

## Press Release

### TALKE extends dry bulk activities by taking over HOYER-TALKE

**TALKE Logistic Services acquires 50 per cent share of HOYER in mutual joint venture \* Acquisition strengthens the significantly growing international dry bulk business**

**Huerth, August 17, 2006.** The ALFRED TALKE GmbH & Co. KG, headquartered in Huerth, Germany, has acquired the entire corporate share contingent of Hoyer GmbH, Hamburg in the mutual joint venture HOYER-TALKE GmbH & Co. KG, Huerth as of August 1<sup>st</sup>. With this step, the company specialized in chemical logistics further extends its dry bulk activities and reacts to the significantly growing international demand on this field. For Hoyer, the sale of its shares means yet another move within its strategic reorientation and concentration on defined focus areas of business. The price of the transaction was not disclosed.

HOYER-TALKE had been founded in July 2001 as a joint venture with 50 per cent shares of both companies in order to leverage synergies for the customers originating mainly from the chemical industry. The specialist for logistics of granulates and powders belongs to the leading service providers in Europe. Its services mainly comprise transportation in dry bulk road tankers and containers within their own European-wide network.

HOYER-TALKE operates a fleet of more than 300 dry bulk road tankers as well as approximately 1,000 containers. In addition to this, the company offers the storage of dry bulk products in silo containers. Hans Jürgen Becker, having joined as business area manager in February this year, will continue his work in this position.

Thomas Hoyer, managing shareholder of the Hoyer Group, comments on the sale of shares: "The joint venture has been operating very successfully. By founding it we already initiated the reorientation to the field of dry bulk transports. The sale of our shares is just another consequent step in pursuing our company's strategy.

Armin Talke, managing shareholder of TALKE Logistic Services, explains the share acquisition as follows: "The joint venture has strengthened our capabilities relating to our customers. Dry bulk activities are a strategic business area on which we grow fast, on a national as well as on an international basis. By taking over HOYER-TALKE completely, we are now able to offer our customers silo transports together with complementary services like storage or handling as integrated one-stop solutions."

The family owned company **HOYER** was founded in 1946. It is specialised in transport, warehousing and handling of liquids, granulates and powders as well as liquid gases, tank cleaning, container repair and maintenance and logistics consulting. In these fields Hoyer comprises of deep logistics know how. HOYER´s sector related business units develop and implement complex solutions in European and global bulk logistics mainly for the chemical, oil, food and gas sector.

The company comprises of depots, hubs, terminals, tank cleaning facilities, sewage treatment facilities and repair shops in the most important industry centers in Europe and Overseas as well as tank and silo warehouses and filling facilities. The HOYER Group employs 4,631 people and is represented globally by owned affiliates and agents as well as numerous branch offices and satellite stations in Germany. In 2005 revenues reached 811 million Euro.

**TALKE Logistic Services**, headquartered in Huerth near Cologne, Germany, offers bulk and dry bulk transportation, logistics solutions such as warehousing, packaging and handling, engineering and construction of entire logistics facilities as well as technical services, e. g. tank cleaning and repair services. The Logistic Solutions business unit is specialised on planning and construction of logistic facilities.

The company, now run by the second and third generation of the family, is committed to become the preferred supplier of logistic solutions for the European chemical industry. This aim shall be reached by geographical expansion, exploration of new business fields and investments, mainly in the training of employees, IT competence and logistic infrastructure. TALKE employs more than 800 people on 15 locations in Europe and the Gulf States.

**For photos please visit:** [www.talke.com](http://www.talke.com)

**Press contact:**

ALFRED TALKE GmbH & Co. KG  
Andreas Riem  
Max-Planck-Strasse 20  
D 50354 Huerth  
Phone: + 49(0)2233 599-514  
Fax: + 49(0)2233 599-103  
E-Mail: [andreas.riem@talke.com](mailto:andreas.riem@talke.com)  
[www.talke.com](http://www.talke.com)

HOYER GmbH  
Sylvelin Reif  
Wendenstrasse 414 - 424  
D 20537 Hamburg  
+49(0)40 210 44-416  
+49(0)40 210 44-405  
[sylvelin.reif@hoyer-group.com](mailto:sylvelin.reif@hoyer-group.com)  
[www.hoyer-group.com](http://www.hoyer-group.com)