



# **UP** Suomen Unipol Oy

*Industrial chemicals and plastics based on customers' needs*



# High quality, customer service and large volumes

Suomen Unipol Oy is a Finnish company founded in 1979. We offer inorganic and organic chemicals, plastics and other industrial raw materials for e.g. Finnish, Scandinavian, Baltic and German markets quickly and efficiently.



*Our soda warehouse in Tallinn is operated by BLRT Transiit Oü. Since the opening of the warehouse in November 2015, we have become the leading soda supplier also in Estonia.*

We specialize in imports and sales of industrial chemicals and plastics from Poland based on our customers' needs – always with guaranteed reliability. As a full service company, we take care of not only sales, but also transport, warehousing and distribution on behalf of our customers and principals. Thanks to careful planning and solid experience, we always deliver the right products to the right place at the right time.

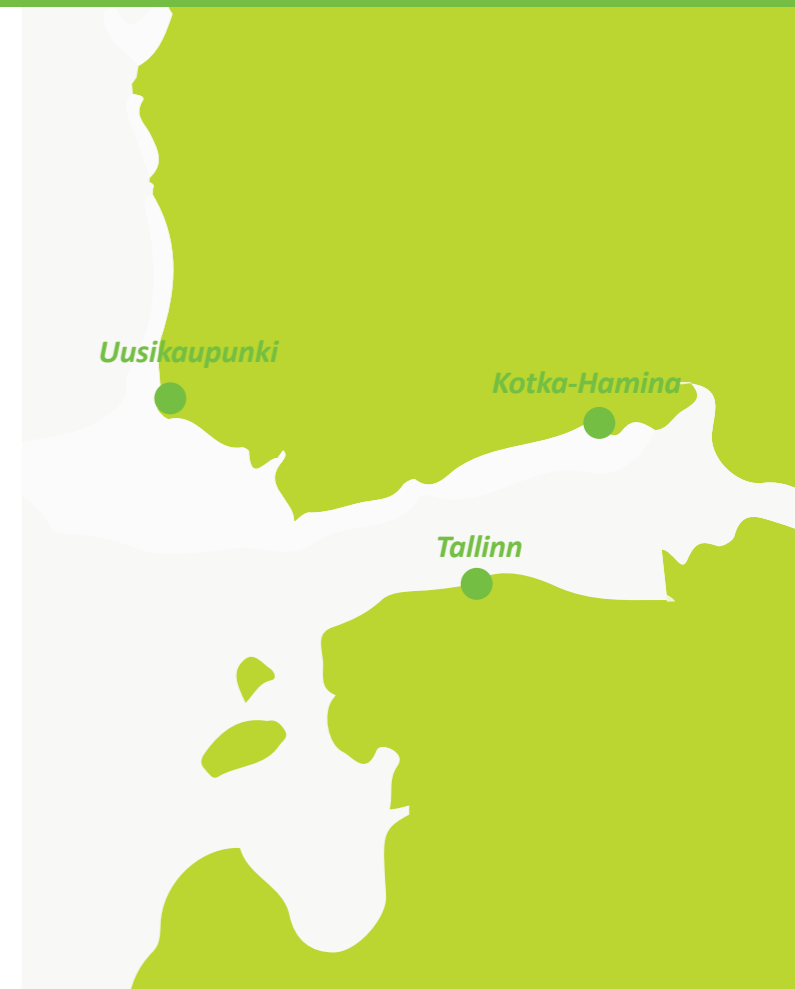
Large volumes are our speciality. Our total annual sales are about 20 million euros and we constantly expand and internationalize our operations. Currently we deliver up to 100,000 tons of different kinds of chemicals and raw materials to our customers every year.

Although volumes are large, our organisation is small and flexible. For years, our sales have been expanding faster than the markets. One reason for our success is cooperation with carefully selected partners, to whom we have outsourced for instance warehousing and vessel discharge operations.

