

S BRUNSCHWIG

Brunschwig

MAGAZINE



Cover picture (from top left)

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Emmanuel Lévêque, Sales Representative

Biance Friedrich, Deputy Head of Customer Service & Sales Support

Luca Vögtli, Logistics

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Dear Readers

This year, we are celebrating our company's 75th anniversary. Without you, our customers, suppliers, partners and employees, this would not have been possible, and we we would like to thank you for all the years of trust and cooperation.

In honour of our birthday, this issue of *Brunschwig Magazine* is all about us. Many would see this as an occasion to reflect and look back on what has been achieved. But you know us, as we were then and as we are now – you've been with us every step of the way, after all! So instead of looking back, we want to look forward. Come with us behind the scenes at Chemie Brunschwig, get to know our Board of Directors and be amazed by our brand new business model.

We would like to thank you for the wonderful testimonials, which you will find on page 14. To us, each one is both a source of motivation and a call to action. We will continue to strive for excellence in every area to ensure our ongoing success.



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Legal notice

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1,263,731

page views on our website since we started counting on 1 September 2017 and 16,507 logins on our online shop

relocation from Belchenstrasse to Auf den Wolf in 2011



2.4 million



120

average orders per day (2022)



50

45%

of our team are

proportion of

women on our

women with a 25%

Board of Directors

IT connections to our customers through SAP, Ariba, Coupa, etc.







280

processes were rewritten or reviewed for ISO certification



58

Suppliers from all over the world



1,000 m²

of storage space at our Auf dem Wolf premises, and an additional 150 m2 of hazardous goods storage in Basel





7,774



8.4

years is the average length of employment at Chemie Brunschwig and the number keeps growing

11.5

different languages spoken by our employees:

Swiss German, German, French, English, Spanish, Hebrew, Croatian, Bosnian, Turkish, Italian, Korean (half way there), Arabic



00

15,561

customer contacts in our database



At Chemie Brunschwig our strategy is being developed and implemented in waves. Sometimes the input comes from within (from our Board of Directors or our team), but often, market developments determine our strategic direction. The interplay of external influences and internal goals and visions lays the foundation for sustainable success at Chemie Brunschwig.

A strategic turning point at Chemie Brunschwig was the introduction of SAP B1 in 2014. This was clearly driven by the trend towards digitisation. SAP B1 enabled Chemie Brunschwig to set up the online shop, which went live in 2017. The IT department was expanded to enable customer and supplier connections and to keep over 1.5 million products in the database up todate. Today, our online shop contains more than 2.2 million products. The focus remains on improving the user experience and providing additional information.

In 2018, the Board of Directors took an in-depth look at the topic of marketing and asked themselves the following question: "Who are we and what do we stand for at Chemie Brunschwig?" The marketing concept that was developed, including values (reliable, close to the customer, outstanding) and vision, are still guidelines for internal decisions today. Our vision "Brunschwig - in 1 click" still motivates our team to simplify processes still further and make everyday life as easy as possible for customers.

Our mission to supply customers with quality products and to support them in their goals with service and outstanding solutions was the starting point for the ISO 9001:2015 project. We received the successful ISO certification in 2022.

In 2020 and 2021, the entire company was faced with the challenges of supply-chain bottlenecks brought about by the COVID-19 pandemic. This led to the purchasing team being reorganised, including the creation of a new Transport & Logistics function. The focusing and professionalisation of individual areas remain key objectives at Chemie Brunschwig.

Since last year, the sales team has been going back to school, with key account management top of the agenda. The digitalisation of many standards means the team now has more time to take care of individual solutions and projects. That's a good thing, because the chemicals and life sciences market is developing rapidly. We are also developing the way we work with our suppliers in order to keep our finger on the pulse of current events.

Read on to find out what's in store for us and who is setting the strategic course at Chemie Brunschwig.

Roger Levy

Roger Levy took over Chemie Brunschwig in 2006 and still runs the company today. In addition to his work as CEO of Chemie Brunschwig he is a member of the board of trustees at a nursing home, is a member of Implenia's Advisory Board and supports mandates in the area of estate planning.

Mr Levy, how did things start with you and Chemie Brunschwig?

My wife, Noémi, was asked by Mr Brunschwig if I would be interested in taking over the company. Mr Brunschwig and my wife grew up in the same community in Basel and have known each other for a long time.

