



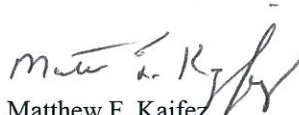
Ferro has changed the face of its procurement process. As an important element of our procurement philosophy, we are introducing the concept of Win from Within Procurement. The cornerstone of this process is a dramatic change in the way we do business, which will enable us to offer you increased value in maintaining a relationship with Ferro. We are excited about the many opportunities that the Win from Within Procurement program brings to our future supplier relationships.

Our suppliers play a vital role in our commitment to provide superior value for our customers. The Ferro vision for procurement is “helping customers compete through speed, service and innovation.” Through Win from Within Procurement, we seek to locate and develop true “win-win-win: long-term partnerships with suppliers that can help us provide exceptional value for our customers.

The critical success factor in achieving worldwide market success is to provide quality products in a highly responsive manner and at the most effective price. It is becoming increasingly apparent that an environment of competing supply chains is emerging in the global market. Supplier participation in our efforts to establish a competitive supply chain is essential. Contributions from our supply base should include the following:

- Increasing administrative effectiveness
- Maintaining a technological edge within your discipline
- Seeking to continuously improve methods and performance
- Staying focused on exceeding customers’ expectations and/or requirements for Ferro customers
- Maintain a culture of continuous improvement

The growth opportunities are many and they are at our fingertips – join us in our success. If you are interested in becoming a supplier with Ferro, please complete the following forms and return them to Ferro as indicated.


Matthew F. Kajfez
Chief Procurement Officer



Indirect Materials / Services – Commodity Check List

Supplier Name: _____

Telephone Number: _____

Contact Name: _____

Fax Number: _____

Address: _____

E-mail Address: _____

City, State, Zip: _____

*** Please check the commodity areas of serious interest to your organization.*

COMMODITY

- Advertising-General
- Banking-Payment Systems
- Banking-Other
- Canteen & Catering Food Service
- Communications - Fixed
- Communications - Mobile
- Communications - Equipment
- Communications - Other
- Contract Services on Site-Instrumentation/Controls
- Contract Services on Site-Electrical
- Contract Services on Site-Grounds Keeping
- Contract Services on Site-HVAC
- Contract Services on Site-Janitorial
- Contract Services on Site-Masonry
- Contract Services on Site-Mechanical
- Contract Services on Site-Security
- Contract Services on Site-Other
- Custom Processing
- Equipment-Blending
- Equipment-Chemical Processing
- Equipment-Dry Material Handling
- Equipment-Dust Collection
- Equipment-Heat Treating/Melting
- Equipment-Laboratory
- Equipment-Milling/Grinding/Classifying
- Equipment-Mobile Equipment (lifts/sweepers/etc)
- Equipment-Office
- Equipment-Packaging

COMMODITY

- Equipment-Utilities (power/water/air/etc)
- Equipment-Waste Water Treatment
- Equipment-Weighing & Batching
- Equipment-Wet Material Handling
- Equipment-Other
- Insurance-Health
- Insurance-Life
- Insurance-Property
- Insurance-Other
- IT-Hardware
- IT-Software
- IT-Other
- Laboratory Testing Services
- Packaging-Drums
- Packaging-Labels
- Packaging-Bags
- Packaging-Pails/Cans
- Packaging-Pallets
- Packaging-Other
- Printing & Stationery
- Professional Services-Energy Mgmt.
- Professional Services-Engineering
- Professional Services-Finance/Audit
- Professional Services-IT
- Professional Services-Legal
- Professional Services-Out Placement
- Professional Services-Recruiting
- Professional Services-Univ. Research

