

Press release

QAPCO & QATOFIN entrust logistics operations in China to TALKE
A partnership that began with the construction and management of the QATOFIN logistics centre in Qatar takes a further positive step in China



Alfred TALKE, Managing Director TALKE Logistic Services, and Dr Mohd Al-Mulla signed the joint contract at a formal ceremony in Mesaieed, Qatar.

Mesaieed, Qatar/ Hürth, Germany, 24th November 2010. As part of their drive to increase business in China, the Qatar Petrochemical Company (QAPCO) and QATOFIN sat down in November to sign a long-term contract for the provision of logistics services in China with the Chinese-German TALKE joint venture, Kerry-TALKE Chemical Logistics.

QAPCO and QATOFIN are already established 4 representative offices in China. Kerry-TALKE's logistics centres, strategically located on the east coast of the country in Guangzhou, Shanghai and Qingdao, are to take on with immediate effect the handling and warehousing of polymers manufactured in production facilities belonging to QAPCO and QATOFIN, thus enabling them to supply customers more efficiently.

In 2007, when QATOFIN and TALKE signed a contract for the construction and operation of a logistics facility close to the production site in Mesaieed, this was the largest logistics contract that the TALKE Group had secured up to that time. Since the official completion of this project in August 2009, TALKE employees have been handling polymers from the adjacent production facilities. The signature of this latest contract means that QAPCO, QATOFIN and TALKE are expanding their cooperation and are bridging the gap in the supply chain between the Middle East and China.

At the signing ceremony held at the QAPCO site in Mesaieed (Qatar), all the partners expressed their satisfaction. QAPCO and QATOFIN General Manager Dr Mohd Al-Mulla: "We are privileged to sign this agreement today with TALKE, and look forward to a fruitful and mutually beneficial strategic business relation between our organisations. We are also confident that TALKE's track record of dedication and devotion to quality services and reliability will enable us to fulfil our customers' needs and expectations."

Abdulrahman Ali Al-Abdulla, QAPCO's Group Manager, Commercial & Marketing stated that this agreement is not just a regular partnership agreement, but it is considered a major milestone in QAPCO's & QATOFIN's history, and one of the biggest logistics contracts for the company. "Establishing QAPCO's & QATOFIN's logistics facility in China will definitely help us meet our customers' demands and expectations as these warehouses will enable QAPCO & QATOFIN to gain faster access to its customers in the region."

For his part, TALKE Managing Director Alfred Talke stressed the significance of the contract for the TALKE-Group: "Qatar marks a significant milestone for TALKE's development. It also makes a strong statement to our customers in the Middle East and the Arabian Gulf that they can rely on the TALKE group's capabilities anytime, and for any other big projects."

Qatar Petrochemical Company QAPCO is one of the leading producers of ethylene and polyethylene in the Middle East. It is seeking to develop this position and to increase its share of the world market. The company currently produces 800,000 tonnes of ethylene and 400,000 tonnes of polyethylene per year.

QATOFIN QATOFIN is a joint venture, founded in 2006, between the Qatar Petrochemical Company (Qapco), Total Petrochemicals of France and Qatar Petroleum. The long-term aim of this joint venture is to transform the Qatari polyethylene industry into a leading producer of LLDPE (Linear Low Density Polyethylene). The basis of this production lies in the extensive gas reserves of the sheikhdom.

TALKE Logistic Services Founded in 1947, the TALKE Group is a leading logistics service provider to the chemical and petrochemical industry in Europe, the Gulf States and Asia. With its origins in the field of transport and storage of chemical products, TALKE has since evolved into an integrated service partner for modern outsourcing and contract logistics solutions. The family-run company has a workforce of more than 1,600 permanent employees and sub-contractors in a network of 24 sites throughout Europe, the Middle East and Asia.

Photographic material can be found at: www.talke.com

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