times. They also undertake turnkey projects and have a regional presence in Indonesia, Timor Leste and Malaysia.

In order to provide its clients with state of the art products, Don Shudar is constantly on a look-out for new product innovation. In this case, Don Shudar is now looking into venturing the Chemical sector.

Emirates Rawabi Est

Attending: Whole Event

Country: United Arab Emirates

Website: www.rawabiemirates.com

Business: Wholesaler of pesticides for both agri, horti and public health

General Purchasing Requirements: Biocides and Pesticides

Specific Purchasing Requirements: Biocides and pesticides

Green Pesiticide products
Green pest control products

Envihorizont Ltd.

Attending: Whole Event

Country: Hungary

Website: www.envihorizont.hu

Business: *integrated engineering for design , environmentally friendly use of chemicals, biochemicals, enzymes, biopolymers, biopharmaceuticals, biopigments in Hungary and neighbouring countries*

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Biocides and Pesticides, Catalysts, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Surfactants, Synthetic Fibres, Water treatment chemicals

Specific Purchasing Requirements: Paints

Oils and Lubricants

Microalgae growth augmentation chemicals - £800k

Enzymes and biocatalisators for biofuel industry - £700k

Process Technologies - £400k

Water treatment Chemicals £500k

Surfactants - £100k

Purchasing Policy: *Elastic supplying timing we ask dependent of our partners' orders .*

All products to be environmentally friendly and corresponding of EU Quality Normes and REACH Certified

For all products to be enclosed detailed products infos , Materiaks Safety Data Sheets

Gultas Group

Attending: Whole Event

Country: Turkey

Website: www.gultaskimya.com

Business: *Chemical raw material, adhesives and speciality chemicals Distributor/Agent*

General Purchasing Requirements: Adhesives, Fillers and Sealants, Coatings, Paints and Inks, Dyes & Pigments, Films and Tapes Chemicals, Polymer Additives, Surfactants

Specific Purchasing Requirements: Impact Modifiers & Processing Aids for PVC: £250K, Nitrocellulose grades: £200K, Waxes: £250K, Tin Stabilizer for PVC: £300K, Aromatic Hydrocarbon Resins : £150k, Carbon Black : £200k, Hydroxy ethyl cellulose (HEC) £200k
Oils & Lubricants, Paints.

Purchasing Policy: *Our purchasing strategy is as follows;*

1. Top quality and high performance products, 2. Workable and competitive purchasing prices with acceptable payment terms, 3. Regular stock availability, 4. Consistency, 5. No logistics problems 6. Perfect customer service before and after sales, 7. Exclusive basis co-operation.

Based upon agreement of above items, the order procedure will be as follows: 1st Step: sample, 2nd Step: Order of small quantity, 3rd Step: Order as full container basis, 4th Step: Volume

Hemija Patenting

Attending: Whole Event

Country: Bosnia-Herzegovina

Website: www.hemija-patenting.com

Business: *Chemicals*

General Purchasing Requirements: Water treatment chemicals

Specific Purchasing Requirements: Water Treatment Chemicals - £1,900,000

Honson Pharmatech Group Ltd

Attending: Whole Event

Country: Canada

Business: *Distribution of Nutraceuticals, Vitamins, Pharmaceutical Ingredients and Chemicals*

General Purchasing Requirements: Aromas, Flavours and Fragrances, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates

Innospec

Attending: Whole Event

Business: *Chemicals Manufacture*

General Purchasing Requirements: Aromas, Flavours and Fragrances, Catalysts

Specific Purchasing Requirements: Turpentine related products
Copper Catalysts

Isovaleraldehyde / Isoprenol

Purchasing Policy: *The specific products that I will be looking at support the Aroma side of Innospec's business, the process for selecting suppliers due to the nature of the business has a standard process.*

All potential new suppliers will be expected to supply samples for analysis, MSDS, Specification and budget costs before any qualification process begins. Companies need to demonstrate their quality processes and systems for sustaining product quality & controls.

Depending on nature of the product we may also require Confidentiality Agreements in place before sharing any information with the supplier.

If general the process is well established and timescale for product vetting within our facilities is between 7-14 days, if product is to replace existing suppliers, we conduct plant trials and finally award business. If sourcing for New Product Development the process can take up to 6 months and in some cases the project scrapped.

