

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



John P. Williams & Company, Inc.

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For More Information

Phone: 610-527-2110

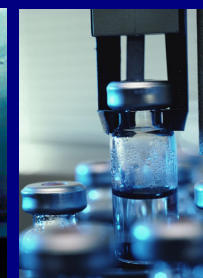
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**Do You Want to Know
What Your Prospects and
Customers Are Thinking?**

**Finding Out Is One of
Our Special Services**



**For the
Chemical
Industries**



A Commitment to Excellence

John P. Williams & Company, Inc.

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 survey customers, prospects and employees.

We have conducted hundreds of surveys for various chemical products including:

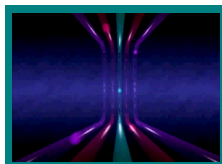
- Adhesives
- Chemical components
- Coatings, sealants
- Elastomers
- Engineered resins
- Films
- Food additives
- Performance additives
- Pharma chemicals
- Process modifiers
- Rigid & flexible foams
- Solvents

How We Survey Customers and Prospects

- Mail
- Internet
- Telephone
- In-person

Who We Survey

- New contacts in unfamiliar markets
- Unfamiliar contacts in existing markets
- Existing customers
- Vendors
- Employees
- Competitors



What We Do

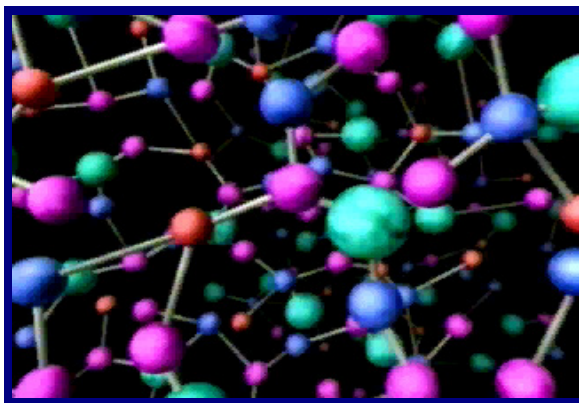
- Research new markets
- Identify target companies
- Identify key contacts
- Build 100% verified prospect lists
- Survey contacts to determine needs/wants
- Prioritize sales opportunities, for follow-up
- Build database of market information

Surveying

- Open on-going sales dialogues
- Report on leads and intelligence gathered
- Track progress of leads to “close the loop”

Benefits of Using Us for This Specialized Work

- Quick start-up based on industry experience
- Accurate intelligence on wants/needs
- Time & cost savings vs. working in-house
- Valuable data for market planning



Some of Our Survey Projects

- **Antifreeze** – Survey interest of automotive product retailers in low toxicity antifreeze to determine whether manufacturer should continue product
- **Carpet backing** – Research contacts in carpet industry and introduce client’s polyols
- **Fuel cells** – Survey fuel cell R&D companies on viability of PVDF for exchange membranes
- **Greenhouse films** – Survey greenhouse operators on their interest in PVDF film for greenhouses
- **Performance additives** – Identify companies and contacts in roofing industry and survey to develop and qualify leads for client additives

Customers and Prospects

- **Engineered resins** – Identify companies and contacts in high-purity chemicals industry, survey, develop sales leads, qualify responses
- **Nylon coatings** – Survey operators of municipal water systems and major engineering companies on replacing epoxies with powder nylon coatings
- **Color additives** – Survey customers and prospects to measure satisfaction with client’s products and services, and determine relative position of client among competitors
- **Component chemicals** – Survey producers of coatings, adhesives, elastomers, and rigid foam to test new drying additive for Stage 1 approval
- **Automotive foams** – Identify and interview specifiers of foam at OEM’s and Tier 1 and 2 seating suppliers to determine attitudes and trends for foam seating in auto industry
- **Modified starch** – Survey food, flavors, and beverage manufacturers to persuade them to switch from gum arabic to starch products
- **Adhesives** – Interview printing and binding companies to build sales for hot melt adhesives
- **Films** – Identify and interview key specifying contacts on interest in electrostatic dissipative PVC film for thermoformed packaging and protection of electronic components
- **Adhesives** – Interview insulation companies to introduce client’s starch-based adhesives for their insulation products