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## CHEMICALS - PETROCHEMICALS

*What do the agri-food, automobile and pharmaceutical industries have in common?*

*They all depend on the Chemicals/Petrochemicals sector, an activity with major impact on the European economy. Today, the sector has to face demanding challenges in terms of quality and safety, particularly for distribution and logistics.*

# The challenges of a **changing** sector

**T**hree million jobs, a 45% trade surplus and 12% of the value added by industry as a whole: the Chemicals/Petrochemicals sector is vital for the European economy. With 600 billion euros of sales generated each year by the 25 European Union countries (source: CEFIC/Eurostat), this sector of activity is today at a strategic turning-point, related to four major issues:

- Rapid development in Central Europe, which is opening up new markets;
- Competition from new producers in Asia and the Middle East;
- Problems of competitiveness related to historical divisions in the sector;
- Growing pressure from environmental, safety and security issues which is

placing high demands on the trade of goods in this sector.

In view of this economic climate, chemicals and petrochemicals groups are reorganising, companies are merging, and production sites are restructuring.

### **Logistics partners: upholding safety standards**

As a result, chemicals and petrochemicals groups are completely redefining their distribution and logistics operations. They want back-up from logistics partners who can uphold this sector's quality and safety standards.

*"In this field, the Norbert Dentressangle Group – for which the sector amounts to more than 20% of sales – has developed a Quality certification, SQAS assessment (safety standards for the chemical industry) and ISO 14001*





*policy for its sites,” explains Jérôme Burtin, Sales Director of the Group’s Transport Division.*

*For example, Norbert Dentressangle handles Shell Lubricants’ distribution. Shell Lubricants is very demanding on safety – particularly the handling of barrels –, quality and deadlines. “Apart from the efficiency and reliability of picking and delivery processes carried out by Norbert Dentressangle, the quality and safety of the service is very important to us. We measure this via twice-yearly audits and performance indicators”, explains Frank Brichau, manager of Supply Chain Logistics North-West Europe for Shell Lubricants. “Today, we are satisfied with all of these different points.”*

The Norbert Dentressangle Group complies entirely with the quality and safety standards in force in the petrochemicals sector. A point confirmed by Dominique du Roy, Trucking Operations manager for Esso S.A.F., subsidiary of ExxonMobil, a long-standing promoter of safety issues in road transport: *“On numerous occasions, Norbert Dentressangle has accompanied us, and even preceded us, in implementing good practices in terms of staff behaviour and the use of new equipment.” “In terms of managing safety”, adds Paul P. Evertse, director of Logistics and Transport Procurement Europe, ExxonMobil Petroleum & Chemical, “the Group is considered one of the leaders in the sector in Europe.”*

A true guarantee of performance.



## ExxonMobil

*ExxonMobil, the world’s leading oil company, is also a top-tier petrochemicals player through its subsidiary, ExxonMobil Chemical. The latter produces olefins, polyolefins and aromatics. In Europe, ExxonMobil relies on Norbert Dentressangle to:*

- *transfer polymers between manufacturing and storage sites in France, Benelux and England, and to end customers in these same countries (over 150,000 tonnes/cu. m. handled yearly).*
- *manage, in England, the logistics and distribution of elastomers (70,000 tonnes/cu.m. handled yearly).*

*In France, for Esso, the Group loads up in warehouses, and transports and unloads at customer sites, around 300,000 cu.m. per year of petroleum products (automobile, aviation and domestic fuels), mainly in the North of France, Paris and the Mediterranean region.*

## Shell Lubricants

*Shell is the largest single-brand retailer within a worldwide network of service stations. On a global scale, Shell is involved in the operations of almost 50 refineries producing fuels and other petroleum products. In Europe, in the France and Benelux zone, Shell Lubricants sells lubricants for the automobile, hydroelectric, agrifood, and other industries. The Norbert Dentressangle Group distributes Shell lubricants in France:*

- *Reception at the Malesherbes warehouse of products from French, British and German plants.*
- *Storage, preparation and dispatch of more than 300 orders per day.*
- *Nationwide distribution of 120 tonnes daily to 260 clients.*
- *Custom packing of certain products.*