And you jumped at the chance?

I have always been an entrepreneurial type and wanted to head in that direction. I was ready for a new challenge and saw real potential in the life sciences market and the company itself.

What are your plans for Chemie Brunschwig?

I am convinced that the company and we as a team still have many opportunities for growth. A large portfolio and long-standing customer relationships help us in this regard. There is constant change. We have reached important milestones in the last 17 years since the company takeover. I would like to take advantage of the diverse opportunities for growth with the company and be successful in the long term. This makes us a reliable partner for our employees, customers, suppliers and partners.



What about you? How would you describe yourself?

I am open, inquisitive, spontaneous, humourous – and I know what I want. One of my strengths is being able to assess a situation quickly and maintain an overview of things. I am a fan of quick thinking, decision-making and teamwork. That's why I make sure my employees have the tools they need to work independently and take on the responsibility.

What do you do when you are not working?

I'd say I'm retiring and prefer to stay at home – although my wife might have something to say about that [laughs]. But seriously, due to my diverse activities, I am a busy person. I prefer to spend my free time with my family.

Dr Martin Batzer

Martin Batzer is a qualified lawyer and has held various, mostly global management positions at Novartis over the past 35 years. He is President of the Jakob & Emma Windler Foundation. He has been a member of the Board of Directors of Chemie Brunschwig AG since March 2023. Welcome aboard!

Mr Batzer, can you tell us a bit about your background? How would you describe yourself?

My name is Martin Batzer. I have a great family; a wonderful wife who challenges and cares for me, a daughter who fascinates me and our dog, Ono. I'm currently in a personal rethinking process. Away from the traditional self-definition through performance, towards the human being as the central point. I focus on humanistic, occidental values and am involved in corresponding mandates, such as the Jakob & Emma Windler Foundation.

How did this process come about?

My social conscience developed in the army and on a mission abroad. In the 1980s, I worked in India for six months. I'd never witnessed poverty and illnesses on that sort of scale before, and it left a lasting impression on me.

How did the collaboration with Chemie Brunschwig start?

Roger Levy and I know each other from the Implenia Advisory Board. On behalf of Roger, Hans Martin Tschudi asked me if I was interested in the position, and I was.

What do you think Brunschwig stands for?

Reliability, consistency, durability, quality – those are my first impressions, as I'm still quite new [laughs]. You can feel the positive working atmosphere, the commitment and the identification with the company among the people who work here. They talk about what they do with pride and self-image. Maintaining this over the next few years will be important.

How do you perceive your role on the Board of Directors?

I'm a constructive critic, not a logistics expert. I try to question and contribute. The employees understand their jobs, and I can't contribute on a technical level. I want to create opportunities for everyone to develop their talents.

What challenges do you see in store for Chemie Brunschwig in the coming years?

The digitisation of all processes. Chemie Brunschwig puts customers and suppliers together. They will develop their own processes, and the challenge will be to network these processes. This will become highly complex.

In addition, the large corporations are at something of a crossroads between globalisation and maintaining a local presence. When it comes to small customers, you always have to stay on the ball. Acquisition is a big topic.

The strength of Brunschwig is that there are no dependencies, neither on the part of individual suppliers nor on the part of major customers. This should definitely be preserved.

What do you do when you are not working?

You can find me with Ono in the forest or out hunting.



"People and life should be the focus: freedom, respect, humour and tolerance."

Willi Ruesch

Willi Ruesch is a certified expert in accounting and controlling. He has worked in the fiduciary sector since 1975 and is a co-owner of Treuhand Ruesch AG in Reinach. In March 2023, he left the Board of Directors at Chemie Brunschwig AG after more than 30 successful years. Thank you very much for your valuable support!

Mr Ruesch, can you tell us a bit about your background? How would you describe yourself?

That's a difficult question [smiles]. I think I'm a person who seeks consensus, professionally and privately.



How did the collaboration with Chemie Brunschwig come about?

I might have to explain a little about that. I actually wanted to start my career in the hotel sector. Unfortunately, I didn't seem to have the necessary skills [laughs]. I then had several temporary jobs and earned my living in the military. I discovered more or less by accident that there were many jobs available in the fiduciary sector. I applied on the off chance, and after an initial interview, I suddenly had my first real employment contract. It was more of a coincidence than a profession! I continued to educate myself and became a partner at the age of 25. Chemie Brunschwig was one of my mandates. When I became selfemployed at the age of 34, I was allowed to retain the mandate with the consent of my employer at the time.