Large volumes and careful planning allow cost-efficient, high-quality operations. This also helps us minimize product loss and ensure that the products maintain their high quality during transport and warehousing.

Our suppliers and principals, such as CIECH S.A., are the leading chemical companies in Poland. Founded in 1945, CIECH S.A. is not only our most important supplier, but also one of the largest companies in Poland with operations on the global market. It is the second largest soda manufacturer in Europe, with four soda units and in total eight manufacturing plants. Currently CIECH S.A. has production facilities in Poland, Germany and Romania.

Since 1991, we have been a Joint Venture company that includes the Finnish Algol Group and CIECH S.A.



## Services according to customers' wishes

We import a variety of different kinds of chemicals and plastics to Finland and to our other areas of operation directly from the supplying factories. From our broad assortment, we can flexibly deliver precisely what the customer needs at the exactly right time.

We deliver our products, among others, to food, glass, metal, paint, cable, mining and paper industries, for hospital and laboratory use and for water treatment plants.

Our most important product is soda ash, for which we have approximately 7,000 m<sup>2</sup> of storage space in our terminals in the ports of Kotka–Hamina, Uusikaupunki and Tallinn. We opened our most recent warehouse in Tallinn in November 2015. We are the leading soda supplier on the market in Finland as well as in Estonia.

Fluent logistics is vital for us. We design all transport and warehousing operations together with our customers, partners and suppliers in order to address the individual needs of our customers. We are a very flexible operator capable of arranging truck deliveries from country to country in just a few days and from our warehouses within few hours.

Most of our customers are large or medium-sized industrial plants to whom we deliver products directly from our warehouses or from the factories of our suppliers. Small volumes can also be obtained through our partners' distribution network.

Our broad clientele includes leading Finnish and multinational industrial companies. Many of our customer relationships have continued for decades. All this is proof of long-term operations and high customer satisfaction. Customers can always trust in the quality and reliability of our deliveries.



*Our soda warehouse in the Port of Kotka–Hamina is managed by Oy M. Rauanheimo Ab. As we have outsourced many of our operations, it is crucial that we choose highly skilled and trustworthy partners for co-operation.*

*Stevena Oy is responsible for our soda warehouse in the Port of Uusikaupunki. We have selected the location of each warehouse so that it is optimal in view of our market areas.*





## *Responsible business and environment*

We have been on the market since 1979. This is possible only because we have actively paid constant attention to quality, ethicalness, product safety and environmental aspects. These themes are the foundation of all our operations.

We are a member of the Chemical Division of The Association of Finnish Technical Traders and engaged in the Responsible Care programme, in which the focus is on the chemical trade. In addition, we are committed to fulfilling the requirements of the European Union's REACH chemical regulations in accordance with FECC's guidelines.

We operate in a highly regulated field with both local and EU requirements aimed at minimizing work-related and environmental risks. From us, our customers, carriers and stock-keepers always receive operational instruction for safe handling and warehousing of chemicals.

