

## **ChemStationAsia Logistic Sdn. Bhd.**

ChemStationAsia Logistic Sdn. Bhd. (CSAL) was established on 28 January 1991. CSAL, formerly known as Dovechem Transport Sdn. Bhd is involved in chemical transportation and haulage services throughout Peninsular Malaysia, Singapore and Thailand. The goods handled by CSAL include in bags, bulk liquid chemical, liquid chemical in drums and powder chemicals. The rationale behind the establishment of the company was to complement its sister companies' operations by providing product transportation services which helped to promote cost-effectiveness for the ChemStationAsia (CSA) Group.



From left: En. Azizi Hj Mustafa (Head, Development Finance Division of MIDF), YB. Dr. Ong Kian Ming (Then Deputy Minister MITI) and Pn. Amilia Suraya Muhammad Arif (Director, MITI Pahang)

CSA, the parent company of CSAL, is a management and investment holding company which holds a number of subsidiaries including CSAL, CSA Chemicals Sdn. Bhd. (CSAC) and CSA Terminals Sdn. Bhd. (CSAT). All three subsidiaries have been clients of MIDF since 2013. CSA's core businesses through its subsidiaries' principal activities complement one another to form a complete supply chain from

manufacturing to storage as well as to transportation services. All three subsidiaries' main premises are located at Kuantan Port, a strategic location for customers located at the port and Kerteh area as well as at the Gebeng industrial area. This strategic location offers tremendous benefits to CSA in delivering its products and services more cost-effectively.

CSA has wide market coverage both local and international, including Indonesia, Philippines, Vietnam and Singapore. For CSAL, most of its clientele are reputable customers, which include BASF Petronas Chemical Sdn. Bhd., FPG Oleochemicals Sdn. Bhd., Polyplastics Asia Pacific Sdn. Bhd., Kaneka (M) Sdn. Bhd., FGV Biotechnologies Sdn. Bhd. and many others. During CSAL's initial years, they were only operating with five staff and generated less than RM1 million in profit.

Currently, through increased investments on trucks and tanks which are tailor-made as per customer requirements, they have successfully expanded their business with revenue of more than RM20 million and profit that exceeds RM1.5 million. However, CSAL faced challenges in the beginning when most financial institutions did not offer financing for the investment required, such as for an ISO tank.



YB Dr. Ong Kian Ming (centre), Mr. Chen Lai Peng (General Manager), Mdm Doris Wong (Assistant General Manager) and top management of CSAL

Fortunately, MIDF was able to provide the type of financing required by CSAL and this has enabled the company to cope with the high demand of ISO tanks from their customers and helped open more opportunities on ISO tank transportation.

With MIDF's assistance, CSAL has also been able to upgrade their equipment at a lower financial cost and achieve higher productivity through improved capacity and operational works to remain competitive in the industry.



Group photo of CSAL management and staff, delegates from MIDF and other MITI agencies with YB Dr. Ong Kian Ming.