



C.O.I.M. S.p.A.
CHIMICA ORGANICA INDUSTRIALE MILANESE
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PRESS RELEASE

COIM obtains AEO customs certification of the highest level, thus further strengthening its capacity for expansion on non-EU markets

COIM's success story was recently presented by the engineer Mr. Paolo D'Adda at the forum entitled "Being competitive in international trade: customs law, converting a constraint into an opportunity", intended for Italian businessmen who wish to adopt an ideal structure for entering international markets and tackling the profound changes taking place

Milan, 13 December 2021 - C.O.I.M. S.p.A., an Italian multinational that has manufactured chemical products since 1962 and operates all over the world through manufacturing and trading companies, **has obtained AEOF** (Authorized Economic Operator – Customs Simplification/Security and Safety) **status, on the highest level, known as "AA"**, from the Central Office of the Customs and Monopolies Agency in Rome. This prestigious award, which includes both the customs simplification (AEOC) and security and safety (AEOS) aspects, certifies the specific reliability of COIM in international trade, following a pathway of growth in customs and security issues that has seen the company committed over the years to targeted projects and investments in these fields.

"Safety and security issues have been part of COIM's DNA ever since it was set up. The process that led to us applying for AEOF status further matured after the first audit conducted in 2008 within the scope of the C-TPAT (Customs-Trade Partnership Against Terrorism) protocol. Since then, we have invested in a continuous improvement of security at our plants, on the basis of an overall concept that includes, among other things, protection of the facilities, data and goods, access control and incoming motor vehicle control. The evolution also materialized in the area of traceability, through an enhancement of the management systems (ERP) with all the data and rules necessary to make an accurate and informed Customs declaration. Great efforts have been made to create a renewed company culture in these fields through various training events, which have involved most company departments with, in particular, over 200 colleagues directly involved in the project.

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To obtain the certification we further refined the criteria for the qualification of our trade partners (suppliers, contractors and customers) and their contracts, through satisfaction of the AEO requirements, which are primarily concerned with the company's legal compliance” explains **Mr. Paolo D’Adda, the Supply Chain Manager of COIM**. “Obtainment of the AEO certification, which is related to a specific project that began in 2017, was achieved this year and concerns the perimeter of C.O.I.M. S.P.A., that is, the plants in Offanengo (CR), San Martino in Strada (LO) and Buccinasco (MI). The result in terms of timing was affected, on the one hand, by the world health crisis and, on the other, by the change of administrative office. It is important to underline the fact that companies are not obliged to obtain this certification but that COIM considered it essential to follow this path to further increase its recognition as a reliable company in the field of international trade and, consequently, its competitiveness. We believe that, in a few years’ time, it will be difficult to operate on international markets without this certification, also by reason of the indications explicitly given in the Union Customs Code”. The simplifications from which an AEO organization benefits enable it to operate efficiently and cooperatively with the Customs Agency.

The advantages of AEO certification

“AEO customs certification has proven to be a fundamental tool for establishing and maintaining a relationship of trust with the Customs Authority - enabling it to concentrate its controls on potentially less reliable entities -, having a direct channel of communication with the Authority, addressing non-EU markets more decisively and optimizing the management of the customs and security aspects at the company. The certification is also mutually recognized by third countries. Our suppliers and customers who decide to obtain AEO certification are also facilitated by the fact that COIM already possesses it”, concludes **Paolo D’Adda**.

The practical benefits are supplemented by indirect benefits in terms of the company's reputation towards public authorities, trade partners and the market, as well as the possibility of qualifying the suppliers and customers with whom the company wishes to collaborate even more accurately.

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C.O.I.M. S.p.a. is the brainchild of Mario Buzzella and Cesare Zocchi, two entrepreneurs driven by the same passion for chemistry, who founded the company in 1962 to meet the increasing demand for chemicals resulting from a booming economy.

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UNI ISO 45001:2018
UNI EN ISO 14001:2015
UNI EN ISO 9001:2015



SISTEMA DI GESTIONE
QUALITÀ CERTIFICATO



60 years later, COIM has become an Italian multinational company that develops, produces, and sells chemical specialities for the manufacturing industry worldwide. It ensures local presence through 19 companies - 10 of which are production sites - in Italy, Germany, Russia, Turkey, Singapore, China, India, USA, Brazil, Mexico, Chile, Colombia, Spain, Austria, and the Netherlands.

Over 1,200 specialised collaborators are committed to meeting customers' expectations with three main product families:

1. *Polyesters and polyols;*
2. *PU Case: coatings, adhesives, sealants, and polyurethane-based elastomers;*
3. *Polyesters and special resins.*

COIM can meet technical, commercial, and logistics needs of customers located in 90 countries for a turnover of 1 billion euros. This is possible thanks to its integration of raw materials, focus on polyurethane systems, a wide and diversified offering - 18 product ranges from polyesters to PU systems -, and a large production capacity.

COIM focuses on continuous and sustainable development based on corporate values, such as care and respect for people and the environment.

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