

# CASE STUDIES AND BEST PRACTICES IN ARAYMOND INNOVATIVE SUSTAINABLE PURCHASING

Our vision and commitments in sustainable purchasing are clearly defined and shared with all our Business Partners. This document illustrates how they are translated into action through testimonials from our suppliers and partners, as well as concrete examples of how we implement our roadmap.

## WHEN PARTNERSHIPS DRIVE SUSTAINABLE INNOVATION

### 25 YEARS OF COLLABORATION WITH ARKEMA, RECOGNIZED IN 2025

The collaboration between Arkema and ARaymond began in 1992. Since then, the relationship has grown steadily, with innovation and sustainable development at its core.

For almost a decade, the partnership has entered a new chapter, with strong co-development on solutions as well as shared tools and processes. Environmental considerations are integrated early in projects, with Arkema supporting ARaymond in eco-design tools and lifecycle analysis (LCA). As an example, this enabled the early adoption of a bio-based material, PA11, a polymer derived from castor plant source that combines high technical performance, recyclability, with a low-carbon footprint.



For Léa Ducazaux, **Project Buyer Leader** at **ARaymond Fluid Connection France**, this collaboration has produced high-performance mobility solutions, including the Air brake pneumatic system, showing the tangible results of co-innovation.



For her and for all team members involved, these solutions stem from smooth collaboration, open dialogue, and a strong commitment to CSR and quality.



## Case studies in ARaymond Sustainable Purchasing

*"Our partnership is built on transparency, excellence, and innovation, with aligned CSR strategies and concrete actions such as joint participation in Tech Days and LCA exchanges."*

**Fabrice CHOPINEZ** - *Global Transportation Business Director, High Performance Polymers at Arkema*

**ARKEMA**



Lea Ducazaux shares this view, mentioning that communication has always remained effective, even when facing challenges. This underscores the strength of this distinctive relationship in the automotive sector.

For both Steven Faoucher, Key Category Manager Plastic and Material at ARaymond, and Adil Ben Chekroun, Business Development Engineer for transportation at Arkema, this global partnership has strengthened over the past 5–6 years through multiple points of contact, aligned CSR roadmaps, joint material selection, and consistent client communication.

This multi-level collaboration is driving co-innovation, illustrated by a valve developed by ARaymond in China using a flame-retardant material created by Arkema. The two local R&D teams worked closely together throughout the two-year development and continue to collaborate on future iterations.

### CONCRETE SUCCESSES AND RECOGNITION

The partnership was recognized at K 2025, the leading trade fair for plastics and rubber in Germany. Arkema presented the "collaborative and sustainable innovation awards", highlighting long-term collaborations that drive real impact.

ARaymond received the "collaborative innovation award" for advanced mobility developments.



**Philippe BABOU** - *ARaymond Chief Purchasing Officer, accepted the award, highlighting the premium-partner relationship :*

*"Over 25 years, Arkema and ARaymond have evolved beyond a standard customer-supplier relationship to a long-term strategic partnership, with shared commitment to innovation and sustainable practices."*

Laurent Tellier (VP Arkema High Performance polymers and fluorogases), Marc Schuller (Arkema Chief Operating Officer), Philippe Babou (A Raymond VP of purchasing), Fabrice Chopinez (Arkema Global Transportation Business Director, High Performance Polymers).



## Case studies in ARaymond Sustainable Purchasing

### TRANSPARENCY AT THE HEART OF A STRONG PARTNERSHIP WITH ENGEL

Since 1989, ENGEL has supported ARaymond globally with injection molding equipment and automation. Both companies share values and a long-term vision, as both remain 100% family-owned. They are aligned on continuous product development and innovation, keeping their positions as technology leaders. They also share a strong commitment to sustainability, with ENGEL fully aligned with ARaymond CSR supplier monitoring practices.

What began as a local relationship has evolved into a global partnership, supported by a joint coordination across purchasing and operations, highlighting multi-level approach to partnership management at ARaymond.

Indeed, he notes that ARaymond was among the first to use tie-barless machines in the mid-1990's and fully electric machines by the late 1990's, at a time when such technologies were still very limited in the market.

This spirit of innovation was further embodied in the e-Victory project. ARaymond became the first in France to introduce a hybrid machine combining electric injection technology with a tie-barless system, bringing greater precision, flexibility, and energy efficiency.

This mindset is also reinforced by initiatives that go beyond technology. As Jochen Wallmüller Sales Director Automotive & Mobility at ENGEL notes, *"with ARaymond, the relationship between buyers and sales teams grows closer every day, reflecting a partnership built on trust, transparency, and a shared ambition to innovate and create sustainable value together."*

Both companies have identified ways to take their collaboration to the next level, including thematic workshops and dedicated cross-company teams. These initiatives will strengthen their shared vision, enable innovation anticipation, and accelerate co-development, reinforcing an already strong and trusted partnership.

## EMPOWERING SUPPLIERS

### ARAYMOND AS A CSR ENABLER

As with all our customer-supplier relationships, our collaboration with Shrivinayak, a leading Indian electroplating group, is built on trust, transparency, and continuous improvement across environmental, social and governance areas. Over time, it has grown into a long-term partnership with a strong focus on sustainability.

***"ARaymond has always been driven by innovation."***

*Grégory FEVRIER - Area Sales Manager at ENGEL*  
**ENGEL**

Shrivinayak's testimonial highlights ARaymond as a CSR enabler and a partner in strengthening supplier CSR practices:

*"ARaymond structured CSR assessments encouraged us to review processes, formalize policies, and adopt measurable approaches. This collaboration has improved process discipline, documentation, compliance readiness, and fostered open communication, constructive audits, and solution-oriented problem solving."*



[Discover the full testimonial](#)



## Best Practices in ARaymond Sustainable Purchasing

### A STRUCTURED PROCESS TO SUPPORT SUSTAINABILITY WITH SUPPLIERS

With a data-driven platform and collaborative initiatives, ARaymond turns sustainability with suppliers into a structured, actionable and measurable process.

Choosing sustainable and innovative materials is central to our procurement strategy.

As Pascal Pernes, ARaymond Purchasing Business Partner, explains, the process relies on a digital materials database tracking 3,000 materials, enabling teams to identify opportunities to reduce environmental impact and drive more sustainable product development.

*"We encourage our suppliers to be proactive, and in return, we provide a structured, supportive, and progress-driven framework."*

**Stéphanie JULIEN**  
ARaymond Sustainable Materials Expert

### MEASURING OUR PERFORMANCE AND IMPACT

Beyond words and testimonials, ARaymond purchasing team has defined clear indicators and monitor them over time to assess our progress and impact.



A new roadmap for 2026–2030 is being developed including new indicators to take the next step forward.

- **Local procurement**

Measuring the ratio of local and regional suppliers aiming to reduce CO2 impact and support local territories.

- **Sustainable Performance Suppliers**

Following the percentage or number of best-in-class suppliers who deliver high-performance, innovative and sustainable goods & services.