

Many American Manufacturers are Selling into International Markets So Can You with ThomasGlobal.com



Every day qualified industrial buyers from around the world are searching online for industrial products including raw materials, machinery, cleaning products and more.

With a strong presence on ThomasGlobal.com, you can:

- **Expand into new sales territories**
Find new markets for your existing products and services.
- **Tap into emerging markets**
Take advantage of opportunities presented by rapidly developing economies (RDEs).
- **Reduce dependence on existing markets**
Protect your company against the risk of decline in domestic sales.

ThomasGlobal.com is a vertical destination site that connects industrial buyers around the world with suppliers of industrial products.

"ThomasGlobal.com's international reach helps attract new international customers."

*Chris Parlee
Bemis Associates
Shirley, MA*

"ThomasGlobal.com has provided us global sales leads that we would not have been able to obtain elsewhere."

*Carol Karr
Terry Laboratories
Melbourne, FL*

Examples of Companies Using ThomasGlobal.com to Get New Customers Worldwide

Company	Products
Metallized Carbon Corp. Ossining, NY	Carbon/graphite self-lubricating materials and electrical components
MicroGroup, Inc. Medway, MA	Stainless steel and exotic alloys, small diameter tubing and accessories
Parker Hannifin - Instrumentation Group Cleveland, OH	Adapters, bars and rods, bearings, bushings, connectors
Skinner Power Systems Erie, PA	Single steam turbines for mechanical and generator applications
Smalley Steel Ring, Co. Lake Zurich, IL	Spiral retaining rings and wave springs

Reach Buyers for Your Products Around the World

ThomasGlobal.com gives qualified buyers in more than 28 countries the most direct route to North American suppliers. That's why more than 7.5 million industrial buyers come to ThomasGlobal.com each year to find industrial products.

Major Companies Source for the Products They Need on ThomasGlobal.com

3M	Hess	Pepsi
BASF	Hewlett-Packard	Pfizer
Black & Decker	Honeywell	Pratt & Whitney
Boeing	IBM	Procter & Gamble
Bristol Myers Squibb	Intel	Raytheon
Coca-Cola	ITT	Rolls Royce
Daimler-Chrysler	John Deere	Shell
Dell	Komatsu	Siemens
DuPont	Konica	Sony Europe
Exxon-Mobil	Maytag	Sunoco
Ford	Mazda	Tyco
General Electric	MCI	Unilever
Grainger	Merck	Xerox
Halliburton	Parker Hannifin	And More...

ThomasGlobal.com Has the Buyers You're Looking For

Industrial buyers who come to ThomasGlobal.com aren't just browsing online. They're taking millions of "conversion actions" that bring them closer to a buying decision, including:

- Clicking on a company profile link
- Linking to a supplier website
- Viewing online product catalogs
- Contacting a company by e-mail
- Sending a company an RFQ or RFD

"ThomasGlobal.com offers the most complete information to source industrial products and services. We use it every day as it fully responds to our requirements."

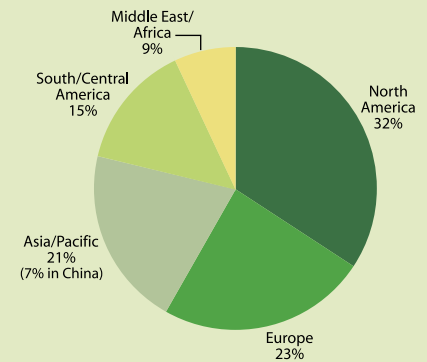
*Gregory Costarides & Co.
Athens, Greece*

"I used ThomasGlobal.com and found several U.S. companies who manufacture suction cups and bought 5 FDA approved pieces."

