

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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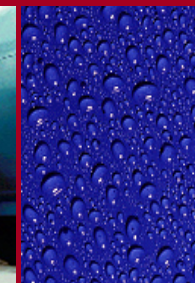
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**Opening New Market
Opportunities for You**

**Judge Our Company
by the Chemical
Clients We Keep**



**Here are
some of our
projects and
our clients**



A Commitment to Excellence

John P. Williams & Company, Inc.

Success

Count on It

Since 1969

John P. Williams & Company, Inc.

Projects by JPW&Co in the Chemical Industry

During the past 38 years, John P. Williams and Company has performed hundreds of market research and sales development projects for the chemical industry in the U.S., Europe, South America, and Asia. This brochure presents a sampling of those projects and a list of our recent clients for your review. Please check them out. Chances are you will find a project similar to one you may be considering for your sales and marketing efforts.

Hundreds of projects, but always the same benefits...

- In-depth market investigation
- Finding new sales opportunities with real potential
- Prioritized to help focus and direct follow-up efforts
- Usually faster and less costly than working in-house
- Accurate data for sales and market planning
- Closing the loop – thorough follow-up of all new opportunities
- Measurable results

Films

PVC films

- Electrostatic dissipative PVC – Identify/interview key contacts on attitudes, interest in PVC film for thermoformed packaging and protection of electronic components
- Laminated – Survey companies in blister packaging for nutraceutical and pharmaceutical products.
- Map packaging process, how packaging is handled within nutraceutical industry. Survey companies regarding wants and needs

PVDF

- Blown film – Determine interest of greenhouse growers in PVDF film for greenhouse roofing
- Breathable film – Research medical and sports clothing industries to develop new sales

Research and Sales Development for the Chemical Industry

Resins

For Coatings

- Research opportunities among municipal water systems and major engineering companies for fine powder nylon coatings to replace epoxy on potable water piping systems
- Coatings, adhesives, sealants, elastomers, rigid foam – Survey manufacturers to test opportunities for new drying aid

Thermoplastic resins

- Research fuel cell R&D companies to study viability of PVDF thermoplastic for proton exchange membranes, molded bipolar flow plates, and conductive coatings for metal plates
- Identify major airport construction projects in Southeast Asia as opportunities for selling PVDF-jacketed plenum cable
- Study semiconductor industry use of PVDF resin-based pipes and vessels for clean rooms

Finished Chemicals, Additives, other Components

Adhesives

- Identify prospects and build sales opportunities for specialty adhesives among insulation manufacturers
- Build sales opportunities for bindery adhesives among printers and binders

Polyols

- Develop database of contacts in carpet industry and introduce polyol for carpet backing
- Introduce polyol for luxury mattresses and pillows to furniture and bedding industries and conduct introductory sales development
- Introduce polyol for athletic and brown shoe industries; do introductory sales development work and follow-up

Helping Clients Find New Business

- Identify and interview specifiers of foam at OEM's and Tier 1 and 2 seating suppliers to determine their attitudes and trends for foam seating in auto industry

Components

- Additives – Research current customers and prospects to develop new opportunities for selling component chemicals to CASE industries
- TDI – Identify prospects and create direct order program to win business
- MDI – Introduce MDI as substitute for TDI in coatings, sealants, and adhesives
- SMA – Develop customer base for new manufacturer of SMA, introduce product and company, open sales dialogues
- Modified starch – Research opportunities to persuade potential customers to switch from gum arabic to modified starch products in manufacture of foods and beverages
- Propylene Glycol – Research retailers' attitudes on low-toxicity antifreeze to evaluate viability of continued production