Juffali Chemical Products

Attending: Whole Event

Country: Saudi Arabia

Website: www.juffali.com

Business: *All type of chemicals: Industrial, Commercial Analar Grades, Laboratory Equipments, Laboratory Glassware etc*

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: We are looking for Perchloroethylene suppliers. Industrial chemicals; 500K, Commercial chemicals; £750K, Laboratory; 250K.

Our fast moving chemicals are Perchloroethylene, Methylene Chloride, Sodium Cyanide, Laboratory Chemicals.

Purchasing Policy: *We have two large manufacturing factories in Jeddah (Western region) and in Jubail Eastern region for Latex and Polyesterene. We are attending this event with a view to get new sources/producers/suppliers and to develop business relationships with European companies.*

Saudi Arabia has a big market for petrochemical products, having big oil refineries. Industrial, commercial and laboratory chemicals - very many uses.

King Chemicals

Attending: Whole Event

Country: India

Business: *Manufacturer, Importer & Exporter of Fine & Speciality Chemicals. Chemicals required in different industries like leather, paper, textile, water treatment, paints, food & confectionary, rubber, plastics & feed industries.*

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Coatings, Paints and Inks, Electronic Chemicals, Organic Intermediates, Polymer Additives, Process Technologies, Reprographics and Reprographic Chemicals, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Inorganic Chemicals; £10Million pa, Organic Chemicals; £0.8Million pa, Fine Chemicals; £0.6Million pa

Purchasing Policy: *Prior to actual procurement transaction, a comprehensive evaluation of the goods and suppliers will be made to ensure the most appropriate selection. The evaluation will include quality, price, delivery, technology, reliability, safety, after sale-service, ease of maintenance administration, trouble shooting capability, consistent acceptability to our existing facilities, management stability and so forth. In its procurement activities, King Chemicals complies with the letter and spirit of pertinent statutes and regulations. Suppliers are equally required of such compliance and, to be qualified by the company, need to commit themselves to the effect.*

King Chemicals desires to be a good partner with its suppliers and share the goal of manufacturing high quality products with them. To achieve this goal, the company opens its doors wide to new suppliers with attractive proposals, creating an environment to invite new and innovative suppliers.

Kruse GmbH & Co. KG

Attending: Whole Event

Country: Germany

Website: www.fruse-gruppe.de

Business: Chemical wholesale, warehousing and logistics

General Purchasing Requirements: Adhesives, Fillers and Sealants, Biocides and Pesticides, Electronic Chemicals, Organic Intermediates, Polymer Additives, Reprographics and Reprographic Chemicals, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Oils and lubricants
Inorganics

Purchasing Policy: Kruse is a European wide activity group with 4 business divisions. The business division for chemicals is divided into two separate units - Basic Chemicals and Special Uses. Through several own warehouses different branches are delivered with commodities and specialities, from cans, up to bulk and shiploads. The purchase of products is centralised per region and each product group has a special product manager.

Makkah Water Co.

Attending: Whole Event

Country: Saudi Arabia

Website: www.binzomahgroup.com

Business: Water Treatment and Water Bottling

General Purchasing Requirements: Adhesives, Fillers and Sealants, Films and Tapes Chemicals, Polymer Additives, Water treatment chemicals

Specific Purchasing Requirements: Adhesives - £200,000; Food grade chemicals - £100,000; Water Treatment Chemicals - £300,00; HDPE and PP Resin; Plastic Recycling additives

Purchasing Policy: Makkah Water Company (MWC) is a quality-oriented business. Established in 1975, MWC was the first bottled drinking water producer in the Gulf area, and has maintained its market leadership for the past 34 years.

The company is a part of a large industrial group that also produces Closures, PET performs and PET bottles. Our purchasing policy focuses upon high quality suppliers of raw materials, ingredients, process equipment and machinery

MC ELF

Attending: Whole Event

Country: Russian Federation

Business: Supplier & Distributor of raw materials for cosmetics (skin care, hair care, SPA, Make up)

General Purchasing Requirements: Surfactants

Specific Purchasing Requirements: Vegetable butters and oils - especially shea butter

Animal oil - mink oil
Cosmetic Raw Materials

Low viscosity hydrogenated ployisobutens

Emulsifiers and esters such as Ethylhexyl, Ethylhexanoate, Isopropyl Isostearate, Diisopropyl dimer dilinoleate, Isodecyl Neopentanoate, Natural emulsifiers

Purchasing Policy: Managing company ELF (before reorganization in 2007 ELF Cosmetics) is a Russian firm, founded in 1994. The company has a private form of property. The main area of our activity is distribution of raw materials for manufacturing of cosmetic, decorative and householding goods in Russia. Our customers are mainly cosmetics producers located in the central and eastern parts of our country. Among them are such well known in Russia companies as concern Kalina in Ekaterinburg, Faberlic, Svoboda in Moscow.