In 2006, Roger Levy took over the company. What happened next?

I wanted to negotiate a good solution for Mr Brunschwig and the takeover of the company by Mr Levy, which we managed to do a part of a fair and amicable process. After this intense time, Roger Levy asked me if I wanted to join the Board of Directors, and I gladly accepted.

In your opinion, what does Chemie Brunschwig stand for as a company?

Consistency, reliability, safety, trust, the ability to deliver – in short, a Swiss company with conservative values, always thinking about doing better.

"Life is far too interesting to waste it on anger, strife, arguments or resentment."

What were your personal highlights as a member of the Board of Directors?

Enriching discussions with Roger Levy and the other members, and dealing with structural and strategic issues.

What challenges do you see in store for Brunschwig in the coming years?

Digitisation must be pushed further, even if a lot has already been achieved. It also requires a good network, dealing with customer requests and the associated individual solutions. The focus should be on the human element. Employees should be proud to work with such great customers and have a positive attitude towards their daily work.

What advice do you have for your successor, Mr Batzer?

His birthday is the day before mine, so the zodiac sign is right [laughs]! Mr Batzer knows how companies work and can therefore take Chemie Brunschwig one step further at the customer level

What do you do now with so much free time?

I rarely plan anything – I'd rather let it come to me. I started gradually reducing my workload in 2017. I ski in the winter, play golf in the summer, go hiking and mountain biking, am interested in history, art and culture and try to spend more time with my wife and family.



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Dr Hans Martin Tschudi

Hans Martin Tschudi is a legal counsel and former politician. From 1994 to 2005 he was a member of the government of the canton Basel-Stadt. He is the owner of TSCHUDI. Legal & business consulting in Basel. He has been a member of the Board of Directors of Chemie Brunschwig AG since March 2020, and is Vice-President since March 2023.

Mr Tschudi, can you tell us a bit about your background? How would you describe yourself?

I'm Basel through and through: grew up here, went to school here, attended university here. After various internships, at the age of 30, I became Secretary General of the Economic and Social Department of Basel-Stadt and was elected to the cantonal government in 1994. If you don't do anything, nothing will happen; our system only works because of people who are committed – and I'm one of those people.

Today, I devote most of my time to my company, TSCHUDI. Legal and business consulting. I also hold a professorship at the FHNW and have been involved as president of the Collegium Musicum Basel's symphony orchestra for years.

I value ethical standards in politics, business and society and treating others with respect. The social balance in our country is also important to me.

How did the collaboration with Chemie Brunschwig start?

Now that's a good question. I have known Roger Levy professionally for a long time, and in 2020, he asked me if I would like to join the Board of Directors.

In your opinion, what does Chemie Brunschwig stand for as a company?

Brunschwig is a classic supplier to big pharma and the life sciences industry throughout Switzerland. Without Brunschwig, many things in the Swiss laboratories would probably come to a standstill – because who else can offer this perfect service?

How do you see your role on the Board?

As members of the Board, we assess the situation based on our professionalism and life experience and try to make the best decisions. I have management experience and a good network. I deal with entrepreneurial, social and political issues and bring this point of view to the table.



"I am a political person and I continue to support good framework conditions in our country."

What challenges do you see in store for Chemie Brunschwig in the coming years?

The company is very well positioned, has good employees and is friendly, solid and lead by a skilled management team. The environment is constantly changing, which means discussions about our strategic orientation will always be needed. We must have the strength to tackle new things and take a step forward. Our plans must be well thought out and bold.

I would also like to take this opportunity to mention Willi Ruesch, who has made a major contribution to the development and success of this company. Thank you very much, Willi!!

What do you do when you are not working?

You would have to ask my wife [laughs]! Well, I run my business, I like to lecture and I'm committed to Basel culture. I am an amateur organist (always practice too little...) and like to play the "queen of instruments" in church. Otherwise, I am usually to be found in the great outdoors. And I am the proud grandfather of two wonderful granddaughters, who enrich my life immensely.

