

Sappi Biotech partners with CellMark to increase global sales reach of Sappi's Hansa lignin products

Issued by [Sappi](#)

28 Mar 2017

Sappi Limited is pleased to announce that its Biotech division has entered into an agreement with CellMark appointing CellMark as the non-exclusive sales agent for Sappi Biotech's Hansa lignin products, produced in liquid and powder formats in South Africa at Sappi Tugela Mill.

Sappi is the world's largest producer of lignosulphonates from operations in South Africa and Europe. The material is both used internally for bio-energy generation or beneficiated and processed to technical lignins for sale to global lignin markets. CellMark operates a global sales, marketing, financing and logistics business aimed at consistently surpassing customer expectations.

Louis Kruyshaar, who leads the Sappi Biotech business, commented: "We are really pleased to partner with CellMark which brings an excellent fit to our Biotech business at a stage when accelerated market penetration is key to attain our growth targets."

He continued, "The partnership, which is built on common core values, will include a joint social investment initiative to benefit rural communities in South Africa."

"We are delighted to represent the Sappi Biotech Hansa quality lignin and offer enhanced lignin solutions to customers," indicates Jean-Luc Carrière, Vice President and General Manager Lignin for CellMark Basic Chemicals. He adds, "This partnership will enable both companies to advance towards their common goal to expand markets and applications for this versatile biopolymer."

Lignins are commonly used as surfactants, binders, dispersers and emulsifying agents leading to the use of this renewable material produced from trees used in a large number of applications globally.

▮ **Promising SA-first solution to convert paper sludge, food and textile waste into bioethanol** 29 Apr 2024

▮ **Sappi's Pelletin achieves feed safety assurance certification for its lignin-based animal feed additive** 22 Mar 2024

▮ **Sappi achieves PEFC Group Scheme certification for small growers** 19 Dec 2023

▮ **Saiccor Mill dissolving pulp facility completes the Higg FSLM verification** 6 Dec 2023

▮ **Sappi Khulisa programme wins Trialogue award for best practice CSI** 1 Dec 2023

Sappi



Sappi works closely with customer, both direct and indirect, in over 100 countries to provide them with the relevant and sustainable paper, paper-pulp and dissolving wood pulp products and related services and innovations.

[Profile](#) | [News](#) | [Contact](#) | [Twitter](#) | [Facebook](#) | [RSS Feed](#)