

## Chemicals

# Klaus F. Meyer GmbH

### Import / Export

# 25 Years



1982

2007

**Fussgoenheim.** Klaus F. Meyer GmbH enters its anniversary year with impressive growth figures. The firm has been marketing fine chemicals, chemical intermediates and chemical specialties for the pharmaceuticals, photographic, agricultural, Paints & Coatings, fragrances and general chemicals industries from Fussgoenheim for twenty five years. The company is certified to ISO 90012000.

The trading enterprise achieved growth of 15 percent with turnover of ten million Euro last year. „We are anticipating a further increase, to twelve million Euro, for 2007“, states CEO Martina Magnie, forecasting another 20 percent boost.

The driving force behind these rates of growth is the Anterior Palatinate company's strong international presence, indicating the correctness of its choice of locations. The Shanghai office, for example, is developing „extremely well“, as company founder and presentday consultant Klaus Meyer explains. In the specially purchased office premises, three Chinese employees (one commercial operative and two female chemists) are achieving enormous sales increases. Purchase volume shortly after the opening of this office in 2004 was just 3 percent, whereas Klaus F. Meyer GmbH now anticipates obtainment of practically 50 percent of its products from the Far East this year. „Mr. Wong has his own database which he has built up in the course of many years and is therefore able to locate for us companies which are not even officially listed“ explains Klaus Meyer.

And the trend is similarly positive for the new location in Slovakia. The „East Europe Office“ is manned by Herr Kmet, a polyglot speaking five languages, including Russian and Polish. „And that opens up completely different paths for us“, reports Martina Magnie, „only very few people in Eastern Europe respond to enquiries in English“.

The Klaus F. Meyer GmbH management is also extremely enthusiastic concerning its

rented laboratory on the BASF („chem2biz“) site. A company chemist works in this laboratory. „This is where we perform our research in the field of trifluoromethanesulfonic acid and its derivatives“, states Frank Meyer, explaining the scientific background. „These compounds are used, inter alia, as catalysts in the pharmaceuticals industry“.

Klaus F. Meyer GmbH has some 180 customers around the world, including many wellknown chemicals industry companies in Germany, Europe and elsewhere. This trading organization specializes in two types of business: In the field of classical stockholding, it supplies its customers around the globe from its two warehouses at Ludwigshafen and Vlaardingen, near Rotterdam. Direct business, on the other hand, takes place between the manufacturer and the customer, with no intermediary. „We supply both solid and liquid products in Isotank containers“, comments Martina Magnie. The company specializes in door to door deliveries in Isotank containers, in order to

keep the entire logistics under its own control. Suppliers are also carefully vetted. A fixed and much honoured basic principle of the company, which also performs quality audits at the manufacturer's, is that only laboratorytested sources are used.

This function is largely the responsibility of Klaus Meyer, who founded the company in 1982. Management was transferred to Martina Magnie and to Meyer's son Frank, as deputy CEO, in 2004, when Klaus Meyer reached the age of sixtyfive. The company employs a total of eighteen persons, thirteen at Fussgoenheim, three in Shanghai, one in Humenne and one chemist at the BASF location (chem2biz).

KFM will carry on supporting and furthering youth in the future, accepting a continuous stream of schoolleavers and other young persons for training. One young adult is currently undergoing training as a wholesale and foreign trade operative.

The company has firm and secure foundations and is excellently equipped for the future.



A highpower trio working handinhand: CEO Martina Magnie, deputy CEO Frank Meyer and company founder and consultant, Klaus Meyer.



**Registered Office:** D-67136 Fussgoenheim | Telephone +49 (0) 6237-2023 | eMail: info@klausfmeyer.de

**Shanghai Office:** Telephone +86-21-52381072 | eMail: thomaswong@jssmail.com.cn

**Humenne Office:** Telephone +421-5777 54700 | eMail: juliankmet@centrum.sk

[www.klausfmeyer.de](http://www.klausfmeyer.de)