



Intersac, (Međunarodni dobavljači i izvođači) je kompanija osnovana u Montrealu, Kanada, 1988. godine, kao hemijski distributer i veletrgovac industrijskih hemikalija.

Intersac ima sjedište u tehničkoj i industrijskoj zoni Baie D'Urfé, na više od 10.000 kvadratnih metara prostora za pohranu i skladištenje u području Montreala u Quebecu u Kanadi.

Slaveći 25 godina poslovanja, Intersac je trenutno jedan od vodećih distributera industrijskih hemikalija naveliko na kanadskom i sjevernoameričkom tržištu za razne industrijske kemikalije poput proizvoda na bazi bora, natrijevog karbonata i natrijevog bikarbonata.

Intersac je ekskluzivni distributer proizvoda umjetne i prirodne sode iz Turske, kao što su Eti Soda i SISECAM, koji su dominantni proizvođači sode u svijetu.

Intersac, također, predstavlja ETI Maden A.S. u Kanadi, svjetskog lidera u proizvodnji široke palete borovih proizvoda kao što su borne kiseline, bor-oksidi i bezvodni boraks.

Osim navedenog, Intersac je vodeći distributer na kanadskom tržištu kada je u pitanju natrijev metabisulfid, uz ekskluzivnu distribuciju Oxyvita, JV SISECAM Turske i Cheminvest Grupe iz Italije.

Poslovni tim Intersac sastoji se od stručnih osoba koje su usklađene s klijentima i usmjerene na pronalaženje pravog rješenja koje odgovara specifičnim potrebama, dok su R&D i kontrola kvalitete sastavni dio poslovanja, kako bi osigurali zadovoljstvo i ispunili očekivanja klijenata. To održava rastući ugled izvrsnosti Intersaca među klijentima, kao i naše konkurencije.

Za razliku od većine konkurenata, Intersac čuva na svom stanju zalihe industrijskih hemikalija za hitnu dostavu kupcima i nudi usluge kao što su proizvodni mix, reformulacija i repakiranje što omogućava zadovoljenje specifičnih zahtjeva klijenata. Koristeći stručnost svog tehničkog tima, Intersac pomaže klijentima u iznalaženju najboljih alternativnih proizvoda u skladu sa zahtjevima njihovih procesa i isporučuje tehnologiju (*know-how*) za povećanje efikasnosti i smanjenje troškova proizvodnje. Proaktivni i pozitivni pristup Intersaca, stvorio je i povećao u svijesti kupaca ugled Intersaca kao firme orijentirane prema kupcu. Pozitivan uticaj ovakve orijentacije naše firme ogleda se u povećanju obima prodaje u posljednjih nekoliko godina.

Intersac ima jake veze u industriji tekstila, hrane za životinje i rudarskoj industriji širom svijeta i veliko iskustvo u međunarodnoj logistici. Intersac pruža usluge raznim industrijama širom svijeta i pomaže klijentima sa najboljim logističkim alternativama za vremenski i troškovno efektivnu isporuku proizvoda.

Intersac ima predstavništva u Turskoj, Sjedinjenim Američkim Državama, Bangladešu i Kini.

Osim poslovnica, postoji i registrovana strana trgovinska kompanija Intersaca u Mersinu u Turskoj, u blizini Sisecam Mersin Plant, za pakiranje i izvoz hemikalija u Bangladeš i Kinu. Vanjskotrgovinska kompanija Intersaca posjeduje određene rezerve kamena Plavca u Turskoj i



ima najveći izvozni kapacitet za kamen Plavac iz Turske, zajedno sa značajnim kapacitetom trgovine hemikalijama za tekstil koje se izvoze u Bangladeš, Kinu i druge zemlje Dalekog istoka.

U skladu sa tržišnom potražnjom i razvojem povoljnih investicionih prilika, Intersac je nedavno započeo proizvodnju magnezijum sulfata i cink sulfata u Turskoj, odakle će Intersac prodavati proizvode za sjevernoameričko tržište.

Obzirom da ima ugovore s renomiranim hemijskim proizvođačima u Turskoj, Intersac ima sporazume o proizvodnji magnezijum sulfata i magnezijum oksida pod brendom Intersac-a.

Osim bakrenog sulfata i cink sulfata i *outsourcing*-a proizvodnje magnezijevog sulfata i magnezijeva oksida, Intersac sada ima planove za investiciju u novi pogon za proizvodnju hemikalija, kao što su kalcij-klorid, sumporni dioksid i natrijev sulfat, u onim zemljama u kojima je jednostavan pristup sirovinama i gdje će se osigurati povoljni poticaji za strane investitore.

