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CHEMICALS &amp; AGRICULTURE

## Commoditization in chemicals: Time for a marketing and sales response

Most chemical companies are grappling with increasing commoditization. Rethinking the commercial operating model can help protect margins.

Jochen Böringer and Theo-Jan Simons

Chemical companies are facing a progressively harsher environment as growing segments of the industry are becoming increasingly commoditized. Companies have tried hard to reduce operating costs to help offset this trend, but they have paid less attention to marketing and sales, where expenses have continued to rise. Many companies' commercial operating models are ripe for a rethinking that could help maintain or improve margins. However, this is not a matter that the marketing-and-sales department can fix. It is a strategic issue where company leadership needs to intervene, but taking steps in this direction is proving difficult for many enterprises. Drawing on our

experience in the industry, we offer this article as a thought starter to help chemical company leaders get moving.

### A changing market landscape

Increasingly harsh conditions have encroached on much of the global chemical industry over the past two decades. Certainly, the sector has performed well in capital markets since 2000, and a portion of the industry has enjoyed high profits based on advantaged gas feedstock. For the majority of players, however, product ranges have become more comprehensively commoditized, squeezing margins (Exhibit 1).

# Marketing And Sales In The Chemical Industry

**Dr. Neeraj K Dubey**



## **Marketing And Sales In The Chemical Industry:**

**Marketing and Sales in the Chemical Industry** Rolf Jakobi, 2002-04-29 If manufacturers of chemical products are to survive in today's global marketplace they not only have to produce economically but they must also be able to market both chemicals and technology effectively In the chemical industry more and more chemists and chemical engineers are faced with challenging marketing tasks This book gives an overview of the specific factors for marketing chemical products and their major markets Marketing and Sales in the Chemical Industry is customized for an increasing audience It not only covers the principles of marketing and the market structure of the chemical industry in great detail but also discusses such modern marketing tools like the internet as well as the latest trends and developments In addition economical political and sociological aspects are also dealt with

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**Marketing Information Guide**, 1968

Value Chain Marketing Stephanie Hintze, 2014-12-26 Value Chain Marketing VCM is a promising strategy to overcome immediate customers innovation resistance By pursuing VCM material suppliers enlarge their target group beyond their immediate customers and address their downstream customers as well Treading on relatively unexplored grounds this book explores the relevance of VCM and comprehends its process identifies the critical factors for suppliers marketing success and compares the performance of VCM trials using a multi method design linking case study research and computational modeling

**Survey of Industrial Chemistry** Philip J. Chenier, 2012-12-06 Survey of Industrial Chemistry arose from a need for a basic text dealing with industrial chemistry for use in a one semester three credit senior level course taught at the University of Wisconsin Eau Claire This edition covers all important areas of the chemical industry yet it is reasonable that it can be covered in 40 hours of lecture Also an excellent resource and reference for persons working in the chemical and

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The Routledge Companion to Marketing History D.G. Brian Jones, Mark Tadajewski, 2016-01-29 The Routledge Companion to Marketing History is the first collection of readings that surveys the broader field of marketing history including the key activities and practices in the marketing process With contributors from leading international scholars working in marketing history this companion provides nine country specific histories of marketing practice as well as a broad analysis of the field including the histories of advertising retailing channels of distribution product design and branding pricing strategies and consumption behavior While other collections have provided an overview of the history of marketing thought this is the first of its kind to do so from the perspective of companies industries and even whole economies The Routledge Companion to Marketing History ranges across many countries and industries engaging in substantive detail with marketing practices as they were performed in a variety of historical periods extending back to ancient times It is not to be missed by any historian or student of business *German Business Management* Toshio Yamazaki, 2013-05-28 How are German capitalism and German business management to be understood from the perspective of Japan Both Germany and Japan as defeated nations in World War II received significant American leadership and support after the war Both countries developed their enterprises industries and economy by deploying and adapting technology and management methods from the United States while establishing systems of industrial concentration in their own ways By these means both nations became major trading countries However current economic and business conditions differ greatly between Germany and Japan In trade American influence on Japanese business is still strong Japan could not and cannot establish a complementary relationship with American industrial sectors and their products in the American market In addition a common market structure like the E U does not exist in Asia In contrast to Japan Germany developed independently from the American influence and became part of a well integrated regional economy What were the driving forces that created those differences That question is approached from a Japanese point of view in this book based on the assumption that the origins of distinct characteristics of German business management after World War II were developed in the 1950s and 60s The book analyzes the transformation

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S.Neelamegham,2012 This book provides a comprehensive overview of the current marketing environment in India It examines the changing dynamics of marketing management against the backdrop of globalization and liberalization analysing how both marketers and consumers are adapting to radical changes Insightful perspectives on key issues including market segmentation brand strategy product planning advertising pricing and distribution strategies as well as challenges of rural marketing are given This Fourth Edition boasts of incisive coverage of all contemporary concepts and formats of marketing including retailing Internet marketing and telemarketing It is further enriched by varied case studies that are drawn from the Indian experience and will go a long way to inculcate skills of analysis logical thinking and decision making in students Valuable not only to students and teachers of marketing management the book is a must have for practising managers who want to stay abreast with the latest developments in their field      **The Chemical Age** ,1927      **Illinois Technograph** ,1953      **Marketing in South Africa** Urath Gibson,1981      **Market Research Sources** United States. Bureau of Foreign and Domestic Commerce,1950

## Whispering the Techniques of Language: An Mental Journey through **Marketing And Sales In The Chemical Industry**

In a digitally-driven earth where displays reign great and quick connection drowns out the subtleties of language, the profound techniques and emotional nuances hidden within words frequently get unheard. However, situated within the pages of **Marketing And Sales In The Chemical Industry** a fascinating literary value blinking with fresh feelings, lies an exceptional quest waiting to be undertaken. Published by an experienced wordsmith, this enchanting opus attracts viewers on an introspective journey, gently unraveling the veiled truths and profound affect resonating within ab muscles material of each and every word. Within the psychological depths of this moving review, we will embark upon a heartfelt exploration of the book is primary styles, dissect their captivating publishing fashion, and yield to the strong resonance it evokes heavy within the recesses of readers hearts.

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