

KEY PRINCIPLES

WHO ARE WE

Aerochemicals is a dynamic alliance of international chemical specialists in their own specific market.

OUR MISSION

To bring better innovative technical solutions and services to the global aerospace community.

OUR VISION

To create a global business network enabling alliance members to reach their individual market goals and to be recognized as the worldwide reference in the aerospace industry.

OUR PLEDGE

Our OEM customers will obtain a guarantee that the partners with whom they develop products and technologies, will have the capacity to ensure worldwide distribution to airlines and MRO.

KEY OBJECTIVES

- To reach new accounts.
- To share insider information.
- To reduce overall sales costs.
- To develop each one's activities, sells and networks.
- To help each one to better serve the aerospace market.

MEMBERS IDENTIFICATION

FOUNDING MEMBERS

One of the original founding company members of Aerochemicals (Contec, Magchem, PSA, SherwinBabbco, Socomore). They are privately owned companies. They have a right of veto. The veto is valid if the owner of the company is physically present at the time of the vote.

ACTIVE MEMBERS

Any privately owned company.
They have a right to vote.

ASSOCIATED MEMBERS

Any other member accepted by the alliance but not answering to the alliance's goal.
They have no right to vote.

KEY RULES

- Legal issues are members' issues, not Aerochemicals issues.
- It is each member's responsibility to formalize their cross distributions agreement and any other issues.
- Members will always try to foster cooperation with other members. Specially in their area of expertise and legitimate territory.
- Agency fees, if any, are only paid between 2 members as part of a private deal, and never as Aerochemicals.