



A Word from our Members



NCCA Membership Strengthens Solutia's International Position

How do you keep current on things that impact the credit decisions you make everyday?

According to Solutia's North American Credit Manager, Chuck Petrarca, that was the problem facing the export side of their business. It was essential that they stay on top of things like country risk and international events effecting their industry, but doing so proved to be a challenge.

Keeping up with a business environment that is continually in flux can require a significant expenditure in resources. And even then, the information gathered is only as good as its source.

"NCCA's International Division resolved our problem," says Petrarca. "It gave us an up-to-date, reliable source of information that we could easily access whenever we needed it."

"Membership in NCCA", added Petrarca, "has strengthened Solutia's position in the international market. Here's how ...

- Discussion of issues with other credit managers in the chemical industry at quarterly meetings.
- Information and input from members available on an "as needed" basis.
- The high level of credit experience within the NCCA membership.
- Every meeting is an opportunity to exchange information and discuss issues with credit managers having international and domestic experience ranging from 10 to more than 20 years. Participating in a free flow of ideas with such a group of professionals is extremely valuable.

For example, knowledge gained from other credit professionals during a discussion regarding Venezuela and the CADIVI process helped Solutia apply a credit policy specific to that country. In doing so, we have reduced potential loses.

- goAmega.com, the NCCA members-only website, is another huge plus related to NCCA membership. It's a source of credit rating data and information from members within the chemical industry that has become a part of our annual credit reviews. The credit data is current, and if I need to make a call to a member company, the contact name, phone and fax numbers are readily available."

"We've been a member since 1997," adds Petrarca. "And there's no question, NCCA has played a significant role in helping Solutia maintain its position as a market-leading international performance materials and specialty chemicals company."

Solutia Inc. is headquartered in St. Louis, Missouri and operates globally with approximately 3,100 employees in more than 60 locations.

The National Chemical Credit Association (NCCA) is a national organization of credit professionals established in 1938 to facilitate the exchange of commercial credit information among leaders of the chemical industry, as well as provide continual professional education to its members. The NCCA credit interchange is administered by ABC-Amega Inc.. ABC-Amega has been managing credit groups since 1965, providing group members with valuable, up-to-date, industry-specific credit information.