

Presenting the ICIS Top 100 Chemical Distributors

Our 2016 listing features a record 242 companies worldwide, from regional niche distributors to global giants. See which ones fit your needs

TOP 100 LISTING BY **SARAH CRESWELL,**
JOSEPH CHANG AND WILL BEACHAM

We are delighted to once again present the ICIS Top 100 Chemical Distributors listing. We're also pleased to set another record in our 7th year of publishing this ranking with an unprecedented level of participation from around the world.

While we call it the "Top 100", we list as

many chemical distributors as we can find, or that find us, providing an unparalleled directory of these critical links in the chemical supply chain.

We thank our valued partners the National Association of Chemical Distributors (NACD) in the US, the European Association of Chemical Distributors (Fecc), Associquim (the Brazilian Association of Chemical and Petrochemical Distributors), Responsible Distribution Canada (RDC) and UK-based

Chemical Business Association (CBA) for their support.

This year's listing reflects 2015 sales, and separate tables are broken out by geographic region – Europe, North America, Asia, Latin America, and Middle East & Africa.

With crude oil prices having declined, bringing down chemical prices in their wake, it has been challenging to grow sales organically. Following successful initial public offerings (IPOs) in the sector,



many companies are aggressively employing mergers and acquisitions (M&A) to build scale in today's slow growth environment.

See what strategies they are taking to succeed. ■

**"We're pleased to provide
this unparalleled directory
of critical links in the global
chemical supply chain"**

JOSEPH CHANG
Editor, ICIS Chemical Business

CHEMICALS MARKETING. **WORLDWIDE.**



As a family-owned company, HELM stands for fairness, reliability, supreme quality standards as well as the protection of people and the environment. Our know-how and local presence make us the ideal partner for:

With some 1,400 employees together with over 100 subsidiaries, sales offices and participations in more than 30 countries, we are one of the world's leading marketing companies for:

- **International Marketing**
- **Distribution**
- **Logistics**
- **Production**
- **Project Development**
- **Scientific and Technical Services**
- **Chemicals**
- **Active Pharmaceutical Ingredients**
- **Pharmaceuticals and Medical Products**
- **Crop Protection**
- **Fertilizer**



CHEMICALS



CROP PROTECTION



PHARMA



FERTILIZER

HELM AG • Nordkanalstrasse 28 • D-20097 Hamburg
Phone: +49 40 23 75 0 • Fax: +49 40 23 75 18 45 • info@helimag.com • www.helimag.com



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



imageBROKERY/REX Shutterstock

1

BRENNTAG
2015 SALES: €10.3BN (\$11.18BN)

Mulheim an der Ruhr, Germany
WWW.BRENNTAG.COM

CEO: Steven Holland

Products: Full-line range of over 10,000 products; industrial chemicals; adhesives; paints; oil and gas chemicals; food ingredients; water treatment chemicals; personal care ingredients; pharmaceutical ingredients; cleaning chemicals; coatings and construction chemicals; animal nutrition products; pulp and paper chemicals

Services: Tailor-made distribution solutions; specific application technologies; technical support; just-in-time delivery; product mixing and blending; formulation; storage; repackaging; inventory management; drum return handling

Assets: 430 locations in 74 countries; workforce of 14,000

2

UNIVAR
2015 SALES: \$8.98BN

Downers Grove, Illinois, US
WWW.UNIVAR.COM

President and CEO: Stephen Newlin

Products: Basic chemicals; personal care, phar-

maceutical and food ingredients; water treatment chemicals; agricultural and pest control products; coatings, adhesives, composites, sealants and elastomers; oil, gas and mining chemicals; household and industrial cleaning chemicals; specialty and performance chemicals

Services: Industrial warehousing; logistics and distribution; customised blending, manufacturing and packaging; waste management; inventory management; on-site storage and delivery systems; web-based specialty chemical distribution; technical services

Assets: 850+ distribution facilities globally; 3,000+ tractors, tankers and trailers; 125+ rail/barge terminals; 35+ deep sea terminals

3

HELM
2015 SALES: €4.5BN (\$4.89BN)

Hamburg, Germany
WWW.HELMAG.COM

CEO: Hans-Christian Sievers

Products: Feedstocks; organic and inorganic chemicals; specialty chemicals; acids and lyes; active pharmaceutical ingredients; pharmaceuticals; medical products; fertilizers; crop protection chemicals

Services: All global – marketing; logistics; production; project development; scientific and technical services

Assets: More than 100 subsidiaries, sales offices and participation in over 30 countries

4

VINMAR INTERNATIONAL
2015 SALES: \$4.1BN

Houston, Texas, US
WWW.VINMAR.COM

CEO: Hemant Goradia

Products: Olefins and derivatives; aromatics; alcohols; chlor-alkali chemicals; fibre intermediates; polymers

Services: Marketing

5

NEXEO SOLUTIONS
2015 SALES: \$3.76BN

The Woodlands, Texas, US
WWW.NEXEOSOLUTIONS.COM

President and CEO: David Bradley

Products: Alcohols; blends; esters; glycols; hydrocarbons; ketones; resins; silicones; surfactants; isocyanates; engineering and specialty thermoplastics; polyolefins; styrenics

Services: Blending; packaging and private label; technical support; environmental services; global sourcing; analytical testing; product formulations; market dedicated resources; local delivery scheduling; recycling

Assets: 100+ facilities globally; owned trac-

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

EUROPE CHEMICAL DISTRIBUTION LEADERS (2015 SALES)*

Company	Sales (\$m)*	Company	Sales (\$m)*
1 Brenntag	5,053.31	57 Will & Co	74.16
2 Helm	2,714.5	58 GROUP BARCELONESA	72.64
3 IMCD	1,052.14	59 NOVASOL	71.65
4 Biesterfeld	992.42	60 Ilario Ormezzano	70
5 Azelis	830.64	61 Alpha Wax	69.51
6 Omya	794.81	62 Bodo Moller Chemie	69.27
7 Caldic	740	63 PENPET Petrochemical Trading	68.09
8 Overlack	727.49	64 Nortex	67.4
9 Quimidroga	715.54	65 Aug. Hedinger	65.94
10 Solvadis Group	646	66 Selectchemie	65.15
11 TER GROUP	546.16	67 Ricardo Molina	62.98
12 Nexeo Solutions	500	68 AFCO	62
13 Jebesen & Jessen Group	439.75	69 Airedale Chemical	61.21
14 SAFIC-ALCAN	425.03	70 PROQUIBASA	59.72
15 CG Chemikalien	380.57	71 Quimdis	59.72
16 Nordmann, Rassmann	369.17	72 Wego Chemical Group	54.9
17 Indukern	334.39	73 CellMark Chemicals	54.24
18 Pluschem EEIG (European Economic Interest Group)	271.45	74 Chem Poland	52.91
19 Campi y Jove	267.11	75 Melrob Group	52.51
20 Eigenmann & Veronelli	262.76	76 KH Chemicals	51.25
21 DKSH	260.44	77 Behn Meyer Group	48.75
22 Arkem Kimya	260	78 Newport Industries	48.09
23 Telko	233.45	79 MOGoil	47.97
24 Krahn Chemie	217.16	80 Interallis Chemicals Group	46.26
25 Tennants Distribution (and associated group distribution companies)	209.27	81 Noahs Ark Chemicals	45
26 VELOX	198.05	82 KALE KIMYA	43.43
27 Norkem	192	83 PHT International	41.9
28 ECEM European Chemical Marketing	183.7	84 Quimitecnica.com - Comercio e Industria Quimica	39.2
29 HSH Chemie Distribution Group	181.33	85 Vikudha	39
30 Gamma Chimica	176.49	86 Manuchar	36.6
31 Donauchem	170.47	87 A.+ E. Fischer- Chemie	35.83
32 Bang & Bonsomer	165.04	88 GB-Chemie	30.59
33 Ravago Chemicals	165	89 Vendico Chemical	30.08
34 IMPAG	162.87	90 Joss Elastomers	28.77
35 2M Holdings	157.14	91 SAMECA	27.91
36 Bufa Chemikalien Group	154.25	92 Jobachem	25.77
37 ICC Chemical	150	93 SINPRO SA, des Produits pour l'Industrie	24.43
38 Solventis	137.9	94 Monarch Chemicals	22.7
39 Grolman Group	137.34	95 Alcohols Limited	22.11
40 Thommen-Furler	122.7	96 Tan International	21.72
41 Algol Chemicals	115	97 Comindex	21.28
42 ELTON Group	113.81	98 EQUILEX	20.63
43 CSC Jaecklechemie	112.92	99 WhitChem	19.31
44 Atlantic Chemicals Trading	108.58	100 Alfa Chemicals	18.13
45 Tillmanns	106.19	101 Klaus F. Meyer	15.85
46 Whyte Chemicals	104.41	102 Biachem	15.5
47 Harke Group	102.33	103 BRUGUES	11.94
48 RAINOLDI	99.89	104 Stort Chemicals	10.91
49 Arpadis Suisse	97.72	105 Charkit Chemical	8
50 Unipex	97.72	106 Shamrock Shipping & Trading	6.75
51 Neo Chemical	94.13	107 Marubeni Specialty Chemicals	6.7
52 Faravelli Group	92.84	108 Prakash Chemicals	6.3
53 Staub & Co – Silbermann	84.69	109 Sinochem Plastics	6.27
54 Amtech	80.35	110 Dakram Materials	2.81
55 Cornelius Group	77.77	111 Van Horn, Metz & Co	2.5
56 Rahn Group	75	112 The Chemical Company	2

NOTES: *Sales are by region and may differ from the total sales figure in the overall Top 100 listing. Table excludes companies that do not break out sales by geography.

tors, tankers and trailers; railcar fleet; analytical and formulation labs

6

SINOCEM PLASTICS 2015 SALES: \$2.27BN

Beijing, China

WWW.SINOCEMPLASTICS.COM

General Manager: Zhang Xiaolei

Products: Engineering plastics (ABS, PS, PC, PMMA, AS, ASA, nylon); general plastics (PP, PE, PVC, C8, EVA, PET); basic petrochemicals (PX, SM, PTA, MEG, methyl alcohol, ACN, acrylic acid and esters, acetone, phenol, EA, PO); biology chemicals; leather chemicals; marine organism chemicals (agar, carrageenan, seaweed fertilizer); plant fibre; oleochemicals; pine chemicals; fine chemicals; dye and pigments; coatings and oil paint; plastic additives; intermediates; printing inks; water treatment chemicals, plasticizers; polyacrylamide; modified plastics; recycled plastics; carbon fibre

Services: Marketing; customised services and solutions; agent distribution; supply chain management; technical support; manufacturing consignment; after-sale service; brand maintenance; customs clearance and storage; logistics; information consulting; market analysis; e-commerce; HSE services

Assets: 7 warehouses with gross area of 237,055.12 square metres; 5 office buildings with gross area of 23,029.17 square metres
Trading sales: 46.33%

7

IMCD 2015 SALES: €1.53BN (\$1.66BN)

Rotterdam, Netherlands

WWW.IMCDGROUP.COM

CEO: Piet van der Slikke

Products: Pharmaceutical ingredients; personal care and food ingredients; coatings; adhesives; construction chemicals; lubricants; detergent chemicals; fine chemicals; plastic additives and compounds

Services: Technical sales and marketing; laboratory services; local and central stock holding; drumming; repackaging; blending; sampling

Assets: Application laboratories; offices and warehouses in all major European countries and Turkey, Morocco, Tunisia, Algeria, South Africa, India, China, Malaysia, Indonesia, Thailand, Singapore, Brazil, Australia, New Zealand, Vietnam, Philippines and the US

8

AZELIS 2015 SALES: €1.50BN (\$1.63BN)

Luxembourg

WWW.AZELIS.COM;

WWW.AZELISAMERICAS.COM

CEO: Hans Joachim Muller



REX/Shutterstock

Products: Specialty and industrial chemicals; animal feed; specialty agrochemicals (agriculture, horticulture, farmcare and mosquito control); active pharmaceutical ingredients (APIs) and excipients; food and nutritional ingredients; cosmetic ingredients; fragrances; fine chemicals; flame retardants; lubricants; metalworking fluids; phosphates; pigments; surfactants; silicones; homecare and industrial cleaning ingredients; resins; inks; CASE (coatings, adhesives, sealants, elastomers) materials; plasticizers; paper/water treatment chemicals; salts

Services: Laboratory analysis; expert technical and regulatory support; repacking; flexible pack sizes; local stockholding; market research and trend analysis; GMP and cleanroom pharmaceutical facilities; integrated supply chain; sampling

Assets: 30 application laboratories, offices and access to warehouses across EMEA, Americas and Asia Pacific; smoke flavour production plant; technically trained sales force

9

BIESTERFELD
2015 SALES: €1.08BN (1.17BN)

Hamburg, Germany
[WWW.BIESTERFELD.COM](http://www.biesterfeld.com)
CEO: Thomas Arnold
Products: Engineering polymers; standard, sty-

renic, acrylic and high-performance polymers; thermoplastic elastomers; high performance rubber; additives; life science chemicals; nutrition ingredients, CASE (coatings, adhesives, sealants, elastomers); performance products; industrial and agricultural chemicals; plant protection products and fertilizers; pharmaceutical raw materials; animal nutrition and animal health products; salt; active ingredients

Services: Direct and warehouse distribution; blending; storing; technical expertise and consulting; active application development and product specification, formulation and technical assistance; laboratory support of specialty chemicals; less-than-truckload (LTL) quantities; consultancy and advisory services for Europe's REACH regulation; legal compliance; silicone rubber compounding

Assets: Subsidiaries in more than 30 countries, serving customers in over 120 countries; application laboratories mixing, blending and storage facilities for solid and liquid chemicals
Trading sales: 10%

