



Driven by expertise

Austral Chemicals to become Sukano's exclusive distribution partner in Chile

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The deal between the Swiss and Chilean companies will allow Chilean customers to benefit from Sukano's expertise in high performance masterbatches in PET and PLA applications.

Schindellegi, Switzerland, February 1, 2018 – Sukano, a world leader in the development and production of additive and colour masterbatches and compounds for polyester and speciality resins, announced that they have reached an agreement with Austral Chemicals to become Sukano's exclusive distributor in Chile. This partnership took effect on January 1, 2018.

Austral is a leader in the Chilean market in the development, production and commercialization of speciality chemicals. Partnering with a service-driven, local distributor like Austral complements Sukano's offering in the Chilean market, and will allow Chilean customers to benefit from Sukano's expertise in high performance masterbatches in PET and PLA applications.

"Austral Chemicals has proven business contacts within the plastic processing and food packaging industries", says Mark Fessler, CEO of Sukano Polymers Corporation, who is responsible for Sukano operations in the Americas. "They also have dedicated personnel with technical background and experience in marketing and selling products to the plastics processing industry, which is aligned to Sukano's positioning and way of working with customers worldwide."

A recent recycling law in Chile ("Ley de fomento al reciclaje" or "recycling promotion law") requires packaging companies to encourage waste recovery. To comply, the Chilean packaging industry will need additives to produce containers and bottles made of PET and RPET that look and perform better while preserving nutrition, taste and flavor as well as food safety. This partnership will therefore allow Austral to actively pursue sustainable growth in the Chilean packaging industry.

"With Sukano's state-of-the-art, market reference slip/antiblock additive masterbatch, we intend to set the pace for the PET industry in Chile," says Christophe Jacob, Associate Director of Austral Chemicals. "Sukano has developed high-performance and sustainable solutions that are uniquely designed to improve product performance and operational efficiencies."

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About Sukano

Sukano is a world leader in the development and production of additive and colour masterbatches and compounds for polyester and specialty resins. The company is driven by expertise – Sukano focuses its technical knowledge on developing innovative masterbatches for oil and bio-based polymers that can be used for applications such as thin and thick films, bottles and containers, fibers, filaments, and sheets.

Founded in 1988, Sukano developed the state-of-the-art, market reference slip/antiblock additive masterbatch for PET applications. Headquartered in Switzerland, it is a family-owned business with a global distribution network and production facilities in Europe, the Middle-East & Africa, the Americas and Asia Pacific.

Providing unparalleled service, knowhow, and quality to its customers worldwide, Sukano is the global partner of choice for plastic converters and brand owners to develop their innovative products and highly specialized solutions.

For more information, visit www.sukano.com.

About Austral

Created in 1942, Austral Chemicals is a leader in Chile in the development, production and commercialization of silicates as well as for the formulation of hygiene, cleaning and metal surface treatment solutions. Moreover, it is a partner of choice in the distribution of innovative chemical solutions and related services.

Their chemical experts serve various markets such as mining, oil & gas, wood, pulp & paper, coatings, food, plastics, packaging, metal, construction or home care. The company safely provides solutions that makes their industrial customers more successful and the future more sustainable.

For the latest information, visit www.austral-chem.cl.

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