

## BUSINESS CASE Solventis



**Excellent HSE standards**  
**Flexibility**  
**Reliability**

**SOLVENTIS**  
WORLD CLASS CHEMICAL SOLUTIONS

**Port of  
Antwerp**

## Worldwide distribution of chemicals via the Port of Antwerp

Solventis, a worldwide distributor of petrochemical solvents and monomers, annually imports and exports 100,000 mt of petrochemical solvents from around the world to destinations in Europe, Africa, the Middle East and the Americas. For Solventis being able to **offer a truly personal service**, combined with highly competitive prices is key.

By using Antwerp as its central hub and working with the expert logistics operators from the port's

renowned chemical cluster, Solventis has been **able to offer a reliable, efficient and flexible service to its customers.**

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**Antwerp's service providers offer us the flexibility required to be successful in our business**

### COMPANY PROFILE SOLVENTIS

- Distributor of petrochemical solvents and monomers
- Turnover > USD 130 million
- Offices in UK and Belgium
- Imports/exports to 30+ countries worldwide
- Annual volumes handled: 100,000 mt

[www.solventis.net](http://www.solventis.net)  
[www.portofantwerp.com](http://www.portofantwerp.com)

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## Challenge

Deliver high-quality products in a demanding market

### → CUSTOMER EXPECTATIONS

In a highly competitive market, the chemicals traded by Solventis must be delivered to its EMEA and Americas customers quickly.

### → SAFELY HANDLING HAZARDOUS CARGO

The company distributes chemical and hazardous products, which requires qualitative and safe handling. Solventis was looking for partners in the ARA range implementing excellent safety and quality standards for both storage and drumming of its products.

### → SPACE TO GROW

Solventis started its activities in 2002 and has an ambitious growth strategy. The company therefore needs supply chain partners that can cope with this future growth.

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## Solution

The Port of Antwerp and its flexible service providers

### → EFFICIENT LOGISTICS PARTNER

Solventis is able to guarantee very short lead times to its customers as service provider Talke offers a very fast and flexible execution from the moment the products are ordered to getting the drums prepared for container shipment. Talke also handles all customs procedures and, as far as capacity is concerned, added a new drumming line recently.

### → EXCELLENT CONNECTIVITY

Antwerp offers the largest number of regular container services of all the ARA ports to EMEA and the Americas, Solventis' destinations.

### → BEST SAFETY AND QUALITY STANDARDS

Antwerp hosts Europe's No.1 chemical cluster, with many specialised service providers with decades of experience in the sector. Talke handles the storage, drumming and container stuffing activities for Solventis, respecting the highest quality and safety standards.

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## Result

Success in a competitive market

### → RELIABLE SUPPLY

Talke's fast and flexible execution and the excellent connectivity with worldwide destinations allow Solventis to guarantee a reliable and quick supply to its customers.

### → SAFE HANDLING

Solventis has a very good safety record: there have been no incidents during its history at the port.

### → EXPANSION AND A GLOBAL BUSINESS

Through its cooperation with Port of Antwerp and Talke, amongst other reasons, Solventis has been able to build a global business in a little over 10 years.

## Supply chain



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