

Solvay Growing Sodium Bicarbonate Business in Italy

Source: Solvay

(dated 15/12/2014)

15 December 2014 - The use of Sodium Bicarbonate BICAR®Z is a good solution to improve and optimize the performances and the productivity of biogas plants, allowing to take more advantage from raw materials introduced. Solvay and its distributor partner Albitalia are growing this business in Italy, where there is an interesting potential with more than 1000 biogas plants installed.

"BICAR®Z sales in Italy are significant and we are interested in developing them by identifying new opportunities. The use for biogas plants is a new one and we are creating knowledge and culture on that, by explaining advantages and benefits.", explained Giordano Zappelli, Global Business Development Manager of Solvay.

The quality of Solvay and Albitalia's know-how are the two main reasons of success of BICAR®Z in Italian feed market, with increasing volumes every year.

The partnership between Solvay and Albitalia started more than 30 years ago, for developing BICAR®Z sales in Italy. Nowadays, with a customer portfolio of more than 300 clients, particularly feed compound producers and local distributors, the feed industry represents one of the most important market segments for Sodium Bicarbonate in Italy.

Established in 1980, Albitalia is a leading distribution organization in the animal feed nutrition market, providing commodities and specialties feed additives.

"Quality of product and service is the key focus of our strategy. We are proud to be a partner of Solvay, taking part to the development of feed business in Italy. Biogas business represent a new interesting opportunity to increase our presence in the market." as Roberto Dei Cas, CEO of Albitalia srl, said.