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ChemicalInfo Expands its Global Footprint in Latin America

ChemicalInfo, providers of online databases for chemical and pharmaceutical companies, further develops its global sales network in Latin America.

Dallas, TX: ChemicalInfo, providers of the most comprehensive online databases for chemical and pharmaceutical companies and those who do business with them, is expanding its global sales agent program in Latin America.

As part of the company's ongoing commitment to be the industry's preeminent resource for buyers and sellers of chemicals and pharmaceuticals, the firm is expanding its global footprint in high growth markets.

"As the rate of GDP growth in Latin America is expected to significantly surpass the average global growth rate in the coming years, we are strengthening our Latin American partnerships," said ChemicalInfo CEO, Ernie Cote. "I'm very proud of our International Sales Agents as we saw an increase of 63% in Agent New Sales in the third quarter of 2014 compared to the prior year. We want to continue this momentum and believe that expanding our program will help us achieve this goal."

ChemicalInfo has had success in other high growth markets, specifically in Asia. The Indian network continues to be its international front-runner, while the Chinese network has grown by 573% in 2014 when compared to the prior year.

"With over 30 years of experience as a ChemicalInfo Sales Agent in India, we have grown every step of the way with them," said Rohit Gupta, Director of International Book House Private Limited (IBH). "ChemicalInfo has played a major part in the growth of IBH. The continued support we receive from ChemicalInfo - including regular training, lead generation, promotions and current customer support, makes it so much easier for us to market and sell ChemicalInfo databases in India. We are proud to be associated with ChemicalInfo and hope to continue doing so forever."

"Our partnership with ChemicalInfo has created a long-term friendship and stable business relationship," said Zhu Tiezhong, Managing Director of Cinobiz Shanghai Co., Ltd (Cinobiz). "Our partnership is a win-win situation for us. We provide quality service for ChemicalInfo customers in China and benefit from the market knowledge."

ChemicalInfo currently partners with International Sales Agents in 15 countries including India, China, Japan, Spain, Italy, France, Russia, and the Philippines. If you are interested in becoming a Latin American Sales Agent for ChemicalInfo please email cisagents@chemicalinfo.com or call +1 (214) 432-2166.

About ChemicalInfo



ChemicalInfo provides the most comprehensive online databases for chemical and pharmaceutical companies and those who do business with them. Since 1972, ChemicalInfo has been the global information resource for buyers and sellers of chemicals and pharmaceuticals worldwide. The firm's global services, including DWCP, DWCP+, PathFinder, PathFinder+, ContractMFG, FinishedForms and FinishedForms+, are the most comprehensive set of chemical producers and distributors, finished form and intermediate users, and custom and contract manufacturers in the industry. ChemicalInfo services cover more than 12,000 producers including contact information and data on 350,000 chemicals titles with synonyms. For more information, visit www.chemicalinfo.com.

About IBH

Founded in 1941, International Book House Private Limited (IBH) has spent the past 73 years in the "Pursuit of Knowledge" by supplying books, magazines and journals throughout India. With the continued support and patronage of its customers, the firm is preparing to enter into its 74th year stronger than ever. The company continuously creates and implements new business strategies for distributing, selling and circulating its products through direct marketing – including direct mail and door-to-door and online sales, as well as conventional methods such as distribution through book sellers and other retail channels. Over the decades, IBH has emerged as a leading importer and distributor of English language books, online databases, and magazines and journals. The firm has a broad based clientele of over 300,000 customers including individuals, leading educational institutions, corporate houses and emerging consortiums. For more information, visit www.ibhbookstore.com.

About Cinobiz

Cinobiz Shanghai Co., Ltd (Cinobiz), located in the CBD Shengchuang Enterprises Home - the gate of Shanghai West, focuses on providing service and support to companies in the chemical and pharmaceutical industry. As a strategic partner of several European and US-based companies, Cinobiz aims to bridge the gap between the Chinese and international market by providing first class service to its partners in the chemical and pharmaceutical industry. For more information, visit www.cinobiz.com.