COMMODITY

- Professional Services-Other
- Supplies-Electrical Parts/Supplies
- Supplies-Filters
- Supplies-Lab Supplies
- Supplies-Mechanical Parts/Supplies
- Supplies-Office Supplies
- Supplies-Refractory
- Supplies-Safety Supplies
- Supplies-Uniforms
- Supplies-Other
- Temporary Staffing-Factory
- Temporary Staffing-Office
- Temporary Staffing-Other
- Transportation-Air Freight
- Transportation-Lease Automobiles
- Transportation-LTL
- Transportation-Ocean Freight
- Transportation-Small Parcel
- Transportation-TL
- Transportation-Other
- Travel-Agencies
- Travel-Auto Rental
- Travel-Other
- Utilities-Industrial Gases
- Waste Disposal-Hazardous
- Waste Disposal-Non-hazardous
- Other (specify below):

**** Attach your business card to your completed checklist and return it to Phyllis Limpert at the address below.**



Raw Materials – Commodity Check List

Supplier Name: _____
Contact Name: _____
Address: _____
City, State, Zip: _____

Telephone Number: _____
Fax Number: _____
E-mail Address: _____

** Please check the commodity areas of serious interest to your organization.

- | <u>COMMODITY</u> | <u>COMMODITY</u> | <u>COMMODITY</u> |
|---|--|--|
| <input type="checkbox"/> ABS | <input type="checkbox"/> Cerium Lanthanum Oxide | <input type="checkbox"/> Mediums |
| <input type="checkbox"/> Acetone | <input type="checkbox"/> Cerium Oxide | <input type="checkbox"/> Methanol |
| <input type="checkbox"/> Acetonitrile | <input type="checkbox"/> Cerium RE Chloride | <input type="checkbox"/> Methyl Acrylate |
| <input type="checkbox"/> Acrylate | <input type="checkbox"/> Cerium RE Fluoride | <input type="checkbox"/> Methyl Chloride |
| <input type="checkbox"/> Adiponitrile | <input type="checkbox"/> Cerium RE Oxide | <input type="checkbox"/> Mica |
| <input type="checkbox"/> Alkylate | <input type="checkbox"/> Chlorine | <input type="checkbox"/> Molybdenum Tri & Dioxide |
| <input type="checkbox"/> Alum Nitrate Acid | <input type="checkbox"/> Chopped Strand Fiberglass | <input type="checkbox"/> Mono Ammonium Phosphate |
| <input type="checkbox"/> Aluminium Chemicals | <input type="checkbox"/> Chrome Oxide | <input type="checkbox"/> Mono Ethyl Ethers |
| <input type="checkbox"/> Aluminium Chloride | <input type="checkbox"/> Clays | <input type="checkbox"/> Mono Methyl Ethers |
| <input type="checkbox"/> Aluminium Flake | <input type="checkbox"/> Cobalt Materials | <input type="checkbox"/> Neodymium Carbonate |
| <input type="checkbox"/> Aluminium Metal Powder | <input type="checkbox"/> Copper Metal Powder | <input type="checkbox"/> Neodymium Chloride |
| <input type="checkbox"/> Aluminium Paste | <input type="checkbox"/> Copper Nitrate | <input type="checkbox"/> Neodymium Oxide |
| <input type="checkbox"/> Aluminium Powder | <input type="checkbox"/> Copper Oxide | <input type="checkbox"/> Nepheline Syenite |
| <input type="checkbox"/> Amide Slip Agent | <input type="checkbox"/> Copper Sulfate | <input type="checkbox"/> Nickel Carbonate |
| <input type="checkbox"/> Amides | <input type="checkbox"/> Coupling Agent | <input type="checkbox"/> Nickel Catalyst |
| <input type="checkbox"/> Amines | <input type="checkbox"/> Cycloaliphatic Epoxy | <input type="checkbox"/> Nickel Hydroxide |
| <input type="checkbox"/> Ammonia | <input type="checkbox"/> Dibutyl Tin Oxide | <input type="checkbox"/> Nickel Metal Powder |
| <input type="checkbox"/> Ammonium Hydroxide | <input type="checkbox"/> Diffusant | <input type="checkbox"/> Nickel Oxide |
| <input type="checkbox"/> Ammonium Meta and Para Tungstate | <input type="checkbox"/> Dispersants | <input type="checkbox"/> Nickelous Chloride Hexahydrate |
| <input type="checkbox"/> Ammonium Meta and Poly Vanadate | <input type="checkbox"/> Ditridecyl Thiodipropionate | <input type="checkbox"/> Nitric Acid |
| <input type="checkbox"/> Ammonium Nitrate | <input type="checkbox"/> Dolomite | <input type="checkbox"/> Nobium Pentoxide/Chloride |
| <input type="checkbox"/> Amyl Acid Phosphate | <input type="checkbox"/> Dye | <input type="checkbox"/> Nylon |
