

QUALICHEM

Choosing the Right Chemical Blender for Your Water Treatment Business

When requiring chemical blending services, you must have the proper manufacturing partner to succeed. QualiChem, as a non-direct sales formulating manufacturer, certainly offers a lot of value to the regional water treatment business owner with the wealth of services and support offered.

TOLL BLENDERS

Business Model

Low-cost manufacturing with limited support staff and extremely low overhead.

Formulating Expertise

Extremely limited formulating expertise.

New Product R&D

Not performed by this type of company.

Performance Accountability

No responsibility for the performance of the product in the field is assumed by the blender.

Sales & Technical Support

No technical support. Staff is usually not versed in specific industry and application knowledge.

What This Means to You

A low-cost blended product without support.

DIRECT/INDIRECT SALES FORMULATING MANUFACTURER

Business Model

Utilizes non-direct business to increase purchasing leverage on raw materials. In-house product line is limited to avoid conflict with direct sales technology.

Formulating Expertise

Limited sales and technical support due to focus on direct sales efforts.

New Product R&D

New and unique technology is delayed or eliminated for non-manufacturing companies.

Performance Accountability

Limited performance accountability with resources directed to higher-profit businesses.

Sales & Technical Support

Limited by direct sales efforts with a focus on avoiding conflicts between direct and indirect business.

What This Means to You

A blended product with limited support and the potential for competition with the direct sales arm of the contracted blender.

NON-DIRECT SALES FORMULATING MANUFACTURER

Business Model

Lower cost manufacturing with technical support and other resources. In-house product line represents the latest technology that is made available for all customers.

Formulating Expertise

Maintains in-house experts in water treatment formulating and applications.

New Product R&D

In-house product line that represents the latest technology.

Performance Accountability

Accountable for product performance for all formulations.

Sales & Technical Support

High level of technical support. Specifically designed for non-manufacturing water treatment companies.

What This Means to You

A quality blended product with your branding and focused support to help you achieve your goals.

At QualiChem, The Blender Matters.

For more information on chemical blending services available to you, please contact us today.

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