



# Polimeri Europa



Polimeri Europa is a wholly-owned subsidiary of the energy company Eni and specialises in producing petrochemical products such as olefines, aromatics and intermediates (base chemicals), styrenes, elastomers and polyethylene.

## Requirements

- Reduce suppliers, using pan-European hauliers able to guarantee availability and flexibility through asset and non asset equipment
- Capacity to handle FTL loads from European factories and customers
- Road and rail solutions using dedicated asset or third party equipment
- Handle orders via a dedicated European web portal
- Local liaison with factories for problem-solving and introduction of new solutions
- Reliability and efficiency throughout contract term
- Innovation to deliver best transport option, irrespective of market situation
- Large flows of hazardous cargo across Europe with strictest safety requirements due to Polimeri's locations on Europe's largest refinery plants

## Solution

- Use own fleet whenever possible and introduce freight management alternatives
- Pan-European road and rail solutions including higher max payload and flexibility of rigid or soft-sided containers by rail
- Pioneer of web portal use. Now introduced to other suppliers too
- Load securing solutions for hazardous cargo plus possibility of shipping hazardous cargo on a majority of awarded routings against a fixed surcharge
- Capacity to handle large volumes

## Benefits

- Reduced number of hauliers and consequently less invoicing
- Web portal has increased bookings efficiency and reduced overheads
- Lower transport costs due to larger volumes
- Improved quality of service and greater availability by using large pan-European suppliers
- Dedicated troubleshooters within P&O Ferrymasters to anticipate and solve issues, using local contacts, native language and centralised key account management for overall co-ordination
- Reduced need for differentiation between ADR and non-ADR equipped carriers
- Stability of the agreed basic rates throughout contract duration

## Facts

- Volume – more than 25,000 palletised loads per year
- Started April 2008 (2 + 1 year contract)
- Fixed rate increase every year end, based on economic inflation
- 2010 expected turnover €7 million

## Services

- Daily acceptance of new orders via web portal system and daily updates to system
- Guaranteed minimum number of collections per any trade lane per week, with application of Bonus/Malus system
- Capacity to supply requested type of equipment in any European plant
- Collection and delivery deadlines met
- Packaging return management
- Cross border and domestic (except Italy and UK)