

HOYER sets up Joint Venture in the Middle East

Business Line Supply Chain Solutions expands into Saudi Arabia

Hamburg, 13 December 2017 – HOYER is enlarging its operating activities in the Supply Chain Solutions (SCS) division of the Business Unit Chemilog through a joint venture in the Middle East. The logistics specialist has acquired 51 per cent of a Saudi company for this purpose. Further participants in the joint venture, trading under the name HOYER Middle East Ltd, are Petrochem Middle East FZE and Al Fahdah Al Arabia Trading Company Ltd with equal shares. It is the first filling and blending business of HOYER in Saudi Arabia, and therefore a significant step for the company to develop this growth market.

HOYER Middle East is currently building a new filling plant in Al-Jubail on an area of around 10,000 m², with four storage tanks, two blending tanks, two filling lines and a warehouse for palletised goods. Operations on the site will start in 2018. The filling plant's capacity will amount to approx. 30,000 to 50,000 metric tons per year. The Joint Venture pools the regional and international strengths of the two partners with the core competences of HOYER as an international logistics company specialising in handling dangerous goods. "HOYER Middle East will offer extensive blending, filling, bulk storage, quality testing and dispatch processing services, together with warehouse storage of palletised and non-palletised goods", says Ulrich Grätz, Global Director Supply Chain Solutions for HOYER and continues, "We are specialised in handling in dangerous goods and satisfy the highest international environmental, quality and safety standards." Menno Douwes Dekker, Managing Director Middle East & India for HOYER, adds, "It's the first professionally operated off-site blending and filling plant in Saudi Arabia, and therefore very attractive for chemicals producers with international operations. Furthermore, we can also offer international intermodal transport beyond the plant, because we collaborate closely with the HOYER Business Unit Deep Sea."

With the HOYER Middle East Ltd Joint Venture, SCS is consequently pursuing its strategic alignment to markets in the Middle East, Asia and the USA. The business line of the HOYER Group has been increasingly successful since its establishment, and is experiencing steady further expansion. SCS now operates at 16 locations in five countries, and has recorded a doubling of its order volume since 2008. This means this business line within the HOYER Group displays one of the strongest growing business activities in the Hamburg logistics company. SCS scores points through the expertise of the HOYER Group in the logistics and handling of dangerous goods, and brings this know-how into its comprehensive, customer-oriented portfolio of services: on-site and off-site logistics, filling, blending, handling of liquid dangerous goods, dry-bulk logistics, the operation of intermodal and dangerous goods terminals, and planning support for change management projects in plants. The utilisation of synergies, efficiency and transparency are important values in this respect.

About the HOYER Group:

HOYER, a traditional independent family business, has been one of the world's leading bulk logistics providers since 1946. As a specialist, it has extensive know-how in the provision of complex services, and has special customer proximity. It develops and implements comprehensive solutions in European and worldwide bulk logistics, particularly in the chemical, food, gas and petroleum industries. For this, 6,100 employees in more than 115 countries support clients with well-thought-out logistics solutions to make them even more successful in their respective markets. HOYER owns around 2,400 trucks, 2,900 road tankers, 41,200 IBCs, 37,300 tank containers and numerous logistics installations with depots, cleaning plants and workshops.

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