

QUADRIMEX CHEMICAL LOOKING TO INNOVATE

Régis Taillon, Oil & Gas sales manager for Quadrimex Chemical spoke to *Pipeline Magazine* about the new types of drying for bio-hydrocarbons that the firm hopes to bring to the market in the next few years



What is your outlook for the chemicals industry?

After the crisis, we suffered and the chemical industry in Europe was hit.

Fortunately, 80 per cent of our sales are for exports worldwide in emerging markets such as South America, Asia and Africa.

Over the last few months, we are seeing an encouraging shallow bounce in Europe. We hope that it will quickly help to straighten the market out.

How is Quadrimex Chemical dealing with the changing energy landscape?

In our oil and gas business unit, we are studying new types of drying for bio-

hydrocarbons. We hope to present some good results in the next few years.

We believe that we need to find innovative ideas to secure our future because the energy landscape is changing. At the same time, we have gained very good grades in tender processes regarding our ecological footprint.

How important is the Asia market for Quadrimex?

Asia is an important market for our oil and gas business unit. We already work

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with Taiwan, Singapore, Indonesia, Vietnam and India.

We cover different projects from the grass root, revamping or creation of new units. Our Asian partners are refineries and engineering companies.

For our activity, the great economic development of these areas is looking bright. It represents already today 20 per cent of our turnover of our oil and gas activity.



How can you help chemical manufacturers looking to increase operational scale and optimise cost?

Thanks to our engineering services for our customers, we give work to dryer manufacturers, coalescer manufacturers, all industry suppliers we need.

This is how we can optimise the costs for the refineries, by using local suppliers. Our technology is also cheaper than other solutions to obtain "clear and bright" quality product.

Are you targeting the Middle East market?

The Middle East is also a very important area for Quadrimex. We've been working for 10 years in different countries: Bahrain, Saudi Arabia, United Arab Emirates and Oman. Our network in these countries is very important.

In particular, we recently worked for Saudi Arabian refinery located in Jazan in which we settled our drying technology (6 dryers).

We also manufacture and sell dehydrating and deliquescent briquettes in order to fill the dryers.

We provide the refineries all they need in order to have, at the end, a hydrocarbon with the market specifications (80 ppm).

Do you see a shift by chemical players to focus to high-growth emerging markets?

A few years ago, our partners (customers and suppliers) put an important focus on emerging markets, such as China and Brazil, as their economies were growing by double digits.

Lately the trend is more to come back to more stable markets (for example, the United States).

Do you see a further consolidation of the Chemicals industry?

The trend we can see across industries in general is also relevant to the chemical industry. We can see the gradual takeover from major companies. The most recent example was AkzoNobel and PPG. Therefore, we deal increasingly with larger and international companies in the chemical industry.



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Ali & Sons Marine Engineering Factory

P.O. Box 133393 | Abu Dhabi | United Arab Emirates | T +9712 551 2432 | F +9712 551 2431
 asme@ali-sons.com | www.asme.ali-sons.com



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 OFFSHORE & MARINE