10

OMYA
2015 SALES: SWFR1.11BN (\$1.11BN)

Oftringen, Switzerland
[WWW.OMYA.COM](http://www.omya.com)
Vice president: Peter Bigler

Products: Minerals and specialty chemicals for polymer applications (film and sheet, wire and cable, pipe and conduit, profile, moulding, compounding, thermosets, rubbers and elastomers, flooring), construction applications (decorative paints, industrial coatings, printing inks, adhesives and sealants, plasters and renders, construction), environment and water treatment, agriculture and forestry, aluminium, and paper and packaging applications; minerals and ingredients for food and nutraceuticals, personal care, home care and animal nutrition

Services: Storage; repackaging; advanced technical services for all involved markets including microbiology and analytical services
Assets: More than 40 sales offices and 70 warehouses globally

11

STOCKMEIER HOLDING
2015 SALES: €990M (\$1.08BN)

Bielefeld, Germany
[WWW.STOCKMEIER.DE](http://www.stockmeier.de)
CEO: Peter Stockmeier
Products: Industrial chemicals (acids, caustic soda, solvents, solids); specialty chemicals for industrial and home care, coatings and construction; cleaning products; peracetic acid; polyurethane chemicals; fla-

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

vours and spices; printing inks; textile auxiliaries; AdBlue diesel exhaust fluid; , water treatment chemicals

Services: Warehousing; blending; toll manufacturing; specialised laboratory services; logistics; solvent recycling

Assets: More than 40 locations worldwide; 200 trucks; 1 deep-sea terminal

12

PETROCHEM MIDDLE EAST
2015 SALES: \$1.04BN

Dubai, United Arab Emirates

WWW.PETROCHEM.COM

CEO: Yogesh Mehta

Products: Aromatics; alcohols; aldehydes; ketones; phenol; glycols; monomers; esters; methanol; caustic soda; plasticizers; pentaerythritol; phthalic anhydride

Services: Storage of bulk and drum chemicals; blending; trading commodities; packaging

Assets: Large state-of-the-art terminal in Jebel Ali, with 39 bulk chemical storage tanks, including storage for 25,000 drums and four drumming lines; tank terminal in Adabiya, Egypt, storing bulk chemicals; 24 trailer trucks; 14 road tankers

Trading sales: 38%

13

MANUCHAR
2015 SALES: \$982.5M

Antwerp, Belgium

WWW.MANUCHAR.COM

CEO: Philippe Huybrechs

Products: Sodium sulphate; soda ash; silicates; emulsifiers; resins and monomers; sodium lauryl ether sulphate (SLES); linear

alkyl benzene sulphonic acid (LABSA); glycerine; surfactants and oleochemicals; home-care and detergent chemicals; textile chemicals; personal care and cosmetics ingredients; paints and coatings chemicals; construction chemicals; mining chemicals; oilfield chemicals; food and feed additives

Services: Local know-how and technical support in emerging markets in Latin America, the Caribbean, Africa, the Middle East and Asia; tailor-made warehousing and other logistics/supply chain services; financial solutions

Assets: 50+ affiliates worldwide across 35+ countries; 140+ locations; 320,000+ square metres of warehouse space

Trading sales: 52.3%

14

JEBSEN & JESSEN GROUP
2015 SALES: €896.2M (\$973.1M)

Singapore

WWW.INGREDIENTS.JJSEA.COM;

WWW.JEBSENINDUSTRIAL.COM;

WWW.JEBSEN-JESSEN.DE

Managing director/CEO: Marc Deschamps, Maximilian von Stillfried, Fritz von der Schulenburg

Products: Coatings and resins; plastics and rubber; food and feed additives; oil and gas chemicals; oil derivatives; bioethanol; pharmaceutical ingredients; personal care components; home care specialties; adhesives; water treatment specialties; mining components; agrochemicals; modified starches; collagen and sweeteners

Services: R&D and applications; import/export; regulatory affairs; warehousing; sourcing; factory audit; credit reporting; local currency financials; marketing and sales

Assets: 22 offices worldwide; 12 warehouses; 8 laboratories

15

ICC CHEMICAL
2015 SALES: \$935M

New York, New York, US

WWW.ICCHEM.COM

President: Naveen Chandra

Products: Acrylonitrile; aromatics; glycols; plastics; solvents; specialty chemicals; olefins; oxo alcohols; acrylates; sebacic acid

Trading sales: 95%

16

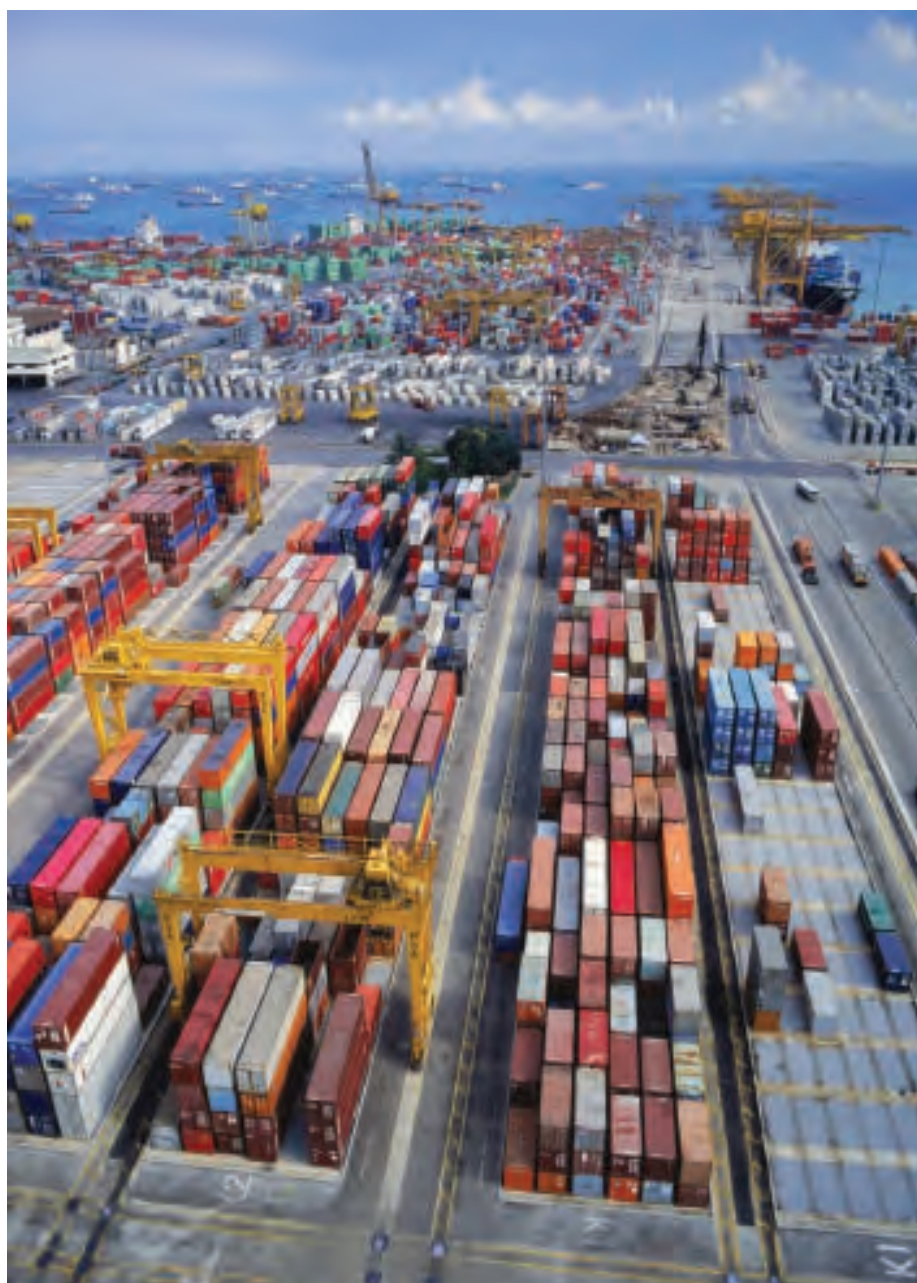
CALDIC
2015 SALES: \$925M

Rotterdam, Netherlands

WWW.CALDIC.COM

CEO: Olav C. van Caldenborgh

Products: Specialty chemicals; base chemicals; fine chemicals; health and personal care ingredients; specialty solvents; functional ingredients; active pharmaceutical ingredi-



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

ents (APIs) and excipients; intermediates; functional food and nutritional ingredients; blends; animal nutrition ingredients

Services: Application services; laboratory analysis; R&D; technical support; formulation; trend analysis; quality and labelling services; mixing; blending; repacking; supply chain management

Assets: More than 40 locations comprising innovation centres, laboratories, production sites, storage and handling including facilities for overseas shipment, HACCP (hazard analysis and critical control points), sampling and white room facilities; warehouses and offices in Europe, North America and Asia Pacific; over 1,100 employees worldwide

17 SNETOR
2015 SALES: \$816.2M

Courbevoie, France

WWW.SNETOR.COM

President: Emmanuel Aubourg

Products: Polyethylene (PE); polypropylene (PP); polyvinyl chloride (PVC); polyethylene terephthalate (PET); polystyrene (PS); acrylonitrile butadiene styrene (ABS); engineer-

ing polymers; polyols/toluene di-isocyanate (TDI); industrial chemicals

Services: Trading; packaging; technical support

Assets: 10 warehouses

Trading sales: 90%

18 CONNELL BROTHERS
2015 SALES: \$800M

San Francisco, California, US

WWW.CONNELLBROTHERS.COM

President: Dr Azita Owlia

Products: Coatings and inks; rubber; plastics; food and nutrition ingredients; personal and home care chemicals; construction chemicals; pharmaceutical ingredients; lubricants and metalworking fluids; oilfield chemicals; industrial and agricultural chemicals; consumer products; animal feed

Services: Technical expertise; specialty chemical application development and laboratory testing; packaging; warehousing/storage of regulated products; logistics; regulatory and risk management consulting; marketing

Assets: 47 offices in 17 countries throughout Asia-Pacific with warehouses at all country

locations; coatings, personal care and food ingredients testing laboratories in the region

19 DKSH HOLDINGS
2015 SALES: SWFR782.5M (\$781.3M)

Zurich, Switzerland

WWW.DKSH.COM/PERFORMANCE MATERIALS

President and CEO: Dr Joerg Wolle

Products: Food and beverage ingredients; personal care and cosmetics ingredients; pharmaceutical ingredients; specialty chemicals

Services: Sourcing; research and analysis; marketing and sales; distribution and logistics; after-sales services

Assets: 26 innovation centers; 100 business locations

Trading sales: Over 50%

20 QUIMIDROGA
2015 SALES: €714M (\$775.3M)

Barcelona, Spain

WWW.QUIMIDROGA.COM

CEO: Vicente Munoz

Products: Solvents; monomers; glycols and intermediates; fine chemicals and special-



UNION PETROCHEMICAL PUBLIC COMPANY LIMITED

IMPORT - EXPORTER REGIONAL DISTRIBUTOR

www.unionpetrochemical.com

info@unionpetrochemical.com

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

ties for food, feed, pharmaceuticals, cosmetics, detergents, coatings, adhesives, paper; resins; plastics; elastomers

Services: Storage of liquid and packed products; blending, standard and tailor-made packaging; dissolutions

Assets: 1 logistics complex at the Port of Barcelona with capacity of 30,000 tonnes of packed products and 12,000 cubic metres of liquids in 155 tanks; 2 regional sites for liquids and packed solids; 7 distribution centers and a fully equipped quality control laboratory

Trading sales: 5%

21

BEHN MEYER GROUP
2015 SALES: €684.4M (\$743.1M)

Hamburg, Germany

WWW.BEHNMEYER.COM

Products: Fertilizers; crop protection chemicals; ingredients for food, personal care, home care and pharmaceuticals; feed additives; specialties for rubber and plastics; water treatment chemicals; petrochemicals; coatings; leather and textile chemicals

Services: Technical support; regulatory and risk management; laboratory testing; production; blending and tailoring; packaging; warehousing and logistics; supply chain management; marketing

Assets: Over 1,000 employees; office and warehouses in 15 countries; 38 warehouse locations; global production facilities in Malaysia, Thailand, Indonesia, Italy, US; laboratory facilities in Malaysia, Indonesia, Thailand and Vietnam

22

OVERLACK
2015 SALES: €670M (\$727.5M)

Moenchengladbach, Germany

WWW.OVERLACK.EU

Executive board members: Peter Overlack, Heinrich Eickmann, Sabine Moritz

Products: Acids and bases; automotive chemicals; AdBlue; feed and food ingredients; fillers/pigments/dyes/paints and coatings; fine chemicals; life science chemicals; photovoltaic/electronic chemicals; solids; solvents and plasticizers; surface technology; vegetable oils and fatty acids; water treatment chemicals; aromatics; fragrances

Services: Packaging; blending; service in HACCP; logistics; single sourcing; recycling of chemicals/solvents; technical application advice; logistics

Assets: Tank farm

Trading sales: 60%

23

SOLVADIS GROUP
2015 SALES: \$675.0M

Frankfurt, Germany

WWW.SOLVADIS.COM



Majority World/REX/Shutterstock

CEO: Andreas Weimann

Products: Sulphur; sulphuric acid; methanol; petrochemicals; solvents; industrial chemicals; industrial minerals; pharmaceutical raw materials; synthetic lubricants; laboratory chemicals; styrenics; coatings; packaging materials; personal protective equipment

Services: Marketing; storage; logistics; packaging; supply chain management; processing; production; remanufacturing; regeneration

