

## RSA-TALKE and Dow sign supply chain contract

- **Dow and RSA-TALKE strengthen their supply chain solutions partnership in the Gulf region**
- **Dubai to play an increasingly important role in international chemical logistics**



Joint signature of new supply chain contract for chemical products in Dubai (fltr.): Richard Heath, Director Middle East & Asia at TALKE and Director at RSA-TALKE, Andreas Schmitt, Supply Chain Director, Dow Chemical IMEA, and Abhishek Ajay Shah, Managing Director RSA Logistics and Director at RSA-TALKE.

Dubai (UAE), 29. June 2016. An affiliate of The Dow Chemical Company and RSA-TALKE today signed a contract for the storage of chemical products that will be manufactured by Dow from various production sites globally. With this joint venture for chemical logistics RSA-TALKE will receive and store Dow products in their specialised chemical warehouses in Dubai. These warehouses are located at the Aerotropolis also known as Dubai South.

RSA-TALKE's complex at Dubai South has been designed to store chemicals and petrochemicals to the highest international standards. The company – a joint venture of Dubai-based RSA Logistics and the German TALKE Group – caters to the demand of customers from the chemical and petrochemical industries in the Gulf region.

"The signing of this significant agreement with Dow has again confirmed the interest of our customers in our strategy of providing a full service portfolio for chemical logistics in Dubai," explains Richard Heath, Director Middle East & USA at TALKE and Director at RSA-TALKE.

"We have worked hard in the past couple of years to create top quality facilities based on the highest international standards and the journey continues with the very recent opening of our integrated chemicals hub in Jebel Ali free zone," says Abhishek Ajay Shah, Managing Director at RSA Logistics and Director at RSA-TALKE.

Ihab Elia, Associate Director of Logistics and International Trade for Dow Middle East and Africa, said that "Dow clearly sees the Middle East as a core region in their total business model, whether for local production or as part of their global supply chain. RSA-TALKE will play an integral part in Dow's growth story, as we progress and drive to ensure we work with world class service providers with the right focus on safety, value, and quality." He also added that "this partnership is not new but an expansion on the trust built and established between our entities through historic and current operations. We look forward to achieve further successes in the future."

The recent inauguration of a large container terminal for chemical goods in the Jebel Ali free zone (JAFZA) rounds off RSA-TALKE's total concept. "With the integrated chemical hub, designed around ISO-tank container storage and

complemented by associated services, we are proud to complete the picture as far as a full range of services is concerned," says Abhishek Ajay Shay. "We can now handle liquids and solids, hazardous and non-hazardous, packaged or bulk to support chemical manufacturers in the whole of the Gulf region."

The United Arab Emirates and the countries of the Gulf Cooperation Council (GCC) are regarded as key markets for the chemical industry, with Dubai as an increasingly important logistics centre. The Emirate of Dubai is seen as a significant hub for the export of chemicals from the region to Africa, India and the Far East.

**To the editors:**

**RSA-TALKE** was established in 2013 to raise the bar in the GCC countries' chemical logistics. It is an international joint venture of equal partners with proven expertise in their niche.

The Dubai-based RSA Logistics and the German chemical logistics specialist ALFRED TALKE Logistic Services formed RSA-TALKE to provide state-of-the-art chemical logistics services for customers in the UAE and the GCC region, according to international standards of quality, safety, security, and efficiency. Combining their DNA of utmost reliability, high quality operations, and a dedication to personal service. Supporting chemical companies with professional solutions, around-the-clock availability and individual consultancy and advice.

[www.rsatalke.com](http://www.rsatalke.com)

**RSA Logistics** is a multi-award winning third-party logistics provider based in Dubai, with global alliances that help extend its reach to every corner of the world. The company offers storage and 360-degree supply chain solutions, including distribution, transportation, and international freight. RSA's clients hail from a diverse portfolio of industries that include automotive, power generation, petrochemicals & chemicals and food & beverage. RSA further deploys its expertise by offering on-site logistics to companies that operate their own warehouses – bringing sophisticated and tailor-made people, process and technology solutions to the client's doorstep.

The company's headquarters are strategically located between Jebel Ali Port and Al Maktoum International Airport in Dubai South, providing the ideal infrastructure for its transportation, distribution and international freight service offerings. RSA's innovative solutions and high-tech value-added services ensure a personalized services like no other for its customers.

RSA was awarded 3PL Service Provider of the Year by SCATA in 2016, received the Excellence in Trade award by Stars of Business 2015, and was ranked No. 9 in the Dubai SME 100 List 2015.

[www.rsalogistics.com](http://www.rsalogistics.com)

**ALFRED TALKE Logistic Services**, founded in 1947, is among the world's leading logistics service providers to the chemical and petrochemical industry. The company's core competencies include the transportation and storage of chemical products, both non-hazardous and hazardous substances of almost all classes. TALKE also offers value added services such as filling for chemicals and polymer granules. Moreover, the logistics specialist offers contract logistics solutions, outsourcing services like on-site logistics as well as design and project management for the construction of logistics facilities.

TALKE Group employs around 2,400 in Europe, the Middle East, China, India and the USA. Over 2,600 tankers, dry bulk trucks and containers and an extensive range of special equipment for both road and intermodal transports are at the Group's disposal for reliable transport and logistics solutions.

TALKE is a member of the Responsible Care programme, and was one of the first logistics service providers in Germany to join this initiative.

[www.talke.com](http://www.talke.com)

**Dow** (NYSE: DOW) combines the power of science and technology to passionately innovate what is essential to human progress. The Company is driving innovations that extract value from material, polymer, chemical and biological science to help address many of the world's most challenging problems such as the need for clean water, clean energy generation and conservation, and increasing agricultural productivity.

Dow's integrated, market-driven, industry-leading portfolio of specialty chemical, advanced materials, agrosiences and plastics businesses delivers a broad range of technology-based products and solutions to customers in approximately 180 countries and in high-growth sectors such as packaging, electronics, water, coatings and agriculture.

In 2015, Dow had annual sales of nearly \$49 billion and employed approximately 49,500 people worldwide. The Company's more than 6,000 product families are manufactured at 179 sites in 35 countries across the globe. References to "Dow" or the "Company" mean The Dow Chemical Company and its consolidated subsidiaries unless otherwise expressly noted.

[www.dow.com](http://www.dow.com)

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