

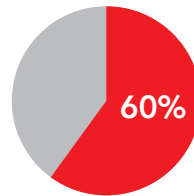
Chemical Industry Business Needs Survey 2020

Cordstrap work closely with our customers in the chemical industry to understand and solve their cargo protection challenges. We recently surveyed a broad range of chemical companies we don't partner with to i) gain insights into the challenges they are facing, and ii) understand how we can also support their business and the chemical industry as a whole. Below is a summary of the results. Questions were multiple choice, response rates for each option are shown throughout.

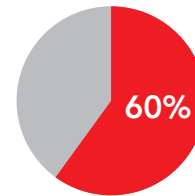
1. The services Chemical businesses want from their cargo securement supplier

1. A complete securement solution (50%)
2. Ongoing support (40%)
3. Virtual support tools (40%)
4. Expert advice (40%)
5. Cost efficiencies (40%)

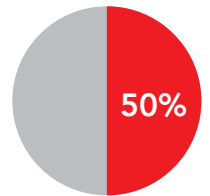
2. The top 3 important factors in deciding which cargo securement solution to use



Quality of the solution



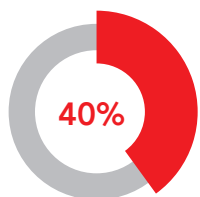
Price



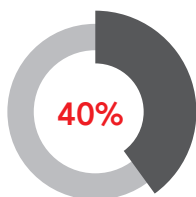
Standardization and consistency

Unlike other suppliers, Cordstrap are able to offer our customers all of these services, products and benefits and more.

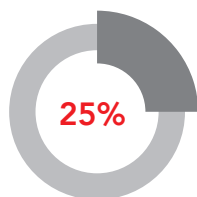
3. Pre-Covid-19, the main supply chain/cargo shipment challenges Chemical businesses faced



Productivity/
convenience
and speed



Cost effective
solutions



Maintaining
consistency
across locations

4. The additional supply chain/cargo shipment challenges Chemical businesses faced as a result of Covid-19

1. Productivity/convenience and speed (40%)
2. Maintaining consistency across locations (40%)
3. Cost effective solutions (25%)
4. Issues with product availability (13%)
5. New rules and regulations which were introduced (13%)

The top 3 challenges remained in place during the pandemic. Covid-19 specific issues were simply additional impacts, rather than becoming the main challenges businesses faced.

5. The ways Chemical businesses had to adapt as a result of Covid-19 impacts



Managing a decrease in productivity or demand



Managing an increase in productivity or demand



Supplier splitting



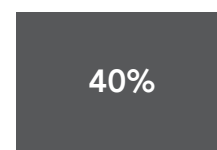
New shipping routes

Managing a decrease in productivity, and the impacts of that operationally and financially, was the top reason businesses had to adapt. However, 25% had to adapt due to a demand increase. A potential reason for this is the "pandemic pivot" Find out more about how some chemical businesses have [thrived as a result of pivoting, here.](#)

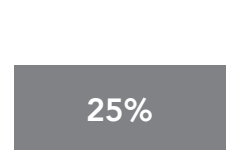
6. What would encourage Chemical businesses to switch from their current cargo securement supplier/s



Reduced
delivery time



Lower costs



Superior quality

90% of respondents said they would switch suppliers. To find out more or discuss switching to Cordstrap, contact your local Cargo Protection Expert, [here](#).