Assets: 11 tank farms; 5 storage facilities/warehouses; 2 production facilities

Trading sales: Less than 5%

24

PLUSCHEM EEIG (EUROPEAN ECONOMIC INTEREST GROUP)
2015 SALES: €590M (\$640.6M)

Dublin, Ireland

WWW.PLUSCHEM.COM

President: Alan Looney

Products: Specialty chemicals; fine chemicals; solvents; pharmaceuticals; cosmetics; detergents; plastics and rubber additives; coating additives

Services: Storage; blending; repackaging

Assets: 2 bulk storage and warehousing facilities; 20 trucks; regional distribution facilities

Trading sales: 10%

25

TER GROUP
2015 SALES: €570M (\$618.9M)

Hamburg, Germany

WWW.TERGROUP.COM

CEO and managing shareholder: Christian A Westphal

Products: Waxes; gum rosin; polymers; additives; polybutenes; SIS/SBS block co-

polymers; IIR (isobutylene isoprene) rubber; caseine; amorphous polyalphaolefins; hydrocarbon resins; pigments; dyes; polyvinyl alcohol; food ingredients; fibreglass; vaseline

Services: Blending; packaging; storage; production

Assets: Office buildings; warehouses; trucks

Trading sales: 30%

26

PRINOVA
2015 SALES: \$600M

Carol Stream, Illinois, US

PRINOVAUSA.COM

President: Don Thorp

Products: Amino acids; antioxidants; aroma chemicals and essential oils; feed additives; fibres; flavour enhancers; animal and food flavours; hydrocolloids; minerals; nutritional supplements; phosphates; preservatives; dairy and non-dairy proteins; natural and artificial sweeteners; vitamins

Services: Liquid and dry nutrient blending; powder processing; particle-size reduction; warehousing; broker services; marketing trends research

Assets: 15 warehouses (10 in North America, five in Europe); flavour application laboratory; analytical testing laboratory; air classifier mill; 12 offices (5 in Europe, 4 in the US, 2 in Mexico, 1 in Canada)

27

HYDRITE CHEMICAL
2015 SALES: \$532.6M

Brookfield, Wisconsin, US

WWW.HYDRITE.COM

CEO: John Honkamp

Products: Chlor-alkali; foam control chemicals; food processing chemicals; liq-

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS (2015 SALES)*

Company	Sales (\$m)*	Company	Sales (\$m)*	Company	Sales (\$m)*
1 Univar	6,728.1	45 Coyne Chemical	72	89 dar-tech	28.5
2 Brenntag	3,908.88	46 SolvChem	70.66	90 TMC Materials	27.1
3 Nexeo Solutions	3,100	47 Cole Chemical & Distributing	70	91 R.E. Carroll	26.84
4 Helm	760.06	48 Walsh & Associates	68.9	92 JNS-Smithchem	26.64
5 Azelis	724.23	49 CellMark Chemicals	68.02	93 Atlantic Chemicals Trading	23.89
6 Hydrite Chemical	532.6	50 ALAC International	67.38	94 InterAtlas Chemical	23.6
7 Hawkins	377.74	51 Webb Chemical Service	67	95 Research Solutions Group	23.5
8 Quadra Chemicals	367.69	52 Tennants Distribution (and associated group distribution companies)	64.84	96 Sierra Chemical	21
9 EMCO Chemical Distributors	338	53 Fitz Chem	63	97 Bufa Chemikalien Group	20
10 HORN	294	54 Chemisphere	60.2	98 Joss Elastomers	19.76
11 CCC	287	55 Greenchem Industries	59	99 Gulf Coast Chemical	19.55
12 Agri Trading	255.73	56 Van Horn, Metz & Co	59	100 Radchem Products	19.18
13 PVS Chemicals (Distribution Group)	250	57 TH Hilson	57.19	101 LA Chemicals	19
14 L. V. Lomas	234.4	58 Miles Chemical	57.1	102 Seacole- CRC	19
15 Superior Oil	221	59 McCullough & Associates	57	103 Schibley Solvents & Chemicals	18
16 ICC Chemical	218	60 Buckley Oil	53.15	104 Pachem Distribution	15.83
17 Wego Chemical Group	201.2	61 Hubbard-Hall	50.7	105 Vikudha	13
18 Marubeni Specialty Chemicals	176.82	62 Tarr	47.49	106 Alpha Wax	12.21
19 ChemGroup	168	63 Ideal Chemical & Supply	46.6	107 Eagle Alcohol	10.5
20 Caldic	160	64 SAFIC-ALCAN	45.54	108 Alfa Chemicals	8.97
21 Barton Solvents	159.12	65 FBC Chemical	44.43	109 ChemCeed	8.51
22 Maroon Group	156	66 Chem One	44.16	110 Custom Chemical Services	8
23 The Plaza Group	150	67 Matteson-Ridolfi	43.6	111 Aug. Hedinger	6.92
24 IMCD	143.33	68 Valudor Products	43.52	112 A.S. Paterson	6
25 Pride Solvents & Chemical	130	69 Biesterfeld	43.43	113 Amtech	5.43
26 Tanner Industries	130	70 National Chemical	41.4	114 Noahs Ark Chemicals	5
27 Haviland Enterprises	122.72	71 TRInternational	40.3	115 T.Z. Group	5
28 Omya	119.82	72 ChemSpec	39	116 Behn Meyer Group	4.34
29 Harwick Standard Distribution	114.4	73 Vivion	39	117 Arkem Kimya	4
30 HB Chemical	114	74 PHT International	38.83	118 Sinochem Plastics	3.59
31 Tilley Chemical	104.31	75 Conchemco	38.07	119 NOVASOL	3.5
32 Sea-Land Chemical	104.25	76 Slack Chemical	37	120 Quimdis	3.26
33 J. Tech Sales	103	77 Chemical Distributors	36.1	121 SINPRO SA, des Produits pour l'Industrie	3.26
34 Charkit Chemical	98	78 Coast Southwest	35.1	122 Solventis	3.26
35 Mays Chemical	93.32	79 Rahn Group	35	123 Whyte Chemicals	3.18
36 ClearTech Industries	92.06	80 Transchemical	34.8	124 SMA Collaboratives	3
37 Lintech International	90	81 Independent Chemical	34	125 Jobachem	2.73
38 Rowell Chemical	85	82 Industrial Chemicals	32.14	126 Arapach Suisse	2.61
39 Chemsolv	84	83 Alexander Chemical	32	127 Prakash Chemicals	2.6
40 Callahan Chemical	83.01	84 Min-Chem/Lawrason's Group	31.68	128 KH Chemicals	2.5
41 Essential Ingredients	82.13	85 TER GROUP	31.49	129 Shamrock Shipping & Trading	2.25
42 The Chemical Company	76	86 Veckridge Chemical	31	130 KPL International	2.23
43 Tri-iso TryLine	75	87 GJ Chemical	30	131 Cornelius Group	2.15
44 Chemical Solvents	74	88 Northspec Chemicals	29.2		

NOTES: *Sales are by region and may differ from the total sales figure in the overall Top 100 listing. Table excludes companies that do not break out sales by geography.

uid sulfites; pulp and paper chemicals; organics; inorganics; metal finishing chemicals; solvents; wastewater treatment chemicals

Services: Blending; manufacturing; solvent reclamation; hazardous waste removal; technical training; customer product research

Assets: 12 locations; bulk storage of 15m gal; private fleet of trucks and professional drivers

28 SAFIC-ALCAN 2015 SALES: €466M (\$506.0M)

Puteaux Cedex, France

WWW.SAFIC-ALCAN.COM

CEO, Safinca (holding company): Martial Lecat; CEO (Safic-Alcan): Philippe Combette

Products: Cosmetic ingredients; pharmaceutical ingredients; nutraceuticals; rubber; coatings; industrial specialties

Services: Blending; packaging

29 INDUKERN 2015 SALES: €464.4M (\$504.2M)

Barcelona, Spain

WWW.INDUKERN.COM;

WWW.GRUPOINDUKERN.COM

CEO: Daniel Diaz-Varela

Products: Food ingredients; pharmaceutical ingredients; active pharmaceutical ingredients; flavour and fragrance ingredients; industrial chemicals; veterinary and animal nutrition ingredients

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

Services: Blending; packaging; storage
Assets: 11 warehouses in Spain; subsidiaries
Trading sales: 13%

30

REDOX
2015 SALES: \$486.5M

Sydney, Australia

WWW.REDOX.COM

Managing director: Robert Coneliano

Products: More than 1,000 products serving more than 140 different industries; commodity and specialty chemicals; food ingredients; agricultural chemicals; household and personal care chemicals; mining chemicals; surface coatings; plastics additives; greases and lubricants; water treatment chemicals; building and construction chemicals; pharmaceutical ingredients

Services: Custom blending; dilutions; re-packing; bulk storage of powders/solvents/acids/alkalis; chemical manufacturing

Assets: 11 regional sales offices; two manufacturing sites; seven warehouses

Trading sales: Over 50%

31

REDA CHEMICALS
2015 SALES: \$452M

Al-Khobar, Saudi Arabia

WWW.REDACHEM.COM

CEO: Abboud Smadi

Products: Coatings chemicals and resins; ingredients for construction chemicals; additives for plastics and rubber; engineering plastics and elastomers; personal care and detergent chemicals; pharmaceutical ingredients; textile and paper chemicals; food ingredients; oilfield chemicals; feed additives and minerals; fire suppression chemicals; water treatment chemicals; other specialty chemicals

Services: Application laboratory services; blending

Assets: 27 warehouses; 24 sales offices in 22 countries; 875+ employees.

32

POCHTECA MATERIAS PRIMAS
2015 SALES: \$410.8M

Mexico City, Mexico

WWW.POCHTECA.COM.MX

Executive director: Eugenio Manzano

Products: Coatings; lubricants; food ingredients; inorganic chemicals; solvents and blends; silicones; chemical specialties

Services: Blending; packaging; storage and logistics solutions; product application; product development; quality control; technical support

Assets: More than 319,000 square metres of logistics capacity; capacity to store 19.8m litres of liquids; 112,000 square metres for storage of dry goods; 33 distribution



centers in Mexico, 3 in Central America and 7 in Brazil; fleet of more than 150 units

33

CG CHEMIKALIEN
2015 SALES: €370M (\$401.8)

Laatzen, Germany

WWW.CG-CHEMIKALIEN.DE

CEO: Uwe Klass

Products: Organic and inorganic chemicals; solid matters; acids; alkaline solutions; solvents; specialities; food and feed ingredients; intermediates; pharmaceutical ingredients; cosmetic ingredients; paints and varnishes; water chemistry

Services: Storage; packaging; filling; blending; single sourcing; toll manufacturing; tank monitoring; application engineering; consulting; manufacturing of paints/varnishes; GMP certification

Assets: 6 warehouses; 100 trucks

Trading sales: 40%

34

HAWKINS
2015 SALES: \$377.7M

Roseville, Minnesota, US

WWW.HAWKINSINC.COM

President and CEO: Patrick Hawkins

Products: Caustic soda; potassium hydroxide; phosphoric acid; sulphuric acid; hydrochloric acid; bleach; fertilizers; lactates; propionates; citrates; ammonia; nitric acid; ferric chloride

Services: Blending; acid/base reactions; custom manufacturing; packaging; food ingredient custom blending

Assets: 35 locations; 5 barge terminals; 7 manufacturing facilities

35

NORDMANN, RASSMANN
2015 SALES: €340M (\$369.2M)

Hamburg, Germany

WWW.NRC.DE

Managing directors: Edgar E Nordmann, Irina Zschaler, Gerd Bergmann

Products: Additives for personal care; pharmaceutical ingredients; food additives; construction chemicals, composites; coating and ink chemicals; adhesives and sealants; thermoplastics; flame retardants; polymer additives; rubber chemicals; synthetic rubber; polyurethane elastomers; oleochemicals; lubricants

Services: Laboratory services; logistics (re-packing, warehousing, transport); sample service (preparation of relevant product information and dispatching); chemicals legislation (EU REACH regulations, HACCP system for food products, GHS/CLP regulations); quality and safety (ISO 9001:2008 standard)

Assets: Warehouses located all over Europe

36

QUADRA CHEMICALS
2015 SALES: \$367.7M

Vaudreuil-Dorion, Quebec, Canada

WWW.QUADRACHEMICALS.COM;

WWW.QUADRAINGREDIENTS.COM

CEO: Tony Infilise

Products: Performance adhesives; flexible packaging; household, industrial and institutional cleaning chemicals; water treatment chemicals; mining and smelting chemicals; soluble fertilizer; pulp and paper chemicals; metal treatment and galvanizing chemicals; construction chemicals; coatings, adhesives, sealants, elastomers (CASE); pool and spa chemicals; oil refining and gas processing chemicals; nutritional and functional ingredients; health and personal care ingredients; pharmaceutical ingredients; cosmetic and personal care ingredients

37

QUANTIQ DISTRIBUIDORA
2015 SALES: \$350M

Sao Paulo, Brazil

WWW.QUANTIQ.COM.BR

African expansion brings growth

South African distributor Protea Chemicals is targeting investment in sub-Saharan Africa to ensure it continues to grow, even amid logistical challenges and domestic markets impacted by economic slowdown

JOHN BAKER LONDON

With the South African economy struggling and the rand weakening, one of the country's leading chemical distributors is looking to the rest of Africa to grow its business.

Martin Kearns, newly installed managing director of Protea Chemicals, part of Omnia Group, believes the company has to look outside its current core area of South Africa and look towards sub-Saharan Africa, as well as west Africa, if it is to continue to develop its growth strategy.

"We are an African company and understand how to do business in the region as a chemical distributor," he adds, pointing to undeveloped and fragmented markets and poor transport and logistics infrastructure across most of the continent.

