

Chemion Logistik and Lanxess expand their business relationship

Leverkusen, June 15, 2010. German speciality chemicals group Lanxess expands its business relationship with Chemion in the field of rented ground conveyors. Chemion had successfully participated in a competitive request for proposal offering ground conveyors for rent and pertinent services. As a result, Lanxess and Chemion concluded a seven-year contract. The main reasons for Lanxess to opt for Chemion were a good price-performance ratio and the combination of equipment renting and other individual services.

„The purpose of the request for proposal was to find a reliable and competent partner for ground conveyor renting and to achieve a good price-performance ratio“, says Gabriela Vondran, Contract Logistics Procurement at Aliseca GmbH. As the group’s service provider the 100 percent subsidiary of Lanxess AG had launched the request for proposal for nearly 90 ground conveyors. Chemion won the request for proposal in the first quarter of 2010. Next was the specification of the offer for the requested ground conveyors. Following successful negotiations the two partners signed a seven-year contract in April. Gabriela Vondran: „Chemion has convinced us with its comprehensive offer including not only equipment renting but also the use of additional services.“

Among these services are both execution of management tasks and operative services: Thus, for example, Chemion conducts progress control and organisation of scheduled inspections and co-ordinates damage rectification in the case of breakdown of equipment. The service provider’s tasks also include the support of the charging stations at the production sites, including maintenance as well as data management and documentation of the fleet management system. If required, Chemion installs or removes for Lanxess special and accessory forklift equipment, carries out repair work within 48 hours and takes care of recycling and proper disposal of used equipment, used tires or batteries. With these services Chemion relieves its client and guarantees a smooth running of processes at the facilities in Leverkusen, Dormagen und Uerdingen. „Our services help the Lanxess staff to better focus on its daily operations“, says Angelo Lombardo, Head of ground conveyor fleet management at

Chemion. „We are glad that the new contract allows us to expand and further strengthen our successful business relationship with Lanxess.“

Chemion Logistik GmbH

As a complete supplier Chemion Logistik GmbH covers the whole spectrum of logistical services in the chemical industry and associated sectors. As a specialist in dealing with hazardous materials and dangerous substances Chemion makes equipment and infrastructure available and offers warehouse, handling, transport and value-added services, management, operating units related to production logistics as well as training services. This makes the company a particularly interesting partner for companies from the chemical industry and associated sectors. Yet also companies from other sectors count among Chemion's customers and benefit from the many years of experience acquired by the company's approx. 1,070 employees. The company has subsidiaries in Leverkusen, Dormagen, Krefeld and Duisburg. In 2009 Chemion generated a turnover of 114 million Euros. www.chemion.de

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