



## **GOOD THINGS COME IN SMALL PACKAGES**

SIBUR offers new packaging solutions.

Liquid chemicals are now mainly sold in the bulk and fine chemicals markets. That said, SIBUR Holding has offered its customers consuming up to 10 tonnes of feedstock for production needs an opportunity to source chemicals in smaller packaging, including 1,000 litre plastic IBCs and 214.5 litre metal or plastic drums.

Some of our partners prefer purchases of five to six tonnes each to avoid heavier investments in 20 tonne tank truck shipments. “This is seen as an exciting opportunity to our customers, in particular, because this kind of packaging requires no special storage conditions, which adds real value,” says Sergey Elinson, principal sales expert at Organic Synthesis Sales Team, SIBUR's Plastics and Organic Synthesis Division.



*SIBIR is considering a possibility to deliver a packaging line right within the acrylic acid and esters production facility at SIBUR-Neftekhim.*

Smaller packaging is now available through outsourcing for products from two production sites – SIBUR-Neftekhim (organic synthesis products) and SIBUR-Khimprom (butyl alcohols). SIBIR is considering a possibility to deliver a packaging line right within the acrylic acid and esters production facility at SIBUR-Neftekhim to ensure calibration check capabilities for the equipment handling acrylates.

The new offering is really popular with the market – in 2016, packaged product sales hiked over three times year-on-year.

“Our goal is to streamline the document flow and safety compliance and provide top-notch customer experience, and we do our best to deliver on this key commitment, all the rest is business as usual,” says Anton Chernysh, sales expert at Fuel Components and Alcohols Sales Team, SIBUR's Plastics and Organic Synthesis Division.