Protea offers chemicals for a broad range of industry sectors and takes a customer-focused approach to the market, in line with its strategy to ensure customer intimacy supported by strong supplier relationships. Key markets include food ingredients and animal feed; water; oil and gas; polymers; consumer care; coatings; adhesives and solvents; and manufacturing and heavy industry.

Kearns is keen to establish Protea in Africa and sees growth throughout the continent. "We are continuously looking to put in infrastructure and people to serve the market. You need to differentiate yourself to make business work properly."

As part of this drive to expand regionally, the company has changed the way it is structured significantly over the past 18 months, moving from a product-based approach to today's customer-focused approach. Revenue decreased by 5% to South African rand (R) 4.05bn in fiscal year end March 2016, while operating profit increased by 69% to R169m,

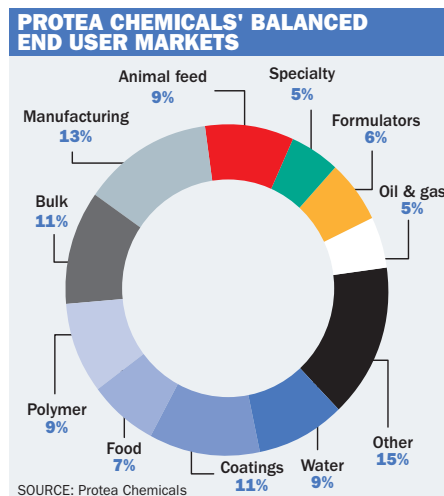
resulting from successful restructuring as well as a simplification of the business and a focus on the information technology systems and business processes.

But restructuring to a centralised "One Protea" model has led to cost rationalisation, a refined product offering and improved customer service, says Omnia, the holding company of Protea. The business now, says Omnia, has a more focused operation with better controls over pricing of product and service delivery.

It adds that the strategy to extend Protea's marketing and sales efforts to neighbouring countries and throughout Africa has started to produce encouraging results, though oil-based economies continue to struggle under poor liquidity of US dollars caused by the sustained drop in oil prices.

ADDING VALUE IS KEY

Kearns stresses that when the company begins to operate in new regions, it needs to service customers in a limited range of industries and sectors. Growth in Mozambique, for instance, is good at the moment, in double



"The key is to focus on strategic areas of our business and try to differentiate within the market segments"

MARTIN KEARNS

Managing director, Protea Chemicals

digit figures, but from a very low base.

The key, he adds, "is to focus on strategic areas of our business and try to differentiate within these market segments. There is huge potential in the oil and gas sector in future, for example, but just for the time being this is on the back burner due to the collapse in the oil price."

Established in the 1950s and acquired by Omnia, which is also active in the agriculture and mining sectors, in 2003, Protea has built up a portfolio of key principals from around the globe, including the likes of Samsung, Solvay, DuPont and SABIC. "Our relationship with these suppliers is just as important as with our customers", explains Kearns.

"We need to add value to the supply chain and can do this, as many companies are not set up to carry out business in Africa, or don't want to do business here because of some of the risks in the supply chain. We can manage this for them. We can also overcome the difficult logistics with robust solutions and safely handle hazardous chemicals for them."

The company has some 800 employees; more than 50,000 square metres of warehouse capacity; and over 50 delivery vehicles, handling bulk to small packages. But the key to success, says Kearns, is owning the customer interface – "that's where we add the value." ■

For more information on Protea Chemicals, go to www.proteachemicals.co.za



ImageBROKER/REX Shutterstock

CEO: Armando Bighetti

Products: Hydrocarbon and synthetic solvents; methanol; caustic soda; inorganic acids; monomers; special formulations; agrochemicals raw materials; silicones; mineral oil; plasticizers; specialty chemicals; food additives; lubricant additives; pharmaceuticals; flavours; fragrances; cosmetic ingredients

Services: Blending; packaging; storage (bulk and packed warehousing); fractioning; preparation of samples; solvent recovery; chemical analyses; labelling; palleting; stock control; logistics; technical support; production of lubricants (automotive and industrial)

Assets: 4 distribution centers with tank farms, warehouses and blending units; 12 branches in Brazil; 6 laboratories (quality control, product development, application, lubricants); solvent recovery unit

38

CAMPI Y JOVE
2015 SALES: €314M (\$340.9M)

Barcelona, Spain

WWW.CYJSA.COM

CEO: Manuel Gayo

Products: Chemical intermediates; solvents; plasticizers; inorganics; surfactants; chemicals and coatings for paper and cardboard (packaging); ceramic and glass; resins; water treatment/environment solutions chemicals;

polyurethane chemicals and composites; adhesives, additives for construction; chemicals for asphalts/roads; additives for rubber and polyvinyl chloride (PVC); functional fillers; pigments; resins; hardeners and curing agents; coatings additives; personal and home care performance products; pharmaceutical intermediates and excipients

Services: Production; tailor-made formulations; storage and drumming; packaging; blending; quality control; sampling; integral logistics management; road/train/sea transport and forwarding

Assets: 10 warehouses – 3 in Spain, 2 in Portugal, 2 in Morocco, 2 in Tunisia, 1 in Rotterdam; 4 laboratories

39

EMCO CHEMICAL DISTRIBUTORS
2015 SALES: \$338M

Pleasant Prairie, Wisconsin, US

WWW.EMCOCHEM.COM

President: Edward Polen

Products: Acids and alkalis; aliphatic and aromatic hydrocarbons; amines; carbonates; chelating agents; ester and ether esters; glycols; ketones; nitrocellulose; pigments; plasticizers; resins; silicones; surfactants; terpene and citrus solvents

Services: Packaging; waste services; laboratory services; warehousing

Assets: 3 production facilities (North Chicago and Columbia, Illinois, US; and Pleasant Prairie, Wisconsin, US); 4 public warehouses (US – Minneapolis, Minnesota; Elkhart, Indiana; Cincinnati, Ohio. Canada – Toronto, Ontario); 37 power units; 75 trailers

40

SOLVOCHEM HOLDINGS
2015 SALES: \$301M

Cyprus

WWW.SOLVOCHEM.COM

CEO: Tony Joseph Flouty

Products: Solvents; urethanes; plastics; plasticizers; base oils; cement additives; other petrochemicals products

Services: Trading; blending; packaging; storage

Assets: 5 bulk terminals; 8 warehouses; 10 trucks

Trading sales: 25%

41

QUINTIA
2015 SALES: \$300.5M

Buenos Aires, Argentina

WWW.QUINTIA.COM

President: Diego Collard Bovy

Products: Feed additives; amino acids; choline chloride; coccidiostats; enzymes; organic acids; antioxidants; vitamins and minerals; pigments; antiparasitics/antibiot-

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

ics; food additives; acidifying agents; sweeteners; preservatives; hydrocolloids; organic and inorganic salts; acids; bases; amines; glycols; surfactants; flocculants and anti-fouling agents; sodium cyanide; hydrogen peroxide, sulphates

Services: Blending; dilution; water treatment, purification and recovery; chemical treatments

Assets: Feed premix plants; 2 food premix plants; 1 flavour plant; 3 laboratories; 3 dilution plants; 1 pigment plant; 1 biodiesel plant; 4 commercial offices; 4 warehouses; 3 business units – Feed, Food & Pharma, Industrial

Trading sales: 5.2%

42

HORN
2015 SALES: \$294M

La Mirada, California, US

WWW.ETHORN.COM

Presidents: Jeff Martin, HORN Specialties Division; Bob Ahn, HORN Industrial Division; Kevin Salerno, HORN

Products: Thermoset resins; rheology modifiers; specialty formulation additives; pigments/colorants; surfactants; flow aids; colloids; incipients; flavours; sweeteners; fragrances; emollients; vitamins; proteins

Services: Warehousing; heated storage; refrigerated storage; food grade storage; hazardous material storage; logistics; order fulfillment; packaging; blending; labelling; sampling

Assets: 13 warehouses; 7 trucks; multiple blending operations; multiple sampling facilities

Trading sales: Less than 3%

43

CCC
2015 SALES: \$287M

Toronto, Ontario, Canada

WWW.CCC-GROUP.COM

President and chief operating officer: Dave Emerson

Products: Coatings specialties; environmental and water treatment chemicals; food and personal care ingredients; oilfield chemicals; mining chemicals; polymer additives; pulp and paper chemicals; solvents; inorganics; plastic resins; colour concentrates

Services: Blending; packaging; storage; transloading

Assets: 9 warehouses; 20 trucks

44

ORKILA
2015 SALES: \$285M

Beirut, Lebanon

WWW.ORKILA.COM

Chairman and CEO: Antoine Sacy

Products: Specialty chemicals for food, pharmaceutical, home and personal care,

MIDDLE EAST/AFRICA DISTRIBUTION LEADERS (2015 SALES)*

Company	Sales (\$m)*	Company	Sales (\$m)*
1 Snetor	594	27 ECEM European Chemical Marketing	13.7
2 REDA Chemicals	452	28 KALE KIMYA	13.46
3 Solvochem	301	29 Arpadis	13.03
4 Orkila	285	30 Pon Pure Chemicals Group	12.66
5 Protea Chemicals	280	31 Selectchemie	10.89
6 Manuchar	219.5	32 Indukern	10.86
7 Obegi Chemicals Group	212	33 Quimdis	10.56
8 ICC Chemical	153	34 Audiche Trading	9.2
9 Helm	108.58	35 Ricardo Molina	8.9
10 Afriglobal Commodities	98.68	36 Harke Group	7.64
11 Vikudha	78	37 Amtech	7.6
12 Campi y Jove	67.32	38 Solventis	7.6
13 Al Nahda International (Anichem Group)	59.52	39 PENPET Petrochemical Trading	6.77
14 Quimidroga	56.46	40 Norkem Holdings	6.68
15 Omya	49.93	41 Joss Elastomers	5.75
16 Ravago Chemicals	45	42 SINPRO SA, des Produits pour l'Industrie	4.89
17 Pluschem EEIG (European Economic Interest Group)	43.43	43 Noahs Ark Chemicals	4
18 Jebesen & Jessen Group	35.83	44 GROUP BARCELONESA	3.9
19 Prakash Chemicals	32.3	45 Bufa Chemikalien Group	3.45
20 Biesterfeld	27.15	46 CG Chemikalien	3.26
21 SAFIC-ALCAN	25.3	47 PROQUIBASA	3.26
22 Linkers Chemicals & Polymers	23	48 Unipex	3.26
23 Shamrock Shipping & Trading	22.5	49 Sinochem Plastics	3.05
24 KH Chemicals	17.7	50 Arkem Kimya	3
25 Bodo Moller Chemie	14.66	51 Rahn Group	3
26 Solvadis Group	14	52 Quimitecnica.com - Comercio e Industria Quimica	2.17

NOTES: *Sales are by region and may differ from the total sales figure in the overall Top 100 listing. Table excludes companies that do not break out sales by geography.

animal nutrition, agrochemical, paints and coatings, construction, oilfield, water and metal treatment, plastics, glass, ceramics, paper and textiles

Services: Marketing; centralised purchasing and consolidation; local currency invoicing; laboratory services; local technical support and market intelligence; ISO certification and GDP accreditation; business unit organisation

Assets: 3 regional free zone hubs located in Dubai, Alexandria and Beirut; European hub based in Rotterdam; 20 subsidiaries serving more than 60 countries; more than 30 warehouses located throughout the Middle East and Africa; technically qualified sales force

Trading sales: 10%

45

PROTEA CHEMICALS
2015 SALES: \$280M

Bryanston, Gauteng, South Africa

WWW.OMNIA.CO.ZA

CEOs: RB Humphris (Omnia division), Martin Kearns (Protea Chemicals)

