

Partial List of Clients – 2001-2008

- Air Products and Chemicals
- AMETEK – Hunter Spring, National Controls
- ARCO Chemical
- Asahi Glass, AGC Chemicals Americas
- ATOFINA Chemicals
- Aventis Behring North America, Worldwide
- Bayer
- Chromatics
- Elf Atochem
- Foamex
- Hercules
- Hitachi Metals America
- ILC Dover
- Klockner/Pentaplast, Witt Plastics Division
- Lyondell Chemical
- National Starch and Chemical
- Siemens
- T-Global Specialty Chemicals
- Towers Perrin
- VPI Mirrex
- Through Towers Perrin
 - Pfizer
 - Wyeth-Ayerst
- Through VPI Mirrex
 - Honeywell



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Do You Want to Identify Target Companies and Key Decision-Makers?

Building Accurate Contact
Lists is Another of Our
Special Services



For the
Chemical
Industries



John P. Williams & Company, Inc.

A Commitment to Excellence

Success

Count on It

Since 1969

John P. Williams & Company, Inc.

Who We Are

Since 1969, John P. Williams & Company has been successfully working with chemical companies to build and maintain lists of target companies and identify key decision-makers at those companies.

The Benefits We Deliver

- Accurate selection of target companies, based on client's market criteria – the most up-to-date data available
- Verified and complete identification of key decision-makers
- Up-to-date information on company and decision-makers' changes, including relocations, closings, acquisitions and mergers, and job changes
- Usually faster and less costly than working in-house
- Measurable results for your investment

How We Develop a List of Target Companies

- Identify target companies where you want to concentrate sales efforts



Building Your List of Target Companies and Key Decision-Makers

- In markets you specify
- By annual sales volume or other size criteria
- Or by specific geographic locations and SIC's
- Primary research, by telephone or mail, not through purchased lists

How We Identify Key Decision-Makers

- Contact each company to identify decision-makers
- Verify prospect names, addresses, titles, and phone numbers – primary research, not purchased lists
- Often speaking in-person with the decision-maker
- Identifying the client and explaining client interest

Building a Contact List, Using the Data to Add Customers and Build Sales

- We can build the data and help you use it for maximum return on your investment

Using the Information to Add Customers and Build Sales

- For planning sales and marketing efforts by industry, region, company size or other criteria
- Including direct contact, mailings, and other communications activities that require up-to-the-minute correct prospect data
- Presented in the database format you choose, including spreadsheet or relational, with provisions for regular updating
- We can also "clean" the list at regular intervals to make sure it stays up-to-date
- And make sure your investment works long-term, not just limited by the rapid changes in personnel and companies

The table below presents a sampling of the various industries in which JPW&Co has worked successfully to develop contact lists for our clients in the chemical industries, and shows the types of people identified and verified in each of these industries.

Target Industries	Developed 100% Verified Lists of Companies and Key Decision-Makers Who Specify –
Agricultural, Greenhouse	Film extruded from thermoplastic resins for greenhouse roofing
Building Insulation	Adhesives to improve product performance
Food and Flavors	Alternatives to gum arabic for flavor processing
Food Processing	Throughput improvements for cryogenic food freezing
Fuel Cells	Thermoplastic resins for molding of proton exchange membranes and bipolar flow plates
Hose and Tubing	PTFE and/or PTFE compounds to manufacture their products
Industrial Coatings	Chemicals to improve coating finishes – hardness, smoothness
Municipal Water Utilities	Fine powder nylon coatings to replace epoxy on potable water piping systems
Paints and Coatings	Additives to improve drying time and finish
Printing Inks and Dispersions	Low and medium molecular weight styrene maleic anhydride
Textiles for Uniforms, Napery	Chemicals to improve water and stain resistance while also reducing toxicity