

At Pluschem we regard the cooperation we have with our suppliers, and the representations we make on their behalf, as being THE most important components in our business. Our group was borne from a willingness of our stakeholders, each independent and well established distributors in their own right, to create a valuable and cost effective way of developing and diversifying the business interests of our suppliers. Pluschem was therefore created as a means of broadening geographical horizons, developing product and supplier synergies, and strengthening our Principals value chain. We are a technically driven team, organised in market sectors, and we have an operational management program designed to enable efficient and creative ways of delivering a better service to both our suppliers and customers. Our aim is to be 'first in class' and the benchmark on which the speciality chemical distribution industry is judged....our track record so far is second to none....

The following points highlight the guiding principals on which Pluschem's partnership with our suppliers is defined:

- Create and Add value to our Principals supply chain
- Be an integrated part of our suppliers marketing effort
- Work within a framework of the highest industry standards of operation
- Work with suppliers under mutual exclusivity and create valued partnership through all levels in our Principals organisation
- Cooperate in an open and transparent way with our partners
- Regard 'chemistry' in our relationship with suppliers as important as selling their chemicals.