

A Partner Story – Gain valuable
insights into RCG's journey

How Rotterdam Chemicals Group achieved greater success with CheMondis



The Initial Situation

What were the hurdles you were facing in the chemical procurement process before diving into the CheMondis world?

CheMondis has greatly complemented our existing operations. It provided a new new to connect with verified partners and streamline our outreach efforts, adding an extra layer of efficiency in finding specific products and reaching new markets.

The Goal


What was the goal to use CheMondis?

Our main goal was to enhance market reach, improve operational efficiency, and foster stronger partnerships with verified buyers and Suppliers in the chemical industry

The Solution

How did CheMondis help? Any specific "a-ha" moments or cool wins courtesy of CheMondis?

CheMondis' search and filtering tools have been particularly useful in helping us identify potential partners quickly. This has been invaluable as we transition from Rebain NL to Rotterdam Chemicals Group (RCG), allowing us to fine-tune our approach and match our solutions to the right clients efficiently.



Interview with Elijan Buchbot

Could you please introduce yourself and your role in your company?

My name is Elijan Buchbot, Co-owner and Managing Director of Rotterdam Chemicals Group (RCG). I share this role with my business partner, Rick Kok. We joined the management team in 2019, continuing RCG's legacy as a family-owned business.

The story of Rebain NL has deep personal and professional roots for me. My mother, Monique van Baardewijk, led Rebain NL in its early years, guided by my grandfather and uncle, Jan and Rene Van Baardewijk.

At RCG, we continue to honor that legacy by fostering strong, personal relationships with our suppliers and clients, many of whom are family-owned businesses. This shared commitment to long-term growth and trust has been our unique advantage in the competitive chemicals industry.

"CheMondis has helped us strengthen our long-term relationship approach by connecting us with partners who share our commitment to sustainable growth and collaboration."

– Elijan Buchot, Co-owner & Managing Director, Rotterdam Chemicals Group

What was the pushing power behind your decision when signing up on CheMondis, and could you walk us through how you first discovered the platform?

I would say that the pushing power was the enthusiastic approach of the CheMondis team. They are confident and excited about their business model and are able to transfer that same energy to potential clients. We learned about CheMondis via LinkedIn.

In what ways did CheMondis demonstrate exceptional support and assistance throughout your membership on CheMondis?

Our experience with CheMondis has been very positive. Our account manager, José Manuel, has been a great help, always ready with insights to optimize our listings and expand our reach within the CheMondis network, and open to a good chat. "Heel gezellig," as we say in Dutch! Thanks to his proactive assistance, we have been able to refine our approach and make the most of our Opportunities.

What improvements or benefits have you observed in your operations on CheMondis?

As a supplier, CheMondis has increased our visibility among qualified buyers that we might not have reached otherwise. The platform's analytics tools allow us to track product performance, align with market needs, and strengthen our long-term business relationships

Has CheMondis contributed to the growth of your business in measurable ways? Can you point to any milestones achieved with the platform's help?

CheMondis has enabled us to explore new markets and regions that we previously avoided due to high risks. With the platform's verification tool, we gained greater security, allowing us to establish lasting relationships that we continue to serve to this day. This has undoubtedly been the most significant milestone we have achieved thanks to the CheMondis platform.

How would you summarize the overall value that CheMondis brought to your business?

CheMondis is becoming a valuable platform in our International Department where we get to connect with clients that would not be possible otherwise. While not every request translates into sales, it is still a powerful tool for us to connect and create a database of contacts for future opportunities.

How has CheMondis helped you stay ahead of your competitors in the digital procurement landscape?

This platform is unique in the way it offers real-time insights on buyer activity, enabling us to jump in and fine-tune our offerings based on demand. This keeps us responsive, promotes our key products, and enhances our visibility.

Do you currently use other digital procurement platforms alongside CheMondis? If so, what aspects make CheMondis stand out from the rest in your experience?

Certainly. However, CheMondis stands out with its specific focus on the chemical industry, a strong network of trusted, vetted partners, and its close, personalized service and support for us as a company.

Why would you recommend CheMondis?

I would recommend CheMondis because it helps businesses expand into new markets securely, and it provides strong and long-term partnerships.

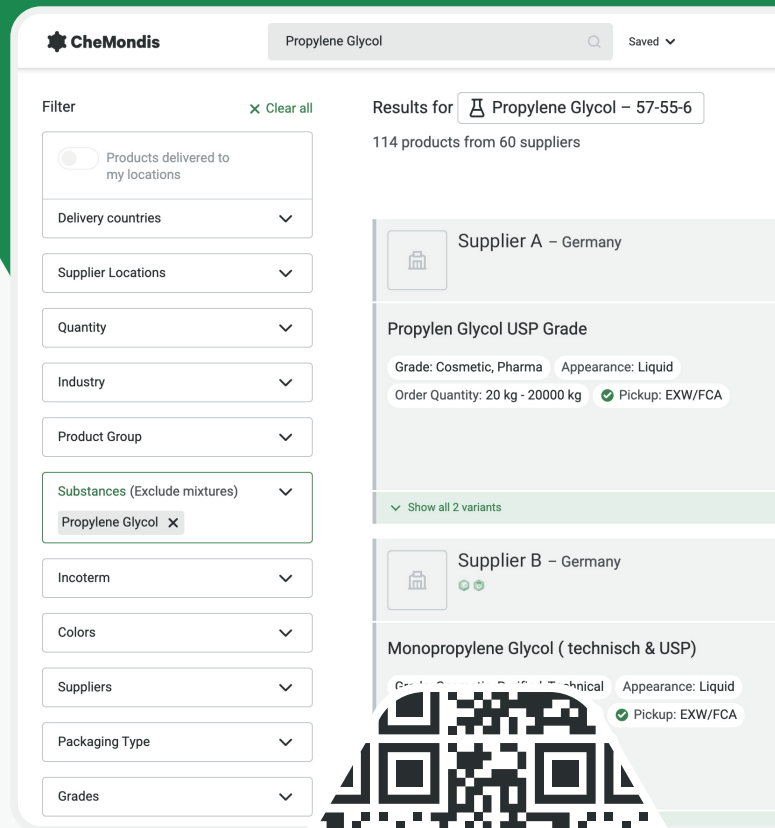


Elijan Buchbot
Co-owner and Managing Director
of Rotterdam Chemicals Group



CheMondis is the fastest-growing B2B marketplace for chemicals, raw materials, and ingredients connecting Suppliers and Buyers worldwide

Start your journey with CheMondis and reach out to 20.000+ Buyers through our platform!



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High Quality Leads
Generate high quality Buyer requests in line with your growth strategy and preferences



Online Visibility
Create your Brandshop to showcase your products and connect with global leads



Match-Making
Identify your needs, connect seamlessly with Buyers, and close deals smoothly with our curated service



Market Insights
Analytics provide businesses with comprehensive insights into Buyer behavior and market trends.



Opportunities
Connect with targeted Buyers, review order requests, and engage with warm leads

