

# Acumen Logistics



## Case Study

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### Air Products

**Air Products is a worldwide supplier of industrial gases and equipment, speciality and intermediate chemicals, and energy systems.**

It serves customers in more than 30 countries in the technology, energy, healthcare and industrial markets with a unique portfolio of products, services and solutions, including atmospheric gases, process and speciality gases, performance materials and chemical intermediates.

As an industry leader, Air Products takes its responsibilities in environmental, health and safety performance very seriously. Each year it sets continuous improvement goals and ensures that every employee and contractor takes responsibility for his or her own safety as well as the safety of others. By using this approach, Air Products has built one of the best reputations for safety in the chemical and industrial gas industries and one of the best long-term safety records.

Acumen has a long-standing relationship with Air Products' Packaged Gases Group moving many types of speciality gases and research products in cylinders around the UK/Europe for more than eighteen years. In the past 2 to 3 years, however, Acumen have taken on a more integrated role, including ammonia module transportation, for which we facilitated a special vehicle, plus other High Consequence products. More recently, we were awarded the contract for part of Air Products' time-critical Homecare service – warehousing and delivering concentrators.

In addition, Air Products regularly uses the Acumen 'Fast Track' service for customer-urgent deliveries of gases and chemicals in the UK and across Europe.

Air Products personnel have come to rely on Acumen as a 'safe pair of hands' in an industry where safety is paramount.

*"We have used Acumen for years, simply because they offer us a reliable and safe service at a competitive cost. They are particularly helpful to Air Products in operating their 'Fast Track' collection and delivery service and are highly reactive to any situation. It's always good to know we have a supplier we can rely on for time-critical deliveries."*

Peter Birdsall  
UK Transport Manager  
Air Products Packaged Gases Group