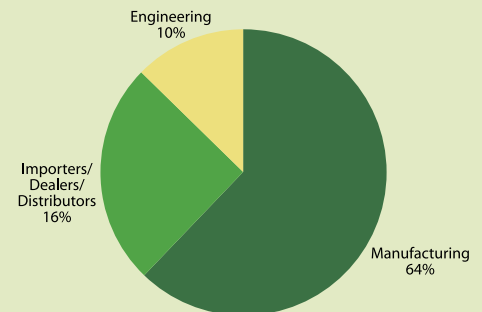
*Mechanical Engineering Office
Lattakia, Syria*

The ThomasGlobal.com Audience: Basic Facts

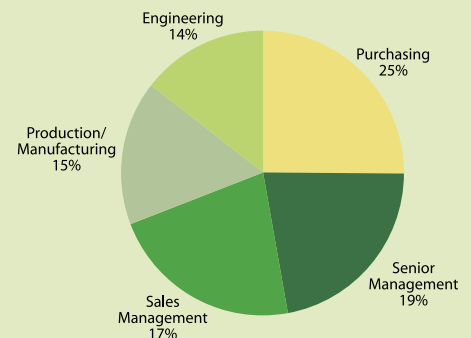
By Geographic Region:



By Industry:



By Job Function:

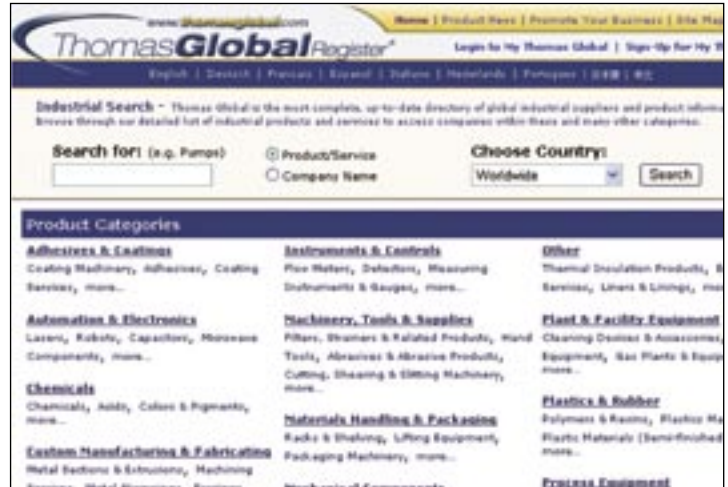


ThomasGlobal Will Help You Grow Your Business Internationally

Get Found Online with Priority Placement on ThomasGlobal.com

List your company in your choice of 11,000 industrial product categories – and get a strong global Internet presence.

On ThomasGlobal.com, qualified buyers for what you sell will be able to easily search and find your company, gather information about your products, and contact you when they're ready to buy.



Grow your business globally with ThomasGlobal.com

Get More Leads by Marketing Your Products in Their Language

You can have your ThomasNet.com company profile or pages from your company's website translated into your choice of 8 different languages:

- Simplified Chinese
- Dutch
- French
- German
- Italian
- Japanese
- Brazilian Portuguese
- Spanish

ThomasGlobal provides expert translation, working with professionals who specialize in translating for marketing purposes – not simply word-for-word translations.

Whether you have your company profile or pages from your website translated, ThomasGlobal.com users will be able to search for your products in their native language – making them more likely to contact you. Your website and the opportunity to send you an RFQ is only a click away from your ThomasGlobal.com listings.

Your translated online marketing content will save time for international buyers who prefer to:

- Source products online rather than call countless regional distributors
- Purchase large quantities directly from manufacturers

An Integral Part of Your International Marketing Strategy

Your ThomasGlobal program works in conjunction with your other international marketing initiatives – such as trade shows and magazine ads – to help you get new customers and increase sales.



ThomasGlobal.com in French



ThomasGlobal.com in Spanish



ThomasGlobal.com in Japanese

Open New Markets and Increase Sales – Be a Part of ThomasGlobal.com Today

Find out how ThomasGlobal can help your company get found by qualified industrial buyers worldwide and grow your business, today:

- Contact your local ThomasNet representative
- Or call 1-800-879-6757

 **ThomasNet.com**TM
We Bring You Good Customers