| <input type="checkbox"/> Antimony Trioxide | <input type="checkbox"/> Epoxy Resin | <input type="checkbox"/> Octyl Acid Phosphate |
| <input type="checkbox"/> Anti-Foamer | <input type="checkbox"/> Ethanol | <input type="checkbox"/> Olefin |
| <input type="checkbox"/> Anti-Oxidant | <input type="checkbox"/> Ethylene Vinyl Acetate | <input type="checkbox"/> Organic Acids |
| <input type="checkbox"/> Barium Carbonate | <input type="checkbox"/> Ethyl Cellulose | <input type="checkbox"/> Organic Carbonates |
| <input type="checkbox"/> Barium Chloride | <input type="checkbox"/> Fatty Acid | <input type="checkbox"/> Organic Peroxide |
| <input type="checkbox"/> Barium Fluoride | <input type="checkbox"/> Flame Retardant | <input type="checkbox"/> Oxalic Acid |
| <input type="checkbox"/> Barium Hydroxide Monohydrate | <input type="checkbox"/> Formaldehyde | <input type="checkbox"/> Oxo Alcohols |
| <input type="checkbox"/> Barium Sulfate | <input type="checkbox"/> Glycol | <input type="checkbox"/> Paraffins (C14/C16) |
| <input type="checkbox"/> Barium Titanate | <input type="checkbox"/> Gold | <input type="checkbox"/> Phenol |
| <input type="checkbox"/> Bastnasite Concentrate | <input type="checkbox"/> Gum Arabic | <input type="checkbox"/> Phosphine |
| <input type="checkbox"/> Bentonite | <input type="checkbox"/> Hectorite | <input type="checkbox"/> Phosphite |
| <input type="checkbox"/> Benzene | <input type="checkbox"/> Hydrazine Hydrate | <input type="checkbox"/> Phosphoric Acid |
| <input type="checkbox"/> Biocide | <input type="checkbox"/> Hydrochloric Acid | <input type="checkbox"/> Phosphorus Chloride |
| <input type="checkbox"/> Bismuth Citrate | <input type="checkbox"/> Hydrogen Peroxide | <input type="checkbox"/> Phthalic Anhydride |
| <input type="checkbox"/> Bismuth Metal | <input type="checkbox"/> Iron Oxide | <input type="checkbox"/> Pigment |
| <input type="checkbox"/> Bismuth Trioxide | <input type="checkbox"/> Iron Phosphate | <input type="checkbox"/> Pigment Pearlescent |
| <input type="checkbox"/> Boron Materials | <input type="checkbox"/> Isobutylene | <input type="checkbox"/> Pine Oil |
| <input type="checkbox"/> Borosilicate | <input type="checkbox"/> Isopar | <input type="checkbox"/> Plasticizer |
| <input type="checkbox"/> Butadiene Styrene Ethylene Resin | <input type="checkbox"/> Kaoline | <input type="checkbox"/> Platinum |
| <input type="checkbox"/> Butvar | <input type="checkbox"/> Lattice Cellulose | <input type="checkbox"/> Pluronic |
| <input type="checkbox"/> Butyl Alcohol | <input type="checkbox"/> Lead Metal | <input type="checkbox"/> Polyethylene |
| <input type="checkbox"/> Butyl Carbitol | <input type="checkbox"/> Lead Oxide | <input type="checkbox"/> Polyethylene Oxidized |
| <input type="checkbox"/> Butyl Chloride | <input type="checkbox"/> Lithium Carbonate | <input type="checkbox"/> Polypol |
| <input type="checkbox"/> Cadmium Chemicals | <input type="checkbox"/> Lithium Salts | <input type="checkbox"/> Polypropylene Prime |
| <input type="checkbox"/> Calcium Carbonate | <input type="checkbox"/> Magnesium Carbonate | <input type="checkbox"/> Polypropylene Copolymer Prime |
| <input type="checkbox"/> Calcium Fluoride (Fluorspar) | <input type="checkbox"/> Magnesium Fluoride | <input type="checkbox"/> Polypropylene Homopolymer Reprocessed |
| <input type="checkbox"/> Calcium Hydroxide | <input type="checkbox"/> Magnesium Oxide | <input type="checkbox"/> Polypropylene Homopolymer Wide Spec |
| <input type="checkbox"/> Calcium Nitrate | <input type="checkbox"/> Malic Acid | <input type="checkbox"/> Polystyrene |
| <input type="checkbox"/> Cerium Hydrate | <input type="checkbox"/> Manganese (Di)oxide | <input type="checkbox"/> Polyvinyl Chloride |
| <input type="checkbox"/> Cerium Lanthanum Carbonate | <input type="checkbox"/> Manganese Carbonate | <input type="checkbox"/> Potassium Carbonate |
| <input type="checkbox"/> Cerium Lanthanum Fluoride | <input type="checkbox"/> Manganous Chloride Tetrahydrate | <input type="checkbox"/> Potassium Feldspar |

