



Refiner & Supplier of High Performance Speciality Hydrocarbons

Total Chemical Logistics Solution

Customer Profile

The client is a leading European refiner and supplier of high performance speciality hydrocarbons, speciality chemicals and advanced automotive fluids including screenwash, de-icer and brake fluid, as well as supplier of the world's most advanced racing fuels. In total each year they move in excess of one million tonnes of product around the world each year and spend in excess of £16 million on logistics.

The Customer's Challenge

Following a strategic review of its operations, the company determined that logistics was not a core business strength. Supply chain excellence and flexibility was a priority in an increasingly competitive environment while at the same time supporting an ambitious growth strategy. The business is multi-faceted and complex, each business unit having different multi-modal requirements and load sizes from 25 litre cans to 10,000 tonne shiploads.

Agility's Solution

Agility worked closely with the client to analyze in detail what their service requirements were and what the current logistics picture looked like. Agility quickly defined a number of modal improvement projects and put in place an operating structure to ensure rapid delivery of service and commercial gains. As an independent logistics provider, Agility was able to develop the optimum solution for each element of the supply chain to the client's specific benefit.

Agility's scale and presence in the market presented an opportunity to leverage previously unavailable procurement savings. Our knowledge and processes have raised the profile of the entire logistics operation. Outsourcing this function has enabled the client to pursue its ambitious growth strategy and provided the company with significant competitive advantage, including projected cost savings of over £1 million and the improvement of its service package to customers.

Since the beginning of the project, Agility has totally redesigned bulk transport services and taken onboard all global bulk and container shipping operations. Management systems for all other logistics activities have now been implemented. Agility has delivered further integration and coordination projects to gain additional optimization benefits across the breadth of the supply chain.



Client's Perspective

"Agility has brought its logistics and supply chain skills, competencies and leverage to every part of our business, challenging all aspects of our logistics function. The company has changed the paradigms and thinking of our existing logistics operations and has delivered tangible and measurable competitive advantage for our businesses. We've also seen excellent improvements in our service to customers."

Supply Chain & Operations Director



Agility's Team Of Experts

As a global leader in chemical logistics management and service provision, Agility delivers real value to customers by implementing practical, impartial and most importantly, cost saving solutions. These solutions are created by our team of chemical industry supply chain experts who each have many years practical knowledge and experience.

With a global presence afforded by Agility's global network of 34,000 people in 120 countries, Agility's chemical specialty business can easily meet the requirements of global chemical multi-nationals as well as niche specialty chemical businesses. In mature markets, Agility's solutions are asset light. However, in emerging markets Agility has the resources, experience and expertise to deliver cost effective asset-based

Service Portfolio Supporting This Case Study

- Chemical Industry Supply Chain Solutions Expertise
- Leveraged Freight Procurement and Agency Status
- Outsourced Operations
- Bulk and Container Shipping Services
- Packaged Together as Agility's 'Intelligent Logistics' Approach

Contact Agility Chemicals for Personalized Supply Chain Solutions Expertise

Mark Ridge
Supply Chain Solutions Director
T +44 7977 515911
mark_ridge@agilitylogistics.com

Agility Logistics Solutions Limited
Pavilion 7, The Match Works, Speke Road, Garston, Liverpool, UK, L19 2PH
T +44 151 494 5900 | F +44 151 494 5901 | chemicals@agilitylogistics.com