In 2004 we were approved as a supplier for Russian facilities of Avon and in 2009 - as supplier of Oriflame.

We signed distribution agreements with

- Silab (France) in 2003
- Sophim (France) in 2004

All goods are collected usually at the stock of our forwarder in Germany and then transported to Russia. After the full customs clearance during 1-2 days raw materials are put into operation.

We have a stock in Moscow. The capacity of the Moscow warehouse is 400 t. The stock is inside the building, thus we can provide the ambient temperature all the year round. Having good logistics, we deliver our products to clients to any part of Russia.

The staff is 10 employees. All sales managers have the chemical background and experience of work in chemical and cosmetic industry. We provide regular technical supporting for our customers.

The total turnover in 2009 was more 1 mln. Eu.

MLG Enterprises

Attending: Whole Event

Country: Canada

Website: www.strategics.gc.ca

Business: Processor and Distributor of Speciality Food Ingredients

General Purchasing Requirements: Adhesives, Fillers and Sealants, Films and Tapes Chemicals, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Surfactants

Specific Purchasing Requirements: Packaging of all types
Packaging especially Intermediate Bulk containers / totes

Purchasing Policy: All products must be Kosher approved and the plant from which they are sourced must conform to GMP and HACCP standards. Preferred with an outside auditor preferably BRC or AIB.

Nordmann Rassmann GmbH

Attending: Whole Event

Country: Germany

Business: Distribution of Chemicals

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Catalysts, Coatings, Paints and Inks, Electronic Chemicals, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Additives for Adhesives
Flame Retardants

Materials for the production of solar panels, photovoltaic, i.e. protection paste
Products from renewable sources

Water treatment

UV curing agents for coatings, adhesives and others

Ceramic powders, i.e. stabilizes zirconias, zirconium oxides ... for medical and high tech application

Oman Hygienic Products LLC / Oman chemical Co LLC / Oman Agro Industries LLC

Attending: Whole Event

Country: Oman

Business: Manufacturers of FMCG products like perfumes, airfreshners, disinfectants, Sanitisers, Liquid detergents, Household Insecticide aerosols

General Purchasing Requirements: Aromas, Flavours and Fragrances, Biocides and Pesticides, Coatings, Paints and Inks, Custom Synthesis / Contract Manufacture, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Insecticides, Disinfectants and sanitizers
£ 200000 pa.

Perfumes, aroma chemicals, Flavour chemicals 200000 pa.

Surfactants, Thickeners, Silicone emulsions 300000 pa.

MEG, Stoddard solvent, Solvents 350000 pa.

food additives (chilli & tomato concentrates) 500000 pa.

Purchasing Policy: Procurement process – requirement from product development – RM product specification- purchase dept – float enquiries – collection of TDS, MSDS and price – sample approval – apply for import permit from Ministry of Environment on submission of ORIGINAL MSDS – 15 days – permit valid for the specified chemical and specified manufacturer/country only.

Proctor & Gamble

Attending: Whole Event

Business: Fast moving consumer goods

General Purchasing Requirements: Aromas, Flavours and Fragrances, Catalysts, Coatings, Paints and Inks, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Surfactants, Synthetic Fibres

Purchasing Policy: A full description of P&G can be found at <http://pg.com> and a full description of supplier related processes at P&G can be found at <http://pgsupplier.com>

Prometic Biosciences

Attending: Whole Event

Website: www.prometic.com

Business: Biopharmaceutical Manufacturing

General Purchasing Requirements: Custom Synthesis / Contract Manufacture, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates

Specific Purchasing Requirements: BP Grade Raw Materials
Chromatographic Resins
Organic Intermediates

Purchasing Policy: ProMetic is a global biopharmaceutical company offering technologies for large-scale drug purification, drug development, prometics, and the elimination of pathogens.

Our raw materials are purchased only from approved suppliers who meet our rigorous quality standards. Suppliers are subject to audit, the exact nature dependent on the materials they supply to us.