Nakon istraživanja tržišta provedenih u regijama Turske, Rusije i Istočne Europe, Bosna se smatra najboljim alternativnim izborom za početak ulaganja u pogon kalcij-hlorida, pri čemu se investicijski projekt trenutno razmatra u neposrednoj blizini Sisecam fabrike u Lukavcu i rade se studije izvodivosti. U okviru razgovora s lokalnim vlastima u Tuzli, primjećen je pozitivan pristup i podrška stranim ulaganjima. Ova podrška je bila osnova za donošenje odluke o planiranju investiranja.

S obzirom na pozitivan pristup saradnji od strane najvišeg nivoa menadžmenta Sisecam-a i predloženih poticaja od strane lokalne uprave, kao što su besplatna dodjela prikladnih parcela, subvencioniranje energije i porezni poticaji, Intersac razmatra tuzlansku regiju kao bazu za buduće investicije.



Intersac, International Suppliers and Contractors is established in Montréal, Canada in 1988, as a chemical distributor and wholesaler of industrial chemicals.

Intersac has headquarters in Baie D'Urfé Technical and Industrial Zone, over 10,000 sqm of storage and warehouses in Montréal area in Québec, Canada.

Celebrating 25 years in business, Intersac is one of the leading industrial chemical wholesaler distributors in the Canadian and North American market for various industrial chemicals such as boron products, sodium carbonate and sodium bicarbonate.

Intersac is the exclusive distributor of both artificial and natural soda ash products from Turkey, namely Eti Soda and Sisecam, both being the market dominating soda ash manufacturers worldwide.

Intersac also represents Eti Maden A.S. in Canada, a world leader for production of a wide variety of boron products like boric acid, boron oxide and anhydrous borax.

In addition to above, Intersac has been leading the Canadian market for sodium metabisulphite, by the exclusive distributorship of Oxyvit, a JV by Sisecam of Turkey and Cheminvest Group of Italy.

The business team of Intersac consist of professional individuals who are in tune with clients and focused on finding the right solution that answers the specific needs, whereas, R&D and quality control are integral parts of the business, to ensure the satisfaction and meet the expectations of the clients. This perpetuates a growing reputation of excellence for Intersac among the clients, as well as the competitors.

Unlike most competitors, Intersac keeps an inventory stock of industrial chemicals for immediate delivery to customers and offers services such as product mix, reformulation and repackaging that enable to meet the tailored demands of the clients. Using the expertise of in-house technical team, Intersac assists clients for sourcing the best alternative products in accordance with the requirements of their processes and deliver the know-how for increasing the efficiency and reducing the production costs. The proactive and positive approach of Intersac created an awareness among customers and increased reputation of Intersac as a customer oriented company. The positive impact of this awareness is visible in the increase in sales volume in the past few years.



Intersac has strong connections with the textile, animal feed and mining industries all around the world and with in depth experience in international logistics, Intersac serves a variety of industries across the globe and assist clients with best logistics alternatives for timely and cost effective deliveries of the products.

Intersac has representative offices in Turkey, United States, Bangladesh and China.

In addition to branch offices, there is a registered foreign trade company of Intersac in Mersin, Turkey, in a location close to Sisecam Mersin Plant, for packaging and exporting chemicals to Bangladesh and China. The foreign trade company of Intersac owns some pumice stone reserves in Turkey and has the largest export volume for pumice stone from Turkey, together with a significant trade volume for textile chemicals that are exported to Bangladesh, China and other Far East countries.

In parallel with the market demand and development of a favourable investment opportunity together with a project based partnership, Intersac recently started production of copper sulfate and zinc sulfate in Turkey, where the sales and marketing of the products for North American markets will be realised by Intersac.

Having contracts with reputable chemical manufacturers in Turkey, Intersac has contract manufacturing agreements under Intersac brand, for the production of magnesium sulfate and magnesium oxide.

In addition to copper sulfate and zinc sulfate and outsourcing the production of magnesium sulfate and magnesium oxide, Intersac now has plans to make investments for new chemical production facilities, like calcium chloride, sulphur dioxide and sodium sulfate, in those countries where access to raw materials for production are easy and favourable incentives for foreign investors will be provided.

After market studies carried out in the region of Turkey, Russia and Eastern Europe, Bosnia is considered to be the best alternative to start with the calcium chloride investment, where an investment project is currently considered in the close proximity of Sisecam Lukavac Plant and feasibility studies are being done. Within the framework of discussions held with local authorities at Tuzla, a positive approach and support for foreign investments was observed and this support was the basis of the start-up decision for the planned investment.

With the positive approach from the highest level of Sisecam management for cooperation and the proposed incentives by the local administration, like free of charge allocation of suitable land plots, subsidised energy and taxation incentives, Intersac is considering Tuzla region as a base for the future investments.