

## Comprehensive intermediates portfolio of polyalcohols, acids and amines in the Nordics and Baltics

Amines are important chemical components in a large number of processes. Depending on the specification, they can react with other substances and create new compounds, often serve as curing agents and may even exhibit completely different properties. Amines are also a crucial element in BTC Europe's portfolio for the Nordics/Baltics region – specifically the last product group that had been missing in our efforts to offer all three major sub-segments of intermediates from BASF's product catalogue in Northern Europe. The region encompasses Denmark, Sweden, Finland, Norway and the Baltic states. BTC had already distributed polyalcohols in these countries in the past; the Acids and Specialties segment was added last November. Amines have been a permanent part of the range since early 2015.

### **Benefits for customers: Everything from a single source**

According to Juan Tortosa, in charge of Distribution Business Iberia & Chemicals Europe at BTC, this provides tremendous advantages for everyone involved. "When a customer wants to buy an intermediate from BASF, he now knows exactly who to turn to." This is often more difficult in other markets due to the presence of multiple suppliers. "Now everything is very easy for customers in the Nordics/Baltics."



### **The more diverse the sectors, the more important advice becomes**

Intermediates cover a very broad range of application options, so the list of industrial sectors that now benefit from the full BTC product range is equally diverse. It includes the construction industry, plastics, agriculture and cosmetics, as well as the coating and printing industries and many others. "As intermediates are not ready-made applications, it is that much more crucial that our consultants have an excellent knowledge of their industries and can provide customers with direct advice on the properties of the individual products," says Tortosa. That is why Tortosa believes that the expertise BTC has proved time and again in the past is one of the reasons why the entire intermediates segment has now been added to the portfolio.

You can find additional information and contact your local BTC contact partner directly using the Solution Finder at [www.btc-europe.com](http://www.btc-europe.com).

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