CHEMICAL PRODUCERS

Reach new customers without building your own export team



01 Who is Retba?

- Specialist sales agency for producers of chemicals for the paint and adhesive industries
- Provides market access without building your own export department
- Manages customer relationships from first order to payment
- Active in African, Latin American and North American markets
- 25+ years' combined coatings industry experience
- Coverage across resins, TiO_2, pigments, additives, fillers and silicones

02 How is Retba different?

Everything you'd expect from an export sales team. Without the overhead. We work alongside you for the whole journey.

- Customers buy directly from your factory
- You retain visibility of the customer relationship
- No distributor mark-ups, stockholding or resale
- Full transparency throughout the process
- Market expertise, relationship management and trade support built in
- You only pay us when you've been paid

All the benefits of market expansion, with none of the cost and complexity of building your own export operation.



03 Why partner with us?

Expand into new markets

- Access customers across Africa, Latin America and North America
- Reach markets that are difficult to serve directly
- Benefit from established regional expertise
- Accelerate growth without building local teams

Lower risk, fewer surprises

- Customer qualification and KYC checks
- Logistics, documentation and compliance support
- Support in managing payment and trade risk
- Local market intelligence

A team that acts as your own

- Consistent points of contact
- Fast responses when issues arise
- Long-term partnership approach
- Relationship management from first order to payment

Expand your reach. Keep control of the customer relationship.

Talk to our team today about your export growth ambitions: info@retbaconsulting.com +44 118 464 0203

www.retbaconsulting.com