

Chemical Cluster Buying Groups

Attending: Whole Event

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.*

EAC Industrial Ingredients

Attending: Whole Event

Country: Philippines

Website: www.eacii.com

Business: Chemicals

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

Specific Purchasing Requirements: Surfactants; £15Million, Fragrances; £5Million, Pharma Ingredients; £10Million, Organic Chemicals; £10Million

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

International Plastic Systems

Attending: Whole Event

Website: www.ipsflowsystems.com

Business: *We currently supply all types of thermoplastic piping systems into chemical/process industries, water treatment, OEM's, other Distributors, Swimming Pools, Fire Protection, Environmental, Semi Conductor, Oil & Gas, Export, Power Generation, Fuel Distribution, Groundsource Heating and Cooling markets.*

General Purchasing Requirements: Custom Synthesis / Contract Manufacture

Purchasing Policy: *The majority of our purchasing is done through exclusive distribution agreements for certain product ranges and we have strong, long standing relationships with our major overseas suppliers. These are represented in our handbook of products (see www.ipsflowsystems.com) However, we are always looking for new opportunities in new market sectors with potentially new suppliers.*

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.*

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*

Merit International LLC

Attending: Whole Event

Country: Oman

General Purchasing Requirements: Water treatment chemicals

Specific Purchasing Requirements: Chemicals for Oil & Gas drilling
Chemicals for sewage treatment plants

Purchasing Policy: *Since Merit International LLC is trading in the drilling chemicals & STP chemicals, we buy as per the requirements that are coming-up in these industries in Oman (in the form of tenders). The yearly supply contracts to the oil companies / STP plants will span from a few hundred thousand to a few Million \$. We buy straight from the manufacturer, in bulk, where agency arrangements are preferred.*

Oman Oil Industry Supplies and Services (OSISS)

Attending: Whole Event

Country: Oman

Business: Chemical Trader / Supplier

General Purchasing Requirements: Biocides and Pesticides, Catalysts, Polymer Additives, Surfactants, Water treatment chemicals

Specific Purchasing Requirements: Oil & Gas Production Chemicals
Biocides for Water Injection
Surfactants
Polymer Additives
Catalysts

Purchasing Policy: *Oman is primarily a hydrocarbon producing country with little other industry. Chemicals required are therefore related to the drilling, production & transmission of hydrocarbons in the upstream arena and refining and petrochemical industries (Fertilizer, LNG, Aluminium Smelter, Aromatics) in the downstream sector.*

Few end user companies in Oman purchase chemicals directly from manufacturers for their own use but instead prefer to purchase locally from large reputable trading organizations holding significant inventory. In some instances the end users would prefer to award business to only one or two local entities that can provide the majority of their needs.

Often the end user company will award contracts for several years (usually three). It becomes imperative that manufacturers are therefore able to offer pricing of up to three years.

Quality standards are high especially packing.