

DuPont P&IP and Safic Alcan Nordic AB extend cooperation in the Nordics territory

DuPont Packaging & Industrial Polymers (P&IP) has recently named Safic Alcan Nordic AB as its sole distributor in the Nordics territory (comprising the countries of Finland, Sweden, Denmark and Norway) for its range of speciality ethylene copolymers products dedicated to cosmetic, construction, adhesives and other industrial markets.

Headquartered in Gothenburg, Sweden, Safic Alcan Nordic AB has been selling a variety of DuPont polymers in markets across the Nordics since the early 1990s, under a range of different distribution agreements. From five warehouses in the Nordics, the company serves customers in industry sectors including thermoplastics, rubber, life-sciences, coatings, construction, and cleaning products.

According to Heike Van de Kerkhof, Business Director P&IP EMEA, the cooperation between the two companies combines the strong, local sales coverage and technical expertise of Safic-Alcan Nordic AB in applications development with the innovative solutions and downstream-market access provided by DuPont. "We are happy to be extending our collaboration with Safic-Alcan Nordic AB; by rationalising to a single distributor partner, we simplify our process to deal with key segments and customers in the Nordics territory", she added.

"We are delighted to be strengthening our association with DuPont", comments Magnus Lindeberg, Managing Director, Safic Alcan Nordic AB. "This latest announcement shows that even within a well-established and successful working relationship there is always potential for further growth. Moreover, this allows us to give complete attention to customers' needs which, while always important, is given even greater weight in these challenging times. We are confident that our customers will continue to benefit from the services we provide, whilst generating 'greater reach' for DuPont in this important market space."

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