Recticel NV

Attending: Whole Event

Country: Belgium

Business: Manufacturer of polyurethane foam products for the automotive, bedding and insulation industry.

General Purchasing Requirements: Catalysts, Polymer Additives

Specific Purchasing Requirements: crosslinkers / extenders (amino-alcohols), aliphatic isocyanates and polyols for TPU's, anti-oxidantia, UV stabilizers, HALS, anti-abrasion additives, anti scratch additives, organic-inorganic pigments, metallic pigments, pigment stabilizers
Green PU chemicals, including polyols and isocyanates, but from green origin.

Purchasing Policy: Under the motto 'The passion for comfort,' Recticel, as a manufacturer of polyurethane foam products, strives to make a real difference to daily comfort for all.

The Group, as a unique whole, concentrates on four selected fields of application: Flexible foams, Bedding, Insulation and Automotive. Although the Group mainly produces semi-finished products (Flexible foams and automotive), in a number of divisions it also manufactures finished goods, both consumables and durables (Bedding and Insulation). Within the Bedding division, mattresses and slat bases are sold mainly under well known brand names (including Beka, Lierie Bultex, Schlaraffia, Sembella, Superba, Swissflex, etc.) The Insulation division supplies high quality finished thermal insulation products, which can be used directly in building projects. These insulation products are marketed under well known brand names (Eurowall, Powerroof and Powerdeck).

In addition Recticel attached great importance to innovation and technological progress, one of the results of which has been a revolutionary breakthrough among the giants of the automotive industry. The Groups various products are therefore used and processed in ever growing numbers of new and existing applications.

As market leader in most of its activities, Recticel currently provides work for a total of 11,388 employees in some 120 establishments in 27 countries. The

Group operates [predominantly throughout Europe, but it is also pursues a number of activates in the United States in Asia. In 2008 the Group realised a turnover of €1.5bn.

Recticel aims to achieve sustainable, balanced added value and steady, profitable growth for the benefit of its customers and its shareholder

Sopharma

Attending: Whole Event

Country: Bulgaria

Website: www.sopharma.bg

Business: Pharmaceutical Manufacturing

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Coatings, Paints and Inks, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Waxes

Specific Purchasing Requirements: APIs - £7,500,000

Excipients - £4,500,000

General Chemicals - £850,000

Purchasing Policy: Sopharma is leading producer of pharmaceuticals in Bulgaria. The company portfolio covers our own trade marks and generic medicines. Procurement is a strategic function within company. It provides services to internal stakeholders from Sopharma PLC and other affiliated companies of our industrial group such as Unipharm, Bulgarsa Roza Sevtopolis, Biopharm Engineering. Procurement covers following main product groups – APIs, excipients, primary and secondary packaging, solvents, general chemicals, speciality chemicals, laboratory consumables and equipment. Aim of procurement is achieving best value for money. Besides strategic partnerships we are used to maintain to main suppliers, purchasing team is constantly searching possibilities to optimize the structure of product portfolio, to optimize vendor management and realize cost saving while adhering to highest quality standards in business. Sourcing of new materials and vendor selection is vital to keeping good procurement performance. A list of strategic APIs identified by their INN which Sopharma uses can be fined under:

<http://www.sopharma.bg/bg/products/Pages/products.aspx>

Special Oilfield Services

Attending: Whole Event

Country: Oman

Website: www.specialoilfield.com

Business: Oilfield supply and service company

General Purchasing Requirements: Catalysts, Coatings, Paints and Inks, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: catalyst for perochemicals, LNG and refineries £10 million

alkaline surfactant manufacturer to set up plant £ 5million

Internal and external coatings for corrosion protection £1million

chemicals for refineries, gas treatment plants and for petrochemical industries £3million

Purchasing Policy: This is based on qualifying the product technically with our clients after which a competitive bidding process is done. If the prices are competitive based on our price feedback then client places order on us and we place the order on the manufacturing.

