



# Quality buyers



Theo Knöpker and Paul Geilen

## Furthermore, Rubber Resources Purchasers:

- streamline transport and distribution
- are aware of environmental issues
- invest in long-term relationships with suppliers

### Purchasing division

Theo Knöpker and Paul Geilen are the busy force behind Rubber Resources' purchasing division. Their credo is obvious: sales earn, purchasing makes profit.

Their main concern in purchasing is quality; quite understandable, because almost 90% of the product's quality is predefined during the phase of strict and smart purchasing activity.

### Suppliers become partners

Rubber Resources' purchasing division tries to elevate relationships by establishing partnerships with their suppliers. These partnerships are often long-term. Partnership offers several advantages, such as valuable market information, quality assurance, in-time delivery and special rates.