

Columbia Chemical's Finisher's Advantage®

Partnering for Success



Assess the Problem

- *Listen and understand the challenge*
- *Review the process and variables*
- *Identify the desired outcome*

Provide Solutions

- *Run any needed analysis*
- *Research and Troubleshoot*
- *Define and communicate solutions*

Deliver Added Value

- *Sample testing & tracking reports*
- *Line audits & CAR audit program*
- *Expert technical assistance*

Build and Support

- *Training and education*
- *Ongoing, innovative product development*
- *Personal account manager & customer service rep*