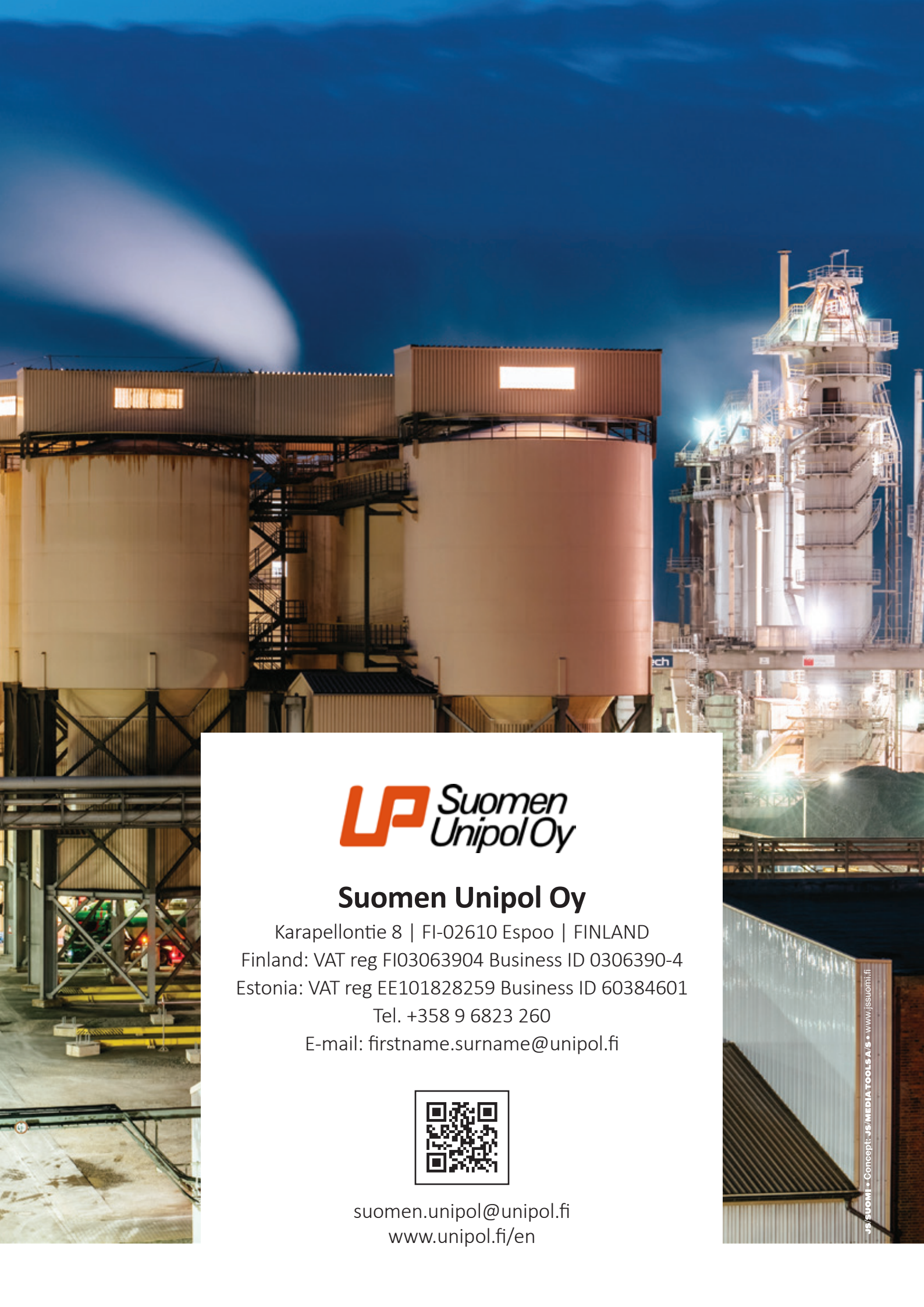
We are a member of Finnish Packaging Recycling RINKI Ltd, and thus bear our environmental responsibility with respect to the reuse of packages. In addition, we participate in the Reliable Partner programme, and thus fulfill the criteria of the Act on the Contractor's Obligations and Liability when Work is Contracted Out. All of our suppliers are ISO certified.

Furthermore, our operations are also governed by the ethical business principles of our Group. Among other things, the principles and guidelines define our ethical attitude towards corruption, data privacy, responsibility, supervision and fair competition. We always follow the strictest possible obligations and requirements in our business.



**Reliable Partner** 





## Suomen Unipol Oy

Karapellontie 8 | FI-02610 Espoo | FINLAND

Finland: VAT reg FI03063904 Business ID 0306390-4

Estonia: VAT reg EE101828259 Business ID 60384601

Tel. +358 9 6823 260

E-mail: [firstname.surname@unipol.fi](mailto:firstname.surname@unipol.fi)



[suomen.unipol@unipol.fi](mailto:suomen.unipol@unipol.fi)  
[www.unipol.fi/en](http://www.unipol.fi/en)