Telecom Link Co. Ltd

Attending: Whole Event

Country: South Korea

Business: Importing Polymer Additives and Flame Retardant Chemicals

General Purchasing Requirements: Catalysts, Electronic Chemicals, Polymer Additives

Specific Purchasing Requirements: Flame Retardants : \$8,000,000 pa

Other plastic additives: \$2,000,000 pa

Purchasing Policy: We are importing and distributing foreign chemical items to big factories here in Korea since 2003. At present we have been importing mainly Flame Retardant (More on brominated) Chemicals and some fine chemicals to the Polymer and Plastic field factories, including ABS/PCB and compounding companies in Korea

We would like to expand more chemical items to our current customers:

Flame Retardant (non-halogen or new products)

Plastic additive or catalyst

Electronic Chemicals

We can promote items if competitive, with much time and efforts through our channel with our customers since we have also developed and stabilized our other current items for many years, after much promotion activity

We hope to have a good start and fruitful discussions during this meeting

The East Asiatic (Indonesia) / PT EAC Indonesia

Attending: Whole Event

Country: Indonesia

Website: www.eacii.com

Business: Distributor

General Purchasing Requirements: Adhesives, Fillers and Sealants, Biocides and Pesticides, Electronic Chemicals, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Surfactants, Synthetic Fibres, Water treatment chemicals

Specific Purchasing Requirements: Surfactants - £4m
Polymer additives - £6m

Purchasing Policy: Business units will established demand to our purchasing department to established order to suppliers. Sales term negotiation will be done by Business Unit head (price, packaging, specification, payment term etc). Purchase and supply can be done by each specific countries (Thailand, Vietnam, Philippines, Malaysia, Singapore, Indonesia, Bangladesh, and India) or consolidated as single purchase from our Regional Supply Chain

The East Asiatic (Thailand) Plc

Attending: Whole Event

Country: Thailand

Website: www.eacii.com

Business: Import & Distribute Chemicals to Service Various Industries in Thailand

General Purchasing Requirements: Adhesives, Fillers and Sealants, Aromas, Flavours and Fragrances, Biocides and Pesticides, Catalysts, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Oils and Lubricants - £200,000
Surfactants - £1,000,000
Biocides - £600,000
Adhesives - £100,000
Water Treatment Chemicals - £100,000

Purchasing Policy: We are one of the leading solution provider of industrial ingredients in SEA and South Asia. We have altogether 11 Business Units, each business unit need to find new products for our exiting application as well as new application.

We would like to seek for the companies who can provide quality products with reasonable price

UK Trade and Investment - Dusseldorf

Attending: Whole Event

Country: Germany

Business: We offer in market help to UK companies wishing to trade into the German Market.

UKTI Baltics (Estonia, Latvia, Lithuania)

Attending: Whole Event

Country: Estonia

Website: www.uktradeinvest.gov.uk

Business: UK Trade & Investment is the government organisation that helps UK companies succeed in international markets.

Specific Purchasing Requirements: We would like to meet with any UK exporters interested in the Baltic States markets. We can offer advice to UK

companies about business opportunities in Estonia, Latvia and Lithuania.

Vasa Pharmachem PVT Ltd

Attending: Whole Event

Country: India

Website: www.vasapharmachem.com

Business: Manufacturers & Exporters of Industrial Chemicals, Fine Chemicals, Pharmaceutical Excipients and Pharmaceutical Intermediates

General Purchasing Requirements: Coatings, Paints and Inks, Custom Synthesis / Contract Manufacture, Dyes & Pigments, Organic Intermediates, Pharmaceutical Ingredients, Pharmaceutical Intermediates, Polymer Additives, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: ORGANIC INTERMEDIATES
PHARMA INGREDIENTS

SURFACTANTS

WATER TREATMENT CHEMICALS

INORGANIC CHEMICALS

Purchasing Policy: 1. We are one of the leading manufactures , importers and exporters for various chemicals in India.

2. Our procurement policy is designed to support our objective of procuring "technically" correct product on "commercially" correct terms, delivered where and when needed.

3. Suppliers are our business partners and accordingly they have to be treated with fairness and dealing with them should be transparent. 4. We encourage new suppliers to participate in our business. However, for a specific, product and at given time we deal with two or at the most three suppliers, with preferred supplier getting larger share.

5. We are committed to provide useful feed back to our supplier with sole interest to help them improve their product/ services.

6. We believe in reciprocating our commitment in terms of making full and timely payments for all accepted suppliers.

7. For our overseas suppliers we also help them for sourcing their requirements from India at a very competitive rates and terms.

8. Undersigned Mr. Vasa, the president of Gujarat Chemical Association & Association is one of the

leading organisation of chemicals, manufactures & traders. Gujarat is one of the most industrially,

developing states in India & Gujarat is chemical hub of India