

## Press release

### IMCD and TALKE Group consolidate partnership

**Cologne, Hürth, 09<sup>th</sup> December 2010.** IMCD Deutschland GmbH & Co KG and ALFRED TALKE GmbH & Co. KG have just signed a new contract to continue and strengthen the working relationship that has existed between the two companies over the past 35 years. Reflecting the successful growth of the Cologne-based chemical specialist, IMCD and TALKE had already extended their partnership in November 2009 to include distribution logistics in the Benelux region.

As lead logistics provider TALKE undertakes a diverse range of activities on behalf of IMCD, including not only inbound, outbound and direct shipments (inbound = from factory to distribution centre; outbound = from distribution centre to final consignee; direct = from factory to final consignee) but also complex logistic solutions such as the drumming and bagging of chemicals and pharmaceuticals.

Each year, TALKE handles around 31,000 consignments on behalf of IMCD at its logistic centres in Hürth, the Cologne suburb of Niehl and in Zwijndrecht (Belgium). These range from small (20kg) to FTL (Full Truck Load) and LTL (Less than Truck Load) deliveries and consist of one or more of 2,000 different food and pharmaceutical product lines, including some that are even classified as hazardous goods. A designated laboratory at Hürth is responsible for constant monitoring of IMCD products to ensure that there is no quality loss for the end customer due to prolonged storage.

As on the previous occasion in 2009, TALKE emerged as the candidate of choice during the tendering process with its sustainable supply chain concept.

Frank Schneider, Managing Director at IMCD Deutschland GmbH & Co KG: "We are delighted that we have once again opted for TALKE's services during this round of tendering, as indeed so many times in the past. We look forward to continuing our longstanding partnership well into the future. In the bidding process, TALKE showed us that there is even more scope for optimising our business processes and for maintaining top levels of service while continuing along a path of growth."

One particularly attractive aspect of the TALKE bid was the potential it offered for IT integration and the high level of service performance that would flow from a linkup between Talke's own SAP-based ATOS (Alfred Talke Operations System) and IMCD's PeopleSoft system. This has been used in business with IMCD since 2007 and provides fully automatic transmission of orders and status reports as well as barcode-supported goods handling.

In addition to business operations at its main site in Hürth, TALKE has been supporting IMCD since 2008 at its site in Zwijndrecht (Belgium) with the handling of various product lines for strategic markets supplied by IMCD subsidiaries in the UK, France, Spain and Portugal.

**IMCD Group** IMCD Group is a leading network of companies with a global presence, specialising in the marketing, sales and distribution of specialty chemicals, food and pharmaceutical ingredients. IMCD's international network of selected warehouses and distribution centres operates throughout the whole of Europe, as well as in Morocco, South Africa, Asia, Australia and New Zealand. Transportation and warehousing is managed by logistics experts and carried out in compliance with the highest quality, safety and environmental standards.

**TALKE Logistic Services** The TALKE group, established in 1947, is a leading logistics service provider to the chemical and petrochemical industry in Europe, the GCC and Asia. With its origins in the transport and warehousing of chemical products, over the years TALKE developed into an integrated service partner for modern outsourcing and contract logistics solutions. The family owned and operated company presently employs more than 1600 people in a network of 24 locations in Europe, the Middle East and Asia. TALKE also designs constructs and operates on-site logistics centres integrated in the chemical production plants of its clients.

**Press Contact:**

ALFRED TALKE GmbH & Co. KG

Andreas Riem

Max-Planck-Straße 20

50354 Hürth

Germany

Tel: + 49 (0)2233 599-514

Fax: + 49 (0)2233 599-103

E-mail: [andreas.riem@talke.com](mailto:andreas.riem@talke.com)

Web: [www.talke.com](http://www.talke.com)