Continued on next page.



Raw Materials – Commodity Check List – continued

COMMODITY

- Potassium Hydroxide
Potassium Nitrate
Potassium Silico Fluoride
Potassium Sulfate
Praseodymium Oxide
Propylene Carbonate
Propylene Oxide Methyloxirane
PVP
Rhodium Oxide
Ruthenium Dioxide
Rutile Flour
SAN
Silica - Amorphous
Silica - Crystalline
Silicon Dioxide Hydrate
Silicon Metal
Silicone
Silver Metal Powder
Silver PM Alloy
Sodium Aluminate
Sodium Carbonate
Sodium Citrate
Sodium Erythorbate
Sodium Feldspar
Sodium Fluoride
Sodium Hexa Meta Phosphate
Sodium Hydrosulfide
Sodium Hydroxide (caustic soda)
Sodium Hypochlorate
Sodium Metal

COMMODITY

- Sodium Molybdate
Sodium Nitrate
Sodium Silicate
Sodium Silico Fluoride
Sodium Tri Poly Phosphate
Solvents - Misc
Soybean Oil
Spodumene
Stearyl Alcohol
Strontium Carbonate
Strontium Hydrate
Styrene Monomer
Surfactants
Talc
Tallow
Tantalum Oxide
Tecsol
Tellurium Oxide
Terpineol
Texanol
Thixatrol
Tin Oxide
Titanium Dioxide - Anatase
Titanium Dioxide - Hitox
Titanium Dioxide - Rutile
Titanium Ethoxide
Titanium Hydrate
Titanium Oxychloride
Titanium Tetrachloride
Toluene

COMMODITY

- TPU
Trific Acid
Trimellitic Anhdride
Triphenyl Phoshpate
Tungsten Metal Powder
Tungsten Oxide
Unsaturated Polyester
UV Stabilizer
Vanadium Pentoxide
Wax
Wollastonite
Yttrium Oxide
Zeolite
Zinc Barium Sulfate
Zinc Borate
Zinc Fluoride
Zinc Metal
Zinc Ore
Zinc Oxide
Zinc Selenite
Zinc Sulfate
Zinc Sulfide
Zircon Flour
Zircon Micronized
Zircon Sand
Zirconium Dioxide / Carbonate
Other – please specify in spaces below

Horizontal lines for specifying other commodities.

** Place mail your business card and completed sheet to the attention of Phyllis Limpert at the address listed below.