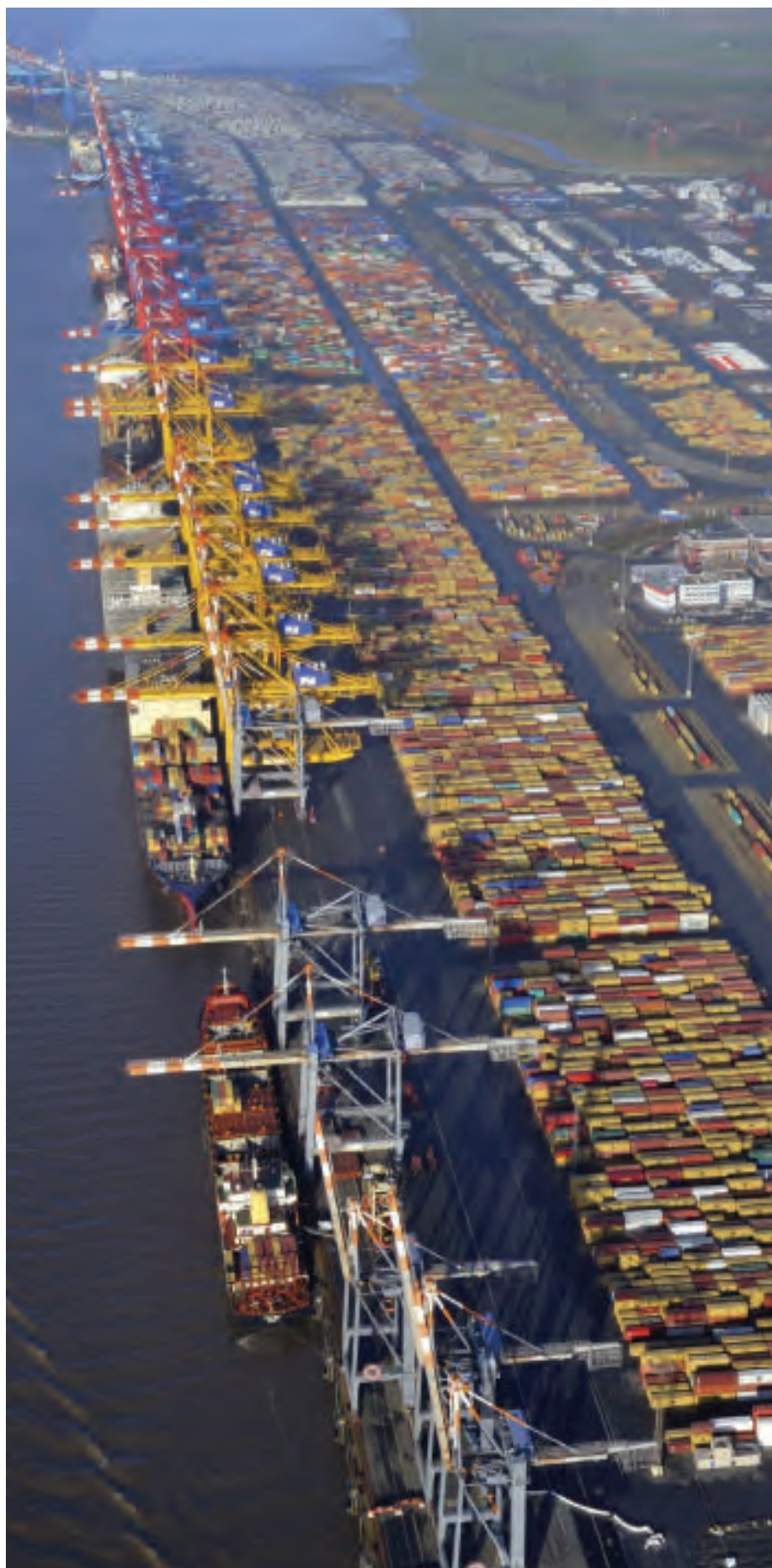
Products: Mining chemicals; agriculture and animal feeds; food ingredients including yeasts and enzymes for the wine industry;

coatings and solvents including adhesives and sealants; polymers and elastomers; industrial acids; oil and gas industry commodities and additives; water treatment commodities and specialties; chlor-alkali products including caustic soda and chlorine liquid gas; personal care and pharmaceutical chemicals

Services: Break bulk; warehousing and distribution in South Africa and neighbouring territories; packaging to required smaller pack sizes; blending to proprietary recipe/formulation; manufacture of specific water treatment chemicals; emergency response; effluent treatment and safe disposal; customer facility installations and management of full supply chain; fully ISO & OHSAS accredited and signatory to CAIA Responsible Care

Assets: 16 physical locations in South Africa, Namibia, Kenya and Angola (over 40 hectares); greater than 50,000 square metres of warehouse space; greater than 30,000 cubic metres of bulk liquid chemical storage under management; fleet of over 130 delivery vehicles for liquid bulk and packed chemical distribution

Trading sales: 2%



46

TENNANTS DISTRIBUTION
2015 SALES: £186M (\$274.1M)

Manchester, UK

WWW.TENNANTS DISTRIBUTION.COM

Managing directors: Andrew Mitchell, Stuart Alexander

Products: Acids and alkalis; animal feed raw materials; fatty acids, alcohols and esters; flotation reagents; food and flavours; general chemicals; Greenox AdBlue diesel exhaust fluid; personal care ingredients; pharmaceutical products; resins; solvents; specialty products; surfactants; water treatment chemicals

Services: Warehousing and storage; repackaging; blending; formulating; relabelling

Assets: 20 sites (including warehousing and storage); own vehicles

Trading sales: 2%

47

EIGENMANN & VERONELLI
2015 SALES: €252M (\$273.6M)

Milan, Italy

WWW.EIGVER.IT

President: Dr Nathalie Veronelli

Products: Specialty chemicals for adhesives, construction, cosmetics, detergent ingredients, ecology, food ingredients, feed and veterinary; leather chemicals; paper chemicals; pharmaceutical ingredients; plastics additives; polyurethane chemicals; rubber chemicals; surface coatings; textile chemicals

Services: Production including toll and third-party manufacturing; repackaging; warehousing

Assets: 2 production plants; 3 warehouses

Trading sales: 15%

48

ARTEM KIMYA
2015 SALES: \$273M

Istanbul, Turkey

WWW.ARTEM.COM

Chairman and CEO: Levend Kokuludag

Products: Monomers; hydrocarbon solvents; alcohols; ketones; esters; glycols; glycol ethers; chlorinated solvents; amines; cosmetic ingredients; polyvinyl alcohol; pharmaceuticals; food ingredients; surfactants

Services: Storage; blending; packaging

Assets: One deep sea tank terminal at Gebze, Turkey with capacity of 84,000 cubic metres; transportation company with fleet of 50 trucks; ISO container company with 700 units

Trading sales: 5%

49

WEGO CHEMICAL GROUP
2015 SALES: \$271.6M

Great Neck, New York, US

WWW.WEGOCHEM.COM

Principal: Bert Eshaghpour

Products: Adhesives and sealants; agricultural

chemicals; animal nutrition and feed ingredients; antifreeze and coolants; construction materials; coatings; corrosion inhibitors; crop protection chemicals; glass and ceramics; inks and digital inks; lithium batteries and electrolytes; lubricants and greases; mining chemicals; organic intermediates; pharmaceutical and fine chemicals; personal care and cosmetics ingredients; household, institutional and industrial (HI&I) chemicals; electronics chemicals; flame retardants; food and beverage ingredients

Services: Supply chain services; logistics; warehousing; outsourcing

Assets: 80+ worldwide professionals; 14 international offices; distribution network of 40+ warehouses

Trading sales: 20%

50 VIKUDHA 2015 SALES: \$260M

Hong Kong, China

[WWW.VIKUDHA.COM](http://www.vikudha.com)

CEOs: Vikash Adukia, Deap Kumar Adukia

Products: Agrochemicals and feed ingredients; cosmetics and personal care ingredients; detergents and home care chemicals; food and beverage ingredients; mining and oil and gas chemicals; paints and coatings; polyurethanes; rubber and paper chemicals; textile and leather chemicals; water treatment chemicals

Services: Mixing; blending; formulation; product sourcing; market development; creative financial solutions; market intelligence; logistics; shipping advisory and documentation

Assets: 18 sales offices across the globe; 300+ employees globally; multiple warehouses globally; formulation facility in Malaysia

Trading sales: 70%

51 PON PURE CHEMICALS GROUP 2015 SALES: \$258.7M

Chennai, Tamil Nadu, India

[WWW.PURE-CHEMICAL.COM](http://www.pure-chemical.com)

Chairman and managing director: M Ponnuswami

Products: Acids and derivatives; aromatics; ketones; ethers; chlorinated solvents; alcohols; aliphatic solvents; hydrocarbons; monomers; specialty chemicals for coatings and inks, plastics and composites, textiles, leather and paper, water treatment, lubricants

Services: Small packing; underground storage; technical service; custom blending; just-in-time delivery

Assets: 24 branches in India; 6 overseas branches in Dubai, Australia, Singapore and Sri Lanka; 23 warehouses across India (inclusive of 7 explosive repack warehouses); leased terminal facilities at Kandla, Mumbai, Ennore, Kakinada and Haldia

Trading sales: 5%

52 AGRI TRADING 2015 SALES: \$255.7M

Hutchinson, Minnesota, US

[WWW.AGRITRADINGCORP.COM](http://www.agritradingcorp.com)

President: Steve Borstad

Products: Agrochemical and biofuel raw materials; fats and oils; food and beverage ingredients; oilfield chemicals

Services: Liquid and dry blending; packaging; storage (bulk and packed warehousing); truck and rail logistics; importing/exporting; salvage and recycling

Assets: Manage a fleet of 245 leased rail cars and 10 semi-trailers; own 23,000 square feet of warehouse space that includes approximately 250,000 gal liquid tank storage

53 PVS CHEMICALS (DISTRIBUTION GROUP) 2015 SALES: \$250M

Detroit, Michigan, US

[WWW.PVS-CHEMICALS.COM](http://www.pvschemicals.com)

President, Distribution Group: Timothy F Nicholson, President

Products: Inorganics; surfactants and phosphate chemistry

Services: Blending; packaging; storage; delivery

Assets: 5 warehouses; 15 terminals; 100 power units; 200 trailers

54 ECEM EUROPEAN CHEMICAL MARKETING 2015 SALES: \$243.5M

Amsterdam, Netherlands

[WWW.ECEM.COM](http://www.ecem.com)

CEO: Barend Barendse

Products: Acrylates and methacrylates; hydroxy monomers; more than 150 products and special monomers; anhydrides; phosphonates; water treatment chemicals

Services: Bulk and drum storage; packaging; blending

Assets: 8 ISO tanks for dedicated transport; over 100 returnable intermediate bulk containers (IBCs); REACH registered products

Assets: Sales offices in Brazil, Japan, China, US and EU

Trading sales: 5%

55 L.V. LOMAS 2015 SALES: C\$325.8M (\$234.4M)

Brampton, Ontario, Canada

[WWW.LVLOOMAS.COM](http://www.lvloomas.com)

President and chief operating officer: Kevin J Russell

Products: Cellulosics; surfactants; hydrocolloids; synthetic polymers; starches; esters; acidulants; vegetable oils; fibres; polyols; oleochemicals; resins; pigments and colorants; naphthenic process oils and minerals

Services: Storage; technical sales and marketing with Canada-wide coverage; blending;

third-party logistics (3PL) services; packaging; freight management; co-packing; retail display and point-of-purchase display assembly; Health Canada registration assistance and regulatory affairs expertise

Assets: 5 warehouses totalling 715,000 square feet (drug establishment licensed, medical device licensed, natural health products licensed); 10 tractors; 17 trailers; two tankers; 1 fixed-axle truck

Trading sales: 11%

56 TELKO 2015 SALES: €215M (\$233.5M)

Helsinki, Finland

[WWW.TELKO.COM](http://www.telko.com)

CEO: Kalle Kettunen

57 SUPERIOR OIL 2015 SALES: \$221.0M

Indianapolis, Indiana, US

[WWW.SUPERIOROIL.COM](http://www.superioroil.com)

President: Kurt Hettinga

Products: Solvents; water-based cleaners; paint pretreatment products; paint purge solvents; thinners; heat transfer fluids; press-room chemicals; fibreglass reinforcements; resins; catalysts; gel coats; corrosion inhibitors; surfactants; plasticizers

Services: Solvent recycling; blending; custom manufacturing; private labelling; waste disposal; acetone replacement systems; vendor managed inventory; regulatory consulting; bulk and package delivery

Assets: 9 full service locations; 60 trucks; 232 tankers; 250 bulk tanks; 55 blend tanks

58 KRAHN CHEMIE 2015 SALES: €200M (\$217.2M)

Hamburg, Germany

[WWW.KRAHN.DE](http://www.krahn.de)

Managing directors: Dr Rolf Kuropka, Axel Sebbesse

Products: Additives; pigments; plasticizers; resins; synthetic rubber; adhesion promoters; mould release agents; ceramic powders; base oils; functional fillers

Services: Business development; technical support; logistics; drumming and packaging; bulk breaking; local storage and warehousing; sampling; blending and formulating; laboratory formulations and analysis

Assets: 2 laboratories

59 NORKEM HOLDINGS 2015 SALES: \$214.4M

Knutsford, Cheshire, UK

[WWW.NORKEM.COM](http://www.norkem.com)

Group managing director: A Nicholson

Products: Iodine and iodine salts; zinc oxide

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

and zinc salts; manganese compounds; copper salts; barium carbonate; citric acid; potassium carbonate and hydroxide; food chemicals; pharmaceutical intermediates; feed chemicals

Services: Blending; packaging; manufacturing; liquid suspensions; liquid solutions

Assets: 10 locations worldwide

60

OBEGI CHEMICALS GROUP
2015 SALES: \$212M

Luxembourg

WWW.OBEGICHEM.COM

CEO: Yordan B Obegi

Products: TiO₂ (titanium dioxide); HEC (hydroxyethylcellulose); polyols; TDI (toluene di-isocyanate); MPG (monopropylene glycol); polyurethane additives; silicones; emulsions; solvents; personal and home care chemicals; epoxy resin hardeners; pharmaceutical APIs and excipients; vitamins and food ingredients; machinery

Services: Warehousing and inland transport; bulk storage; laboratory support and guide formulation; technical support; product packages

Assets: 15 warehouses; 60,000 tonnes bulk storage tanks; 3 laboratories; 22 delivery trucks

Trading sales: 15%

61

RAVAGO CHEMICALS
2015 SALES: \$210M

Luxembourg

WWW.RAVAGOCHEMICALS.COM

President, Europe & Asia & MEAF: Benoit De Keyser

Products: Raw materials and additives for coatings, adhesives, construction, home care and I&I care; personal care ingredients; water treatment chemicals and membranes; food, feed and pharmaceutical ingredients; agricultural chemicals; polyurethane polyols and polymers; paper and cardboard chemicals

Services: Technical sales; application laboratory services; repackaging; blending; drumming; storage; pressure vessels production

Assets: Offices in over 230 locations across the globe through Ravago Group; own trucks and warehouses combined with partnerships with external logistics partners; food and feed premix facilities; water treatment component design center

Trading sales: 5%

62

BANDEIRANTE QUIMICA
2015 SALES: \$202.1M

Maua, Sao Paulo, Brazil

WWW.BBQUIMICA.COM.BR

CEO: Carlos Eduardo Marin

Products: Coatings additives; titanium dioxide (TiO₂); specialty resins; carbon black; aromatics; aliphatic and oxygenated solvents;