Noémi Levy

Noémi Levy is the woman alongside Roger Levy. She is a family manager, a passionate grandmother and a member of the Board of Directors of Chemie Brunschwig.

Ms Levy, can you tell us a bit about your background? How would you describe yourself?

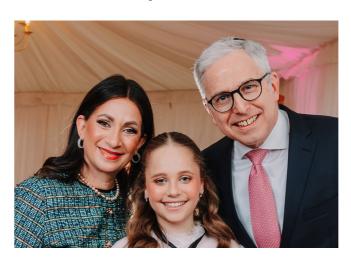
I am Roger's wife. We have been married for 39 years. I am originally from Basel, where I also did my commercial apprenticeship.

You played an important role when your husband took over Chemie Brunschwig?

Yes. My grandmother was a cousin of Mr Roger Brunschwig, the founder of the company. His son André Brunschwig later took over the company. I know the Brunschwigs from the Israelite community in Basel, where I grew up. Coincidentally, André found out that Roger was looking for a new challenge. He called me the next day and told me that he was looking for a successor for the company. The rest is history.

Was it immediately clear that you would take a seat on the Board of Directors?

Not to me, actually [laughs]! Roger asked me if I wanted to join the Board of Directors; it's a family business, after all, and he wanted me to be part of it. At first I thought that I wouldn't be much help as numbers aren't really my forte or passion. To be honest, I tend to sit back and listen to the sessions. Roger and I then talk business



"I see myself more as a listener and source of emotional support."

over dinner. I see myself more as a listener and emotional supporter.

What challenges do you see Brunschwig facing in the coming years?

That is an interesting question. When the COVID-19 pandemic hit, for example, everyone thought that it would harm the company. Fortunately, this was not the truth. In fact, it opened up new opportunities.

I think the challenge is to be able to continue to exist as a family business alongside the large corporations. More and more smaller companies are closing, which I think is a shame. At some point there will also be the question of a successor – but not at the moment.

What are your hopes for the future of Chemie Brunschwig?

I hope that the company will remain in its current form and continue to be successful. We have long-standing relationships with employees, customers and suppliers, which doesn't happen very often these days. And, of course, I hope that everyone stays healthy.

What do you do when you are not working for Chemie Brunschwig?

I'm a family person. I made the conscious decision not to work anymore when I became a mother. It wasn't always easy, financially speaking as well, but it was worth it. I consider it a privilege that I was able to spend a lot of time with my children and now with my grandchildren.

I love to cook and bake. I started baking my own sourdough during lockdown. I also have some customers who order their bread from me. I'm not a professional, but I really enjoy it.

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The management team at Chemie Brunschwig consists of management and department heads and was designed in this form in 2020. The aim was to create an agile management structure in order to achieve short decision-making processes, a better flow of information and thus more flexibility at all levels.

At regular management meetings, the current challenges, market conditions and possible solutions are assessed, both strategically and with regard to operational implementation. Thanks to the direct input from the respective departments, Brunschwig is able to determine all relevant information in the shortest possible time in order to develop efficient and sustainable solutions that can be implemented in day-to-day business immediately. Through this collaborative decision-making process, Brunschwig is able to effectively implement strategic decisions into its operational business and ensure that the decisions made do not have any negative effects on the internal processes and service levels.

Chemie Brunschwig promotes an open and flexible corporate culture. Everyone is aware that the company can only grow through and with its employees. This also means that constructive criticism is not only accepted, but also requested.

Our employees should get involved in the company and be able to participate in the changes. After all, a company should run like clockwork, and this can only be guaranteed if all gears are perfectly coordinated.

Transparent communication between employees, superiors and with the management is our recipe for success.

Award

SAFE WORK PLACE AWARD 2023

After all the years on the Swiss market and the milestones reached so far, it has always been our aim to ensure supportive, employee-friendly ethics in the company and to design our processes and services in such a way that the safety and health of our employees, customers and partners are paramount.

We are very pleased that we have received the Safe Work Place Award for the areas of quality, commitment and effectiveness and are now one of the safest chemical and pharmaceutical companies in Switzerland. This award goes to our entire team, which delivers incredible performances every day and puts the well-being of the company first.

We would like to thank all our employees for their outstanding cooperation and dedication. Thanks to this commitment, the challenges in previous years have been mastered in an exemplary fashion and have made us the successful company we are today.

