

Press Release

Closer Global Collaboration Strengthens Arch Operations

5 March 2015, Port Shepstone – As part of the global market leaders in wood preservation, Arch Wood Protection South Africa has embraced a closer collaboration strategy with its UK and European counterparts. The vision is to take service delivery beyond the product boundaries and create a synergy that will benefit Arch customers across all platforms.



Above (L-R) Rory Milne, Sales Manager of Arch Wood Protection (SA) and Dr Tony Kelly, Business Director for the Arch Wood Protection European, Middle East and African Markets.

During a recent visit to South Africa, Business Director for the Arch Wood Protection European, Middle East and African markets, Tony Kelly, said that by forming closer ties on technical and sales operations, Arch would be able to broaden its commercial collaboration and product package offerings.

This comes off the back of a tour of the UK operations by Arch South Africa's Sales Manager, Rory Milne. "It was encouraging to see that our tailor made

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service operations in South Africa are similar to that of the UK. This means that our customers are benefitting from international service standards and will continue to derive further benefit through these global operational collaborations,” said Rory.

“By pooling the expertise of our technical staff, we are able to offer a more effective treatment service, which is paramount to ensuring the longevity of our customer relationships,” added Tony.

While the South African market may be seeing less movement in Tanalised™C (CCA) innovation in comparison to the UK market trends, Tony was very impressed with Arch SA’s partnership in the recently launched Biligom® timber by Biligom International (Pty) Ltd.

“Being recognised as product innovators is key to our global positioning as market leaders. Arch SA’s customer’s use of Tanalith™ E treatment in Biligom® timber embraces that philosophy and our vision to form partnerships that pioneer our brand and its products,” said Tony.

With health and safety being at the forefront of Arch globally, Tony was proud to confirm that there have been no environmental incidents reported to date. Arch SA has just completed its annual audit to meet world health and safety standards in compliance with the ISO 9001: 2008 and 14001: 2004 requirements.

“A lot of people talk about product safety, but we do it. Our culture of safety is a global mentality and ensures that Arch products are fully compliant. I am pleased to see that in South Africa the bar is set equally high and that the global standards are maintained locally,” added Tony.

With product innovation and safety standards that meet international recognition

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and a marketing and service delivery on par with that of its UK and European counterparts, it is evident that Arch SA has put to rest a “commodity only” approach to its operations.

“Our global collaborated approach is one that will support our customer’s individual needs to be able to treat more effectively. We look forward to partnering more closely with our global counterparts in a way that our customers will enjoy the spin-off benefits in their businesses,” concluded Doug Sayce, General Manager of Arch Wood Protection South Africa.

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About Arch Wood Protection (not for editorial use)

Arch Wood Protection specializes in products for the industrial pre-treatment and surface protection of wood and has global operations in North and South America, Europe, key markets in Africa, the Middle East and Asia Pacific. Arch Wood Protection’s approach to business is characterized by innovative products, valued brands and exceptional customer service, including:

- The broadest range of industrial wood treatments in the world
- Products which improve the performance of wood, one of the world’s most sustainable natural resources
- Treatments which make wood resistant to termites, fungi, mold, fire and moisture
- Products which sustain the natural appearance of wood
- Engineering and marketing services to help customers grow
- Broad global regulatory expertise and world-class toxicology and analytical chemistry skills, offering customers solutions that contribute to the sustainability of their own products and services
- Many products that satisfy green building and sustainability standards

About Lonza (not for editorial use)

Specialty Ingredients



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Lonza is one of the world's leading suppliers to the pharmaceutical, healthcare and life science industries. Products and services span its customers' needs from research to final product manufacture. It is the global leader in the production and support of chemical and biological active pharmaceutical ingredients. Lonza is also the world leader in microbial control, providing innovative, chemistry-based and related solutions to destroy or to selectively inhibit the growth of harmful microorganisms. Lonza is headquartered in Basel, Switzerland and is listed on the SIX Swiss Exchange and secondarily listed on the Singapore Exchange Securities Trading Limited ("SGX-ST").. In 2012, the company had sales of CHF 3.925 billion. Further information can be found at www.lonza.com

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