ImageBROKER/REX/Shutterstock

tailor-made blends; household and personal care chemicals; silicas; UV monomers/oligomers; amines; agricultural chemicals; epoxy resins; glycols; mining chemicals; surfactants; ethanolamines

Services: Blending; packaging; storage; agency sales (indent sales); fractioning; formulation; technical assistance

Assets: 8 branches; 95 tanks; five warehouses; 1,000 intermediate bulk containers (IBCs); truck fleet; two laboratories

Trading sales: 1%

63

VELOX
2015 SALES: €182.4M (\$198.1M)

Hamburg, Germany

WWW.VELOX.COM

Managing directors: Max Schlenzig, Bernard Goursaud; General manager: Francois Minec

Products: Plastics; additives for plastics, rubber, paints and coatings, composites

Services: Storage; packaging; blending; consignment stock

Trading sales: Less than 5%

64

MARUBENI SPECIALTY CHEMICALS
2015 SALES: \$192.8M

New York, New York, US

WWW.CHEMDOT.COM

CEO: Jo Harada

Products: Adhesives and flexible packaging; construction and composite materials; crop production and protection chemicals; electron-

ic chemicals; food/nutraceutical/pharmaceutical ingredients; industrial chemicals; paints and coatings; paper coatings; performance chemicals; personal care ingredients; plastics

Services: MSDS (material safety data sheets)

Assets: Computer equipment

Trading sales: Over 50%

65

HSH CHEMIE DISTRIBUTION GROUP
2015 SALES: €167M (\$181.3M)

Hamburg, Germany

WWW.HSH-CHEMIE.COM

Group managing directors: Stephan P Lohden, Frank Raabe, Stefan Rather

Products: Specialty chemicals for coatings, adhesives and construction; personal and home care chemicals; food, feed and pharma ingredients; plastics and rubber chemicals; industrial performance chemicals

Services: Technical consultancy; formulation advice; storage and logistics; sampling; financing; full compliance support; full marketing support

Assets: 12 sales office locations in central and eastern Europe

Trading sales: 10%

66

BUFA CHEMIKALIEN
2015 SALES: \$180M

Hude-Altmoorhausen, Germany

WWW.BUEFACHEMIKALIEN.DE

CEO: Ronald Ijzer

Products: Ethanolamines; ethylene glycol ethers; ethylene glycols; polyethylene glycols;

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

propylene glycol ethers; propylene glycol; isopropyl alcohol; propionic acid; formic acid; caustic soda; solvents; aromatics; styrene; surfactants; oxo alcohols

Services: Formulating; warehousing; filling and bottling; blending; logistics; drumming

Assets: 5 warehouses; 14 trucks

Trading sales: 30%

67 GAMMA CHIMICA 2015 SALES: \$176.5M

Lainate, Milan, Italy

WWW.GAMMACHIMICA.IT

President: Giuseppe Mearini

Products: Glycols; ethanolamines; fatty acids; intermediates; solvents; antifreeze; glycerin; sequestering agents

Services: Storage; packaging; blending; antifreeze production

Assets: Head office; warehouse of 54,000 square metres, of which 15,000 is covered

68 KPL INTERNATIONAL 2015 SALES: \$173.8M

New Delhi, India

WWW.KPLINTL.COM

Managing director: Surinder Kumar Kak

Products: Bulk and essential chemicals; polymers; paper and allied chemicals; specialty chemicals; paint and coating chemicals; industrial and specialty gases; engineering consumables; darjeeling teas

Services: Development of markets for new products and applications; repackaging; market intelligence; technical and after-sales support; sourcing; exports; procurement and auditing services; sourcing and exporting products from India, China and the Middle East to international markets; warehousing and logistics; facilitating technical support from group companies for quality control, testing and plant audits

Assets: 7 warehouses; 1 refrigerant gas repackaging facility

Trading sales: 22.13%

69 ACETO 2015 SALES: \$172.4M

Port Washington, New York, US

WWW.ACETO.COM

President and CEO: Salvatore Guccione

Products: Specialty and performance chemicals

70 DONAUCHEM 2015 SALES: €157M (\$170.5M)

Vienna, Austria

WWW.DONAUCHEM.COM

Member of the board: Bogdan Banaszczyk

Products: Commodities and specialty chem-

icals used in food, pharma, paint and construction, cosmetics and detergents, metals, printing, water treatment; customer-specific compositions

Services: Mixing; blending; environmentally friendly consultancy and planning; technical consultancy; training sessions on safety and the law; waste disposal, consultancy on chemical law and REACH

Assets: 13 warehouses

71 DISAN GROUP 2015 SALES: \$170.0M

Bogota, Colombia

WWW.DISANLATINOAMERICA.COM

CEO: Alfredo Correa

Products: Raw materials, additives and ingredients for personal care, home care, feed, food, oil and gas, plastic resins, agrochemicals

Assets: 12 warehouses

72 2M HOLDINGS (BANNER CHEMICALS, SURFACHEM) 2015 SALES: \$169.6M

Runcom, UK

WWW.2M-HOLDINGS.COM

Chairman and CEO: Mottie Kessler

Products: Triklone, Perklone and MEC Prime; Samsol; chlorine gas (cylinders and drums) for water treatment and chemical synthesis; surfactants/rheology modifiers; Adblue diesel exhaust fluid (emission reduction); aerospace-approved products; Pigmentan (anti-corrosive pigments); oil-field chemicals; personal care and cosmetics ingredients; Solve-Care; household, industrial & institutional ingredients (HI&I); pharmaceutical products; precision cleaning solutions; Cool-Phos and Vaposol; phosphating chemicals (metal pre-treatment)

Services: Blending; packing; storage; formulation and technical support with laboratory facilities; sample management; technical, regulatory and legislative expertise; toll blending; water treatment; pigment dispersion, development and formulation

Assets: Application laboratories; warehousing in UK, Poland, Brazil, Nordics, Benelux; blending and storage facilities, own trucks

73 CHEMGROUP 2015 SALES: \$168M

Fairfield, Ohio, US

WWW.CHEMGROUP.COM

CEO: Marty Wehr

Products: Acids; chlor-alkali; alcohols; solvents; surfactants; hydrogen peroxide; soda ash; sodium hypochlorite; amines; water treatment chemicals; borates; sodium formate; citrates; ferric chloride; lime; urea

Services: Blending; solvent reclamation;

warehousing; technical and safety training; customised billing services

Assets: 10 warehouses with 400,000 square feet; 27 tractors; 20 straight trucks; 30 trailers; 8 tankers; 3.85m gal bulk storage

74 BANG & BONSOMER 2015 SALES: €152M (\$165.0M)

Helsinki, Finland

WWW.BANGBONSOMER.COM

CEO: Mikko Teittinen

Products: Specialty raw materials and additives for building; composites; food ingredients; paints and coatings; personal and home care chemicals; packaging and plastics; rubber and polymer compounds; industrial chemicals for water treatment and other applications

Services: Technical support; laboratory work; dissolving; blending; packaging, warehousing

Assets: 15 warehouses; 3 production units; 4 laboratories; companies in 10 countries – Nordic countries, CIS countries, Baltic states

75 THE PLAZA GROUP 2015 SALES: \$164M

Houston, Texas, US

WWW.THEPLAZAGRP.COM

President: Randy Velarde

Products: Solvents; intermediates; elastomers; styrenics; polyethylene

Services: Marketing; logistics; storage

Assets: 3 warehouses; one bulk storage tank; 165 railcars

76 IMPAG 2015 SALES: €150M (\$162.9M)

Zurich, Switzerland

WWW.IMPAG.COM

CEO: Remo Bernardi

Products: Coatings additives; anhydrides; acrylates; polyols; flame retardants; polyurethanes; green solvents; detergents; base chemicals; cosmetic functionals and active ingredients; food ingredients; active pharmaceutical ingredients (APIs); metals; oleochemicals

Services: Global logistics; global sourcing; storage; laboratory services; technical support; regulatory support; financing; packaging

Assets: 5 sales offices across Europe; 1 tank farm for liquid goods; own application lab

Trading sales: 20%

77 BARTON SOLVENTS 2015 SALES: \$159.1M

Des Moines, Iowa, US

WWW.BARSOL.COM

President: David M Casten

Products: Aliphatics; aromatics; alcohols; glycol

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



The Strengths of Many. The Power of One.
Grupo Pochteca

Grupo Pochteca serves Mexico, Central America and Brazil with 43 branches strategically located to provide top of the class service to industrial and food processing companies. Pochteca distributes products for more than 100 leading suppliers to more than 27,000 clients in fields that range from cheese to high tech electronics and appliance manufacturing. Pochteca's team is committed to service, safety and value for customers and suppliers. If you are looking to sell your products in these markets or need world class supply for your local operations, allow us to be of service.

pochteca  Mexico City, Mexico
Tel. + 52 (55) 5278-5900
ventas@pochteca.com.mx
www.pochteca.com.mx

• Mexico • Guatemala • El Salvador • Costa Rica • Brazil

 www.omni-chem.com



The Strengths of Many. The Power of One.
SolvChem, Inc.

SolvChem, Inc. is the largest independent chemical distributor in Texas, serving the Texas, Louisiana, Arkansas, Oklahoma, and Mississippi Regions. A family-owned, minority-certified business founded in 1981, SolvChem delivers customized product and service solutions. At SolvChem we are committed to delivering excellence in quality and service for our customers on every order, driven by our core values: safety, customer focus, teamwork, respect, integrity, excellence in execution, and continuous improvement. SolvChem International, through its facility near the Port of Houston, has the ability to service its customers' needs in international locations, including Mexico, the Caribbean, Central and South America.

 **SOLVCHEM**
DELIVERING CUSTOMIZED SOLUTIONS

Pearland, TX
800.622.3990
www.solvchem.com

 www.omni-chem.com

ASIA CHEMICAL DISTRIBUTION LEADERS (2015 SALES)*

Company	Sales (\$m)*
1 Sinochem Plastics	2,254.93
2 Brenntag	905.56
3 Connell Brothers	800
4 Behn Meyer Group	690.03
5 Helm	651.48
6 DKSH	520.89
7 Redox	486.5
8 ICC Chemical	386
9 IMCD	337.68
10 Pluschem EEIG (European Economic Interest Group)	293.17
11 Jebsen & Jessen Group	286.65
12 Pon Pure Chemicals Group	246
13 Manuchar	200
14 Nexeo Solutions	200
15 KPL International	169.19
16 Omya	129.81
17 Vimal Intertrade	117
18 Union Petrochemical	90
19 Azelis	78.18
20 Maha Chemicals	69
21 Vikudha	65
22 Biesterfeld	54.29
23 Ramcharan	45
24 TER GROUP	41.26
25 Melrob Group	37.36
26 McKinn International	31.11
27 ECEM European Chemical Marketing	27.3
28 Caldic	25
29 CellMark Chemicals	24.68
30 Norkem Holdings	13.55
31 Arpadis	13.03
32 Neo Chemical	12.94
33 EQUILEX	11.94
34 Eigenmann & Veronelli	10.86
35 SAFIC-ALCAN	10.12
36 Saiper Chemicals	8.7
37 PENPET Petrochemical Trading	8.06
38 Noahs Ark Chemicals	8
39 Marubeni Specialty Chemicals	7.43
40 Solvadis Group	6.9
41 Shamrock Shipping & Trading	6.75
42 Indukern	6.51
43 Arkem Kimya	6
44 PHT International	5.89
45 2M Holdings	5.78
46 NOVASOL	5.55
47 Cornelius Group	4.72
48 Atlantic Chemicals Trading	4.34
49 Rahn Group	4
50 Wego Chemical Group	3.7
51 Quimdis	3.26
52 Prakash Chemicals	3.16
53 CG Chemikalien	2.71
54 Alpha Wax	2.53
55 Campi y Jove	2.17
56 KH Chemicals	2.06
57 Charkit Chemical	2

NOTES: *Sales are by region and may differ from the total sales figure in the overall Top 100 listing. Table excludes companies that do not break out sales by geography.

LATIN AMERICA DISTRIBUTION LEADERS (2015 SALES)*

Company	Sales (\$m)*
1 Brenntag	1,005.45
2 Helm	651.48
3 Manuchar	525.3
4 Pochteca Materias Primas	410.8
5 quantiQ Distribuidora	350
6 Quimtia	300.5
7 Jebsen & Jessen Group	209.56
8 Bandeirante Quimica	202.1
9 Disan Group	170
10 Indukern	151.35
11 IMCD	128.12
12 Snetor	126.5
13 Quimisa	95.99
14 Vikudha	65
15 Ultra Chem	56.9
16 Biesterfeld	51.03
17 Andes Chemical	47.6
18 Metachem	42.26
19 Quelaris Internacional	39.72
20 Midland Quimica Do Brasil	35.2
21 Pluschem EEIG (European Economic Interest Group)	32.57
22 Selectchemie	32.57
23 Carbono Quimica	31.96
24 ICC Chemical	28
25 T.Z. Group	25
26 ECEM European Chemical Marketing	16.8
27 CG Chemikalien	15.2
28 Omya	14.98
29 Unique Chemical Technologies	14.13
30 The Plaza Group	14
31 The Chemical Company	12
32 Wego Chemical Group	10.3
33 CLARIQUIMICA	10.01
34 Additiva	7.52
35 Solvadis Group	7.2
36 Shamrock Shipping & Trading	6.75
37 KH Chemicals	5.54
38 PENPET Petrochemical Trading	4.86
39 Ricardo Molina	4.56
40 Atlantic Chemicals Trading	4.34
41 Campi y Jove	4.34
42 Arpadis	3.91
43 Quimidroga	3.26
44 HB Chemical	3
45 Bufa Chemikalien Group	2.3
46 2M Holdings	2.17
47 Quimdis	2.17
48 Alpha Wax	2.14
49 PHT International	2

NOTES: *Sales are by region and may differ from the total sales figure in the overall Top 100 listing.
**Includes chemical production. Table excludes companies that do not break out sales by geography.



Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One. Pacific Coast Chemicals Co.

Pacific Coast Chemicals offers a full line of specialty chemicals and ingredients throughout the thirteen western states. Distribution, logistics, technical sales, and personal customer service are our business. We specialize in inventory management and just in time delivery. Whether it is replenishing your existing product needs or working to solve future needs, let us help you with your requirements large or small.



West Coast
800.348.1579
www.pcchem.com



www.omni-chem.com



Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One. Tarr, LLC

An ISO 9001-certified chemical distributor in the US Northwest and Southwest. **Tarr** is focused on its customers' specific needs whether they be proprietary blends, high purity packaging requirements or simply dependable delivery. Tarr leads the competition in a wide variety of industries including High Tech/semi-conductor, food/pharm/cosmetics, coatings, HI&I and others. Tarr is large enough to support high volume requirements, yet small and nimble enough to understand and serve customized needs.



Los Angeles, Phoenix, Portland, Seattle
800.422.5069
www.tarrchemical.com



www.omni-chem.com

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



imageBROKER/REX Shutterstock

ethers; acetates; ketones; glycols; epoxy resins; surfactants; distilled spirits; solvents; specialty chemicals; USP/NF pharmaceutical ingredients
Services: Custom packaging; custom blending; delivery to customer or job site; waste services; laboratory services;
Assets: 6 stocking locations; 78 power units; 146 trailers

78 MAROON GROUP
2015 SALES: \$156M

Avon, Ohio, US
WWW.MAROONGROUPLLC.COM
President and CEO: Mark E Reichard
Products: Specialty additives; specialty resins; specialty pigments; packaging
Services: Blending; repackaging; public warehousing services
Assets: One owned and 16 public warehouses in North America

79 SOLVENTIS
2015 SALES: €137M (\$148.8M)

Guildford, Surrey, UK

WWW.SOLVENTIS.NET
Managing director: David Lubbock
Products: Automotive products (antifreeze and brake fluids); alcohols; acrylates; esters; glycols; glycol ethers; ketones; monomers; aromatics
Services: Bulk distribution and blending

80 HAEFFNER
2015 SALES: \$147.2M

Asperg, Germany
WWW.HAEFFNERGROUP.COM
CEO: Jurgen Martin
Products: Water treatment chemicals; paint, ink, coating, adhesive and resin additives; paint, textile and leather auxiliaries; food additives; feed additives; metal treatment chemicals; household and personal care ingredients; lubricant additives
Services: Blending and formulating; drumming; hazardous chemical storage
Assets: 6 warehouse facilities across Europe with tank farm for acids/lyes/solvents and Hazard Analysis and Critical Control Points (HACCP) filling and blending area; 1 laboratory; 22 trucks

81 CELLMARK CHEMICALS
2015 SALES: \$146.9M

Stamford, Connecticut, US
WWW.CELLMARK.COM
President and CEO: Hugo Galletta
Products: Oil and gas chemicals; water treatment chemicals; coatings; agrochemicals; flame retardants; food and beverage ingredients; cosmetic and oral care ingredients; active pharmaceutical ingredients (APIs); organic chemicals; inorganic chemicals; vitamins; plant extracts; nutraceuticals; amino acids; specialty and fine chemicals
Services: Sales and marketing; sourcing; custom manufacturing; packaging; blending; milling and granulations; technical support; regulatory, market research; logistics
Assets: Public warehouses in over 20 locations worldwide
Trading sales: 30%

82 ATLANTIC CHEMICALS TRADING
2015 SALES: €130M (\$141.2M)

Hamburg, Germany

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

WWW.ACT.DE

CEO: Dr Ramin Ghaffari

Products: Vitamins; amino acids; sweeteners; energy ingredients; sports nutrition products; preservatives; acidifiers; flavours and fragrances; plant extracts; feed additives; food additives

Services: Customising; global supply chain services

Assets: 13 offices worldwide; several warehouses worldwide

Trading sales: 10%

83

GROLMAN GROUP

2015 SALES: €126.5M (\$137.3M)

Neuss, Germany

WWW.GROLMAN-GROUP.COM

Managing directors and owners: Jurgen Grolman; Dirk Grolman; Florian Grolman

Products: Pigments and dyes; mineral fillers; resins and binders; additives; ingredients for personal care, pharmaceuticals, food

Services: Laboratory formulation service; storage

Assets: 3 laboratories; 1 warehouse

84

ARPADIS

2015 SALES: €120M (\$130.3M)

Wollera, Switzerland

WWW.ARPADIS.COM

Managing director: Laurent Abergel

Products: Acrylates and monomers; isocyanates; polyols; pigments; additives; solvents; glycols; glycerine; amines; flame retardants

Services: Blending; packaging; storage

Assets: Offices

85

PRIDE SOLVENTS & CHEMICAL

2015 SALES: \$130M

Holtville, New York, US

WWW.PRIDESOL.COM

CEO: Arthur Dhom Sr

Products: Alcohols; cellular actives; corn syrup; glycerine; glycols; maltitol; mineral oils; oleochemicals; petrolatum; silicones; sorbitol; surfactants; vegetable oils; versagels

Services: Custom blending/custom formulating

Assets: 2 repackaging facilities; 2 warehouses; 16 tank wagons; 12 tractor trailers; full analytical lab

86

TANNER INDUSTRIES

2015 SALES: \$130M

Southampton, Pennsylvania, US

WWW.TANNERIND.COM

President and CEO: Stephen Brad Tanner

Products: Anhydrous and aqua ammonia

Services: Safety training; storage; pump-out

services; storage tank repairs and maintenance

Assets: 16 distribution locations; full fleet of tractors and trailers

87

HAVILAND ENTERPRISES

2015 SALES: \$122.7M

Grand Rapids, Michigan, US

WWW.HAVILANDUSA.COM

CEO: E Bernard Haviland

Products: Mineral acids; organic acids; chlor-alkali; food grade chemicals; water treatment chemicals; flammable solvents; plating and surface finishing specialties and commodities; glycols, ethers and amines; filter aids; cyanides; vibratory compounds and media

Products: Contract blending and manufacture; contract packaging and storage; technical support; R&D; labelling; screen printing

Assets: 12 trucks; 7 warehouses; 6 manufacturing locations

88

THOMMEN-FURLER

2015 SALES: €113M (\$122.7M)

Ruti bei Buren, Switzerland

WWW.THOMMEN-FURLER.CH

CEO: Franz Christ

Products: Industrial chemicals (inorganics, organics, liquids and solids); hygiene and surface cleaning products; activated carbon; intermediates; plasticizers; high purity solvents and reagents; electronic grade chemicals; industrial and automotive lubricants; marine and aviation lubricants; automotive fluids; car care products; AdBlue diesel exhaust fluid; wastewater treatment chemicals

Services: Wastewater treatment installations; storage; blending; mixing; packaging; laboratory services; quality and control tests; hazardous waste management; Optitank tank farm management by telemetry

Assets: 3 dedicated sites for chemicals and hazardous waste handling; tank farms and warehouses for chemicals and hazardous waste; blending, mixing and filling installations; waste treatment installations; 52 road tankers and trucks for general cargo

89

RAHN GROUP

2015 SALES: \$118M

Zurich, Switzerland

WWW.RAHN-GROUP.COM

CEO: Marcel Gatti

Products: Raw materials for inks, coatings and adhesives; personal care ingredients; flavours, fragrances and food ingredients

Services: Application support; R&D/customised products; regulatory affairs; guide formulations; international logistics; analytics

Trading sales: 50%

90

HB CHEMICAL

2015 SALES: \$117M

Twinsburg, Ohio, US

WWW.HBCHEMICAL.COM

CEO: Jeffrey Rand

Products: Rubber polymers; accelerators; waxes; zinc oxide; fatty acids; plasticizers; antioxidants; pigments; fillers

Services: Blending; packaging; storage

Assets: 1 warehouse

91

VIMAL INTERTRADE

2015 SALES: \$117M

Mumbai, India

WWW.VIMALAGENCIES.NET

Founder and CMD: Bimal Shah

Products: Amines; matting agents; isocyanates; polyols; monomers; propylene glycols; epoxy resins and hardeners; hydroxyl ethyl cellulose; additives; surfactants; glycol ethers; redispersible powders; carbon black; vinyl resins; fatty acids; carbonyl iron powder; solvents; polyurethane hardeners; personal care ingredients; PTFE (polytetrafluoroethylene) powders, PE (polyethylene) wax

Services: Repacking; drumming; laboratory services

Assets: 1 application laboratory; 12 warehouses; 5 offices; 4 resident representatives

Trading sales: 15%

92

HARWICK STANDARD DISTRIBUTION

2015 SALES: \$116.4M

Akron, Ohio, US

WWW.HARWICK.COM

President and CEO: Ernie Pouttu

Products: Polymers; rubber chemicals; plasticizers; process oils; flame retardants; activators; chemical and colour dispersions; processing aids; organic peroxides; resins; vulcanizing agents; colourants; fillers; stabilizers; dry liquid concentrates

Services: Warehousing; bulk break cargo; logistics; storage; technical support; regulatory support

Assets: 2 company-owned and -managed warehouses; 6 public warehouses

93

CHARKIT CHEMICAL

2015 SALES: \$115M

Norwalk, Connecticut, US

WWW.CHARKIT.COM

President: Charles A Hinnant

Products: Hydrazine hydrate; hydrazine derivatives; benzyl alcohol; benzyl chloride; electronic chemicals; water and metal treatment chemicals; pharmaceutical ingredients; imaging chemicals; aroma, flavour and fragrance chemicals; nutritional ingredients; boronic acid derivatives; personal care ingredients;

lanolin/lanolin derivatives; resin ingredients
Services: Warehousing; blending; packaging; custom/contract manufacturing; custom synthesis; product development
Assets: 24 stocking locations

94 **ALGOL CHEMICALS**
2015 SALES: \$115M

Espoo, Finland

WWW.ALGOLCHEMICALS.COM

Managing director: Juha Jokinen

Products: Resins and binders; fillers and additives for paints and coatings; additives, auxiliaries and fillers for polymers and rubber industry; food ingredients and additives; raw materials for animal feed; chemicals for metal production and systems for metal treatment; industrial chemicals; water treatment chemicals; mining chemicals; ammonia gas and aqueous ammonia; soil remediation chemicals

Services: Warehousing and bulk storage; logistics; repacking and relabeling; blending and mixing; production; REACH services; laboratory services

Assets: 18 warehouses in 10 countries (Finland, Scandinavia, Baltics, Russia, Ukraine, Belarus)

95 **CSC JAECKLECHEMIE**
2015 SALES: €105.27M (\$114.3M)

Nuremberg, Germany

WWW.CSC-JAEKLE.DE

CEOs: Robert Spath, Thomas Graser, Philipp Klass

Products: Industrial chemicals; acids; alkaline solutions; solvents; solids; specialties;

coatings, adhesives and sealants; high-quality parts cleaners; life science chemicals; water and environment chemicals

Services: Technical expertise and field service; warehouse and direct distribution; inventory management; blending and repackaging; proper disposal of chemical wastes; worldwide shipment; trucking Assets; Storing, filling and trans-shipment site; warehouse; laboratory for quality assurance; 6 tank wagons for chemicals; 14 trucks; 26 company vehicles

96 **ELTON GROUP**
2015 SALES: €104.8M (\$113.8M)

Athens, Greece

WWW.ELTON.GR

President and CEO: Nestor Papathanasiou

Products: Industrial raw materials and specialties for coatings, adhesives, construction, detergents, cosmetics, pharmaceuticals, food, feed, beverages, water treatment, metal treatment, textiles, paper, agrochemicals, rubber, plastics, refrigerants

Services: Warehousing; storage; full coverage of Greece, Bulgaria, Romania, Serbia, Kosovo, Albania, FYROM (Macedonia), Cyprus and Ukraine markets; technical promotion and business development; inventory management

Assets: 6 warehouses (4 privately owned); 2 laboratories; privately owned trucks and tank trucks

97 **CORNELIUS GROUP**
2015 SALES: £75.7M (\$111.6M)

Bishop's Stortford, UK

WWW.CORNELIUS.CO.UK

Chairman: Neville Prior

Products: Monomers; specialty chemicals; food ingredients; personal care ingredients; pigments; additives; resins; minerals; surfactants; adhesive films; capsules; pet food ingredients; household chemicals; natural products

Services: Global supply chain management; laboratory services; logistics; legislative/regulatory advice; distillation; chemical reaction/manufacturing; repacking; R&D; sales and marketing

Assets: 8 warehouses; 5 laboratories; 2 manufacturing sites; 9 offices; 1 clean room

Trading sales: 10%

98 **HARKE GROUP**
2015 SALES: €102M (\$110.8M)

Muelheim an der Ruhr, Germany

WWW.HARKE.COM

CEO: Thorsten Harke

Products: Cleaning and detergent chemicals; coatings; electronic/high purity chemicals; food ingredients; health and functional food; industrial chemicals; cosmetics/personal care ingredients; pharma excipients; phosphates; plastics; specialty films; specialty chemicals; synthetic polymers; water-soluble films; water treatment chemicals

Services: Formulation; blending; mixing; encapsulation; packaging; refilling; storage; gravure; film coating; REACH consulting

Assets: Warehouse; packaging machines; filling stations; tanks

Trading sales: 20%

111 years
Your Partner of Choice
in the Middle East & Africa

Obegi Chemicals
Doing Business With Ethics

Web | www.obegichem.com E-mail | info@obegichem.com [Obegi-Chemicals-Group](https://www.facebook.com/Obegi-Chemicals-Group)