A heartfelt thank you also goes to all our customers and partners who place their trust in us every day.

We look forward to further successes in the future and will continue to be available to our customers with high-quality and innovative services.



From left to right: Matthias Kunz (Qualitätswerk GmbH), Jonathan Shaban, Roger Levy (Chemie Brunschwig AG).



Testimonials

WORKING WITH CHEMIE BRUNSCHWIG



"Chemie Brunschwig has been number one in our laboratory when it comes to supplying solvents and reagents for years. The service for speciality chemicals, the price-performance ratio and the portfolio of different suppliers

are unbeatable. With the AcrosSeal, a welcome innovation came onto the market years ago that we no longer want to miss. I will definitely remain a customer and look forward to the next anniversary."

Francis Voirol
Givaudan Switzerland Ltd



"After my first contact with Chemie Brunschwig around eight years ago I am still impressed to see that business can be more than just a cooperation. I highly value their spirit and congratulate them on their 75th anniversary."

Patrick Frick
International Sales Director
PAN-Biotech GmbH

"The University of Zurich has had a very good relationship with Chemie Brunschwig for decades. I got to know and appreciate this company as an innovative, competent and dedicated business partner. The requirements for the new procurement processes of the UZH were mastered and successfully implemented by Chemie Brunschwig in an exemplary manner, so that today we can show a reliably functioning, digitized process from ordering



to invoicing. What we, at the University of Zurich, value most about Chemie Brunschwig is the professional customer orientation, competitive prices and problem-free cooperation. A well-managed company that has proven to be a reliable partner for us even in times of crisis! The University of Zurich is looking forward to continued good cooperation and wishes Chemie Brunschwig all the best for its 75th anniversary and every success for the future."

René Kunz
Responsible for strategic procurement
University of Zurich



"Brunschwig has been a constant and reliable partner for the Chemistry Department at the University of Basel for over 25 years.

In these rapidly changing and turbulent times, we appreciate the fast, reliable work and the always friendly contact.

We would like to thank you for the good cooperation and congratulate you on your 75th anniversary."

Markus Hauri Head of Infrastructure Dept. Chemistry University of Basel "As Chemie Brunschwig celebrates their 75th anniversary, Polysciences is pleased to commemorate a more than 20-year strategic partnership that has delivered highly specialized products to the fine chemical, life dciences and medical devices and diagnostics industries throughout Europe. With our colleagues at Bangs Laboratories and the rest of the Ott Scientific group of companies, we congratulate Chemie Brunschwig on this remarkable achievement, and we look forward to a continued collaboration in serving customers in the sciences for years to come."

Melanie Bailey-Treiber Managing Director Polysciences Europe GmbH

"Chemie Brunschwig is a long-standing partner that has been cooperating with us for decades. The quality of their services, and as the reputation they enjoy with customers, makes them one of Thermo Fisher Scientific LCD's most reliable partners. We particularly appreciate the spirit of cooperation and the customer-first approach that is the driving force of this company."

Rainer Fiesel | Senior Sales Manager | Thermo Fisher Scientific

Thermo Fisher SCIENTIFIC

A CALIBRE SCIENTIFIC COMPANY



Burcu Arasli | Head of Purchasing **Senn Chemicals**

"As Senn Chemicals purchasing team, we are pleased to work with Chemie Brunschwig since years. We appreciate the very fast offer process, customer- and solutions-oriented approach of the sales team.

They are everytime flexible to support us. Especially special thanks to our contact Mrs.Bera. Hope we can work many years and grow together as a business partner."

"Brunschwig AG have been distributing and promoting the Reagecon brand for more than 20 years. Their long-held reputation for excellent service, extensive knowledge of Reagecon product range and the enthusiasm of their team members have provided a compelling proposition to both existing and new customers, amd all these attributes have been the cornerstone of our long and successful partnership. Congratulations on achieving 75 years in business – Reagecon are both excited and very much look forward to working with you for many more years to come."

The Reagecon team

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"Congratulations Chemie Brunschwig on your 75th anniversary! For many years, Chemie Brunschwig is our link to customers in Switzerland for various of the LGC brands, mainly for TRC. Without your commitment, detailed knowledge of the Swiss market and Chemie Brunschwig's enthusiasm to bring excellent service to Swiss users, the success we enjoy in such an important market as Switzerland would not be possible. We are looking forward to many more years of successful cooperation."



