



PARTNERS IN QUALITY

COATINGS • SINCE 2015, HÜNI+CO HAS BUILT A NETWORK OF DEPOT PARTNERS AND QUALIFIED THEM FOR MINOR REPAIRS TO TANK COATINGS, BENEFITTING CUSTOMERS BY SHORT MOVES AND DOWNTIME

HÜNI+CO, BASED IN Friedrichshafen on Lake Constance in southern Germany, has been the go-to provider of highly functional corrosion protection coatings for tank containers in Europe for more than 20 years. The company sees itself as a service provider, consultant and partner, especially for the chemical and logistics industry - with the experience of more than 3,500 coated tank containers. The company takes on the new and complete coating of brand-new or used tank containers, as well as smaller and larger repairs - each individually tailored to the specific requirements of the customers and areas of application.

Over the years, Hüni+Co has built up a network of 16 hand-picked and qualified depot partners around the globe. The idea is that,

instead of going to Friedrichshafen for minor repairs to interior coatings, operators and leasing companies should be able to take their tank containers to a Hüni+Co-certified partner workshop in the immediate vicinity. The advantage: shorter transport routes as well as lead, downtime and breakdown times - and thus significantly lower costs. And the depot partners can expand their range of offers with attractive services within the scope of such cooperations. "A real win-win model," says Alexa Hüni, managing director of Hüni+Co.

Such tank container coating repair shops currently exist in Belgium, the Netherlands and Germany as well as Dubai and South Korea. They include well-known companies such as Cotac with various locations in Europe, Condaco in Hamburg and Stolt and

Exsif, two of the world's leading leasing providers for tank containers. Paul Filzhut, based in the port of Neuss, is a newcomer to the partner network.

CONSTANT SUPPORT

The tasks within the framework of a partnership are clearly distributed: "We support our partner companies, for example, in the acquisition of equipment and supplies," explains Kai Leibold, authorised signatory and operations manager of the family-owned company. "We train the teams, impart our very specialised know-how and give valuable tips," he adds. "Anyone who has the interior coating on their tank container repaired by one of our certified depot partners gets the quality they are used to from us. That's what Hüni+Co stands for," states Alexa Hüni.

In order to guarantee high quality standards in the long term, the experts from Hüni+Co regularly train the teams and are always available as advisors. "We work closely with our depot partners in our day-to-day business," explains Leibold. "We are constantly exchanging information and reconcile the best solutions for the various challenges together with the customer."

Hüni+Co went a big step further in May this year with a new and hitherto unique cooperation agreement with the logistics giant Van Moer in Belgium. "In future, our customers will be able to commission major repairs and even have their tank containers completely recoated in Van Moer's workshops in the port of Antwerp," explains Leibold.

At the same time, Hüni+Co remains the contact partner for customers. The company undertakes the qualified preliminary inspection for every enquiry and every order, matching the individual customer requirements and technical specifications of tank containers and coatings. The specialists from southern Germany also prepare the quotations and invoices and take care of the warranty. "In the end, the customer decides whether we coat his tank container at our location in Friedrichshafen or the team at Van Moer Logistics," Leibold states. The plan is for the preparations to be completed towards the end of the year.

ON COURSE FOR GROWTH

"In the medium term, we want to further expand our network along these lines," explains Hüni. The focus is clearly on Europe. Above all, the ports in North Rhine-Westphalia would be ideal further locations, specifically in the Ruhr area. "here we have quite a few customers from the chemical industry and others," she explains, reporting that talks are already underway here. In the long term, France would also be interesting, especially the region around Le Havre. "At the moment we are satisfied with how the extended depot cooperation in Belgium is going. That's why we will probably not tackle Le Havre until 2024," Hüni sums up. "But we are quite open about it."

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