Ulrich Hackler Channel Partner Manager LGC Standards GmbH



"Great to have Chemie Brunschwig as our business partner! It is aways a pleasure to work with each

member of the team, who are very professional and dedicated. I believe this is one of the key ingredients of our successful partnership, and of the great results achieved together!"

Andrei Ihnatsenka
Director of International Sales
Microbiologics

"We appreciate the trusting cooperation with Chemie Brunschwig, because you can rely on the team at Chemie Brunschwig:

- Even in difficult times, they maintain a very good relationship with us
- Agreed delivery times are always met
- If something is not available, Chemie Brunschwig spontaneously offers alternatives shortly after the order is placed

We know and value our contacts at Chemie Brunschwig."

Dr Christian Styger
Head of Central Administration/HCI Shop
ETH Zurich



"We at Capricorn Scientific are very proud to have a partner like Chemie Brunschwig! We are particularly happy about the excellent communication and the very amicable relationship between our companies. Together, we provide customers in academic research, biotechnology as well as in pharmaceutical R & D and production with high-quality cell culture products."

Florian Geyer
Head of Export
Capricorn Scientific GmbH



SBRUNSCHWIG



At Chemie Brunschwig you will find over 2 million products from the fields of chemistry, life sciences and labware - and that is just part of our range!

SERVICES

With our ISO 9001-certified quality management system and qualified staff, our customers receive a high-level service in all areas in compliance with all necessary standards and legal regulations.

CATALOGUES

Our product catalogues are available via OCI standard, OCI via system (COUPA, Ariba) or as static catalogues (Veenion, quartz, GEP, jaggaer). We would be happy to discuss further options with your IT

INVOICIN

You choose your preferred method of invoicing. It doesn't matter whether it's electronic bills, yellow bills, QR bills as PDF files, database uploads, or a printout by post.

PROCESSING

By processing we mean digital order processing via our online shop, CSV or CXML upload, HTML, IDoc or platforms such as Ariba, Coupa, GEP, Hybrids. If your platform is not included, our IT department will be happy to work out a tailor-made solution for your company.

CUSTOMER SERVICE

At Chemie Brunschwig, the focus is not only on digital solutions, but in particular on people. Let our chemical and life science experts advise you and be accompanied by our team for procurement, order processing, IT, recycling and more

DIGITAL SERVICES

Our digital services are more than an online shop. They simplify the ordering process, minimize sources of error and always provide updated data, prices and additional information. Connect your IT system directly to the Chemie Brunschwig database and benefit from this digital assistance.

CUSTOMERS

Our Swiss customers come from analytics, industrial research and development, hospitals, private and state laboratories, as well as universities and scientific institutions. We are proud of the connection we are allowed to cultivate with you.

PRODUCT:

The product you are looking for is not available in our online shop? Thanks to our third-party service, we can find (almost) everything for you - even outside the CORE supplier portfolio. We also support you if the supplier validation is too complex in individual cases.

PURCHASING / SUPPLIERS & MANUFACTURERS

Our proven global network of annually audited and certified suppliers enables us to offer a large selection of innovative products at fair prices. In the event of delays or difficulties, we will find suitable alternative solutions.

LOGISTIC

We take over the entire procurement effort for you and keep you up to date on the status of your order until delivery.

WAREHOUSE & CALL-OFF

Our warehouses are equipped for room temperature products, narcotics, dangerous goods and a complete cold chain from 2°C to 8°C / -25°C to -20°C. We tailor our offer to the market and the needs of our customers, thereby shortening our delivery times. In addition, we offer consignment stock directly at our customers.

RECYCLIN

Our sales team will be happy to advise you on the various recycling options that we offer together with our suppliers. With the "Brunschwig goes green" project, we are committed to continuously reducing our ecological footprint and providing sustainable services.

TRANSPOR

Our many years of experience and our worldwide partner network enable us to ensure reliable procurement channels. We rely on consolidated shipments and eco-friendly packaging to ensure sustainable and efficient services

HAZARD WAREHOUSE

For larger quantities of dangerous goods we have a certified externa warehouse.

www.chemie-brunschwig.ch