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

99

SELECTCHEMIE
2015 SALES: €100M (\$108.6M)

Zurich, Switzerland

WWW.SELECTCHEMIE.CH

CEO: Peter Kaufmann

Products: Active pharmaceutical ingredients (APIs); excipients; nutraceuticals; health and food ingredients

Services: Dossier development; licence for dossiers; regulatory services; launch management for FDFs (finished dosage formulations); laboratory services for nutrition

Assets: 3 warehouses (Hamburg, Basel, Zurich); nutrition lab

Trading sales: 30%

100

WHYTE CHEMICALS
2015 SALES: £73.4M (\$108.2M)

London, UK

WWW.WHYTECHEMICALS.CO.UK

CEO: Melvyn Whyte

Products: Acetonitrile, acrylic acid; amines; epoxy resin; maleic anhydride; monopropylene glycol; polyols; styrene; surfactants; vinyl acetate monomer; organic chemicals; resin intermediates; flavour and food additives; coating effects

Services: Warehousing; repacking; toll production; supplier reduction programmes; product sourcing; consignment stock; small pack to bulk deliveries; global ISO quality and environmental standards

Assets: UK head office in London; branch office in Lyon, France; UK warehouse, third-party warehouses in Netherlands and France; 2 production sites

Trading sales: 49%

101

NEO CHEMICAL
2015 SALES: \$107.6M

Dzerzhinsk, Russia; Moscow, Russia

WWW.NEOCHEMICAL.RU

President: Vladimir V Fedyushkin; **CEO:** Andrey Lipovetskiy

Products: Composite materials; lubricants and fuels; construction and building chemicals; plastics; cosmetics ingredients; food ingredients; paints and coatings; oil and gas chemicals; heat transfer fluids; resins; food ingredients

Services: Shipping; handling; packaging; storage; extraction and transportation of oil and gas

Assets: Office building (Dzerzhinsk headquarters); office building (Moscow headquarters)

Trading sales: 14%

102

TILLMANN'S
2015 SALES: €97.8M (\$106.2M)

Milan, Italy

WWW.TILLMANN'S.IT

CEO: Stefano Vollmer

Products: Specialty chemicals for the coatings, adhesives, plastics, construction and ceramic industry; organic and inorganic pigments; binders; resins; additives; waxes; preservatives; water treatment chemicals; functional additives and ingredients for food and feed

Services: Marketing; formulation and blending; standard and tailor-made packaging; technical support; regulatory support; green chemistry product solutions; warehousing and supply chain management; extensive logistics

Assets: Technical team; 2 laboratories; 2 warehouses; own truck fleet

103

SEA-LAND CHEMICAL
2015 SALES: \$105.2M

Westlake, Ohio, US

WWW.SEALANDCHEM.COM

President: Joseph D Clayton

Products: Biocides; chelating agents; chlorinated paraffins; corrosion inhibitors; defoamers; emulsifiers; esters; ethoxylated alcohols; fatty acids; lubricant and automotive additive components; polyalphaolefins; primary amino alcohols; sulfonates; surfactants; vegetable oils

Services: Storage; market development; packaging and repackaging; technical expertise

Assets: 10 warehouse locations; 5 repackaging locations

Trading sales: 15%

104

TILLEY CHEMICAL
2015 SALES: \$104.3M

Baltimore, Maryland, US

WWW.TILLEYCHEM.COM

CEO: John Tilley

Products: Food ingredients; ethanol

Services: Blending

Assets: 2 distribution facilities; 25 power units; 24 tank trailers; 20 van trailers; 1 railcar

105

J. TECH SALES
2015 SALES: \$103M

Boca Raton, Florida, US

WWW.JTECHSALES.COM

CEO: Jeffrey Tannenbaum

Products: Surfactants; terpenes; soy methyl esters; fluoroadditives; biological products; enzymes; biochemicals; water-based defoamers; water-based acrylic copolymers; polyethylene and wax emulsions; plasticizers; polyurethanes; US EPA registered disinfectants; antimicrobials and biocides; amines

Services: Inventory management and planning; custom formulating; regulatory compliance and support; warehousing; logistics; laboratory testing

Assets: Corporate headquarters (Florida); re-

search and analytical laboratory; 9 public warehouses throughout North America; regional office in Illinois; regional office in Brazil

106

UNIPEX
2015 SALES: €93M (\$101.0M)

Paris, France

WWW.UNIPEX.COM

President: Patrice Barthelmes

Products: Personal care ingredients; active pharmaceutical ingredients (APIs) and excipients; enzymes; amino acids; lactose; sweeteners; starch; fibres; plasticizers; surfactants; additives; silicones; titanium dioxide (TiO₂); dyes and pigments

Services: RSE (remediation system evaluation); warehousing; formulations; regulatory services; auditing; reconditioning

Assets: 2 owned warehouses in the Paris area

107

RAINOLDI
2015 SALES: €92M (\$99.9M)

Varese, Italy

WWW.RAINOLDI.IT

CEO: Simone Bombardieri

Products: Base chemical products for industrial, pharmaceutical, food and cosmetics applications

108

AFRIGLOBAL COMMODITIES
2015 SALES: \$98.7M

Dubai, United Arab Emirates

WWW.AFRIGLOBALONLINE.COM

Managing Director: Maneesh Garg

Products: Flexible and rigid polyurethane chemicals; food and feed ingredients; beverage grade ethanol; paint chemicals, solvents and additives; cosmetics raw materials and fine chemicals; soap and detergent raw materials; leather, textile and water treatment chemicals; oilfield chemicals; lube additives; plastic resins and processing aids; construction chemicals; pharmaceutical excipients

Services: Import; end-to-end logistics; vendor managed inventory (VMI); warehousing; blending; technical after-sales support

Assets: 7 warehouses with 150,000 square feet; 25 trucks; blending and formulation unit

Trading sales: 12%

109

QUIMISA
2015 SALES: \$96.0M

Brusque, Santa Catarina, Brazil

WWW.QUIMISA.COM.BR

CEO: Rogerio Wehmuth

Products: Caustic soda; chlorinated solvents; oxygenated solvents; aromatic solvents; glycols; hydrogen peroxide; organic acids; inorganic chemicals; ethanolamines;

heat transfer fluids; textile auxiliaries and dyestuffs; enzymes; chemicals for household care and industrial/institutional applications; water treatment chemicals

Services: Liquid and dry storage; packaging; blending; flexible delivery; technical support; products and solutions development

Assets: Headquarters; 3 branches; 8 warehouses; 65 trucks

110

AMETECH

2015 SALES: €87.0M (\$94.5M)

Milan, Italy

WWW.AMETECH.IT

Managing directors: Ambrogio Erba and Mario Geronazzo

Products: Agrochemical surfactants; agrochemical additives and adjuvants; agrochemical specialty solvents; rheology modifiers; pigments; feed and veterinary additives; polymerisation and rubber additives; specialty monomers; polysiloxanes; building chemicals; homecare products; metal cleaning and metalworking chemicals

Services: Storage; R&D; agricultural field trials

Assets: 10 warehouses

Trading sales: 9%

111

FARAVELLI GROUP

2015 SALES: €87M (\$94.5M)

Milan, Italy

WWW.FARAVELIGROUP.COM

CEO: Luca Benati

Products: Fine chemicals; food ingredients; nutraceuticals; cosmetics ingredients; pharmaceutical raw materials and ingredients

Services: Blending; packaging; storage; cosmetics and food laboratory services; international trading of commodities (Faravelli Trading)

Assets: 4 warehouses; cosmetics application lab; food application lab

Trading sales: 25%

112

MAYS CHEMICAL

2015 SALES: \$93.7M

Indianapolis, Indiana, US

WWW.MAYSCHEM.COM

President: Kristin Mays Corbitt

Products: Acidulants; binders; buffers; chelates; citrates; emulsifiers; excipients; glycerine; gums; methanol; phosphates; solvents; starches; stearates; surfactants

Services: Shipping; warehousing; liquid

blending; repacking; reformulation

Assets: 4 warehouses; 5 trucks; 1 van; 7 liquid tank trucks; 16 forklifts/related equipment

113

CLEARTECH INDUSTRIES

2015 SALES: C\$128M (\$92.1M)

Saskatoon, Saskatchewan, Canada

WWW.CLEARTECH.CA

President and chief operating officer: Randy M Bracewell

Products: Caustic soda; hydrochloric acid; chlorine; sodium hypochlorite; coagulants; acids; alkalis; activated carbon; chemical feed equipment; pumps; accessories

Services: Blending; transloading; storage

Assets: 10 facilities in seven cities across Canada

114

THE CHEMICAL COMPANY

2015 SALES: \$91.8M

Jamestown, Rhode Island, US

WWW.THECHEMICALCOMPANY.COM

CEO: Robert N Roach Jr; **President:** Robert N Roach III

Products: Wide range of over 1,000 products including acids; additives; alcohols; basic



Sea-Land Chemical Company

represents some of the most trusted brands and companies in the industry to provide you with the quality you demand. We stock hundreds of products, providing you the right chemicals, right away. It's one-stop shopping to meet your needs quickly and simply.

And, with our expanded North American and International Sales Teams we're here to meet your requirements for local and global formulations.

More than a supplier, we are a resource for your success. Make Sea-Land Chemical Company your first call.



Availability | Dependability | Knowledge | Selection | Speed

821 Westpoint Parkway | Westlake, OH 44145 USA
440-871-7887 | www.SeaLandChem.com

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

chemicals; CASE (coatings, adhesives, sealants, elastomers); coalescing agents; composites; diesel exhaust fluid; esters; flame retardants; food ingredients; glycols; intermediates; plasticizers; resins; silanes; specialty chemicals; stabilizers

Services: Procurement; import; tank storage; packaging; technical support; new products development; logistics; rail fleet management; sourcing; filling

Assets: Global network composed of 41 sites including regional offices in Cali, Colombia; Mexico City, Mexico; and Nanjing, China; 10 storage facilities; 14 railcars; warehouses; shore tanks; distribution centers

115

MELROB GROUP

2015 SALES: £62.3M (\$91.7M)

Crawley, UK

WWW.MELROB.COM

CEO: Ian Melluish

Products: Polymers; resins and additives for adhesives, coatings, composites, construction chemicals, plastic and rubber; high-purity monomers for contact/intraocular lenses; intermediates for pharmaceuticals and nutritional supplements

Services: Blending and formulating; packaging; storage; chemical synthesis and sourcing

Assets: Manufacturing site with laboratory; warehouse and sales locations

Trading sales: Over 50%

116

LINTECH INTERNATIONAL

2015 SALES: \$90M

Macon, Georgia, US

WWW.LINTECHINTERNATIONAL.COM

CEO: Julie Hinson Van Brunt

Products: Adhesives and sealants raw materials; advanced composite resins; additives for paints and coatings, plastic, rubber and metalworking; crosslinkers; personal care ingredients; resins; fillers; colourants; printing ink materials; dyes; rubber adhesion promoters; lubricants; I&I cleaning ingredients; building product chemicals; textile auxiliary chemicals

Services: Technical support; contract packaging; vendor-managed inventory

Assets: 13 warehouses

117

UNION PETROCHEMICAL

2015 SALES: \$90M

Bangkok, Thailand

WWW.UNIONPETROCHEMICAL.COM

CEO: Perapol Suwannapasri

Products: Alcohols; aromatics; esters; glycols; ketones; monomers; polypropylene (PP); polyethylene (PE)

Services: Blending; packaging; repackaging; storage; inventory management

Assets: 5 warehouses; 19 trucks

118

PHT INTERNATIONAL

2015 SALES: \$88.9M

Charlotte, North Carolina, US

WWW.PHTCHEMICAL.COM

President: Lihong Yu

Products: Pharmaceutical intermediates and APIs; agricultural intermediates; fine and specialty chemicals

Services: Custom synthesis; in-house chemical development; quality control and regulatory support; sourcing; logistics; sales and marketing; sample generation; contract research organisation (CRO); import/export services in the US and China

Assets: Majority owned joint venture manufacturing facility; R&D and sample labs; 2 administrative offices; 1 import/export office

119

PENPET PETROCHEMICAL TRADING

2015 SALES: €81.2M (\$88.2M)

Hamburg, Germany

WWW.PENPET.COM

Managing directors: Christoph Meister, Tim Meister

Products: Plasticizers; raw materials for synthetic resins; raw materials for wood-based panels; raw materials for oleochemicals and lubricants; raw materials for plastics and plastic laminating; raw materials for lacquers and paints, printing inks

Services: Storage; packaging; silo-truck deliveries

Trading sales: 10%

120

ALPHA WAX

2015 SALES: €80.1M (\$86.9M)

Alphen aan den Rijn, Netherlands

WWW.ALPHAWAX.COM

CEO: Dick Haan

Products: Paraffin wax; Fischer-Tropsch wax; microcrystalline wax; slack wax; polyethylene wax; petroleum jelly; RBD (refined, bleached, deodorized) palm stearin; triglycerides; alpha olefins; base oils; white oils

Services: Tank storage; blending; packaging; logistics; product development

121

ROWELL CHEMICAL

2015 SALES: \$85M

Hinsdale, Illinois, US

WWW.ROWELLCHEMICAL.COM

CEO: Terry Matray; **President:** Tom Harris

Products: Caustic soda; hydrochloric acid; sulphuric acid; sodium hypochlorite; phosphoric acid; potassium hydroxide; aluminium sulfate; citric acid; hydrogen peroxide;

sodium bisulfite; hydrofluosilicic acid

Services: Blending; packaging; storage; terminal services

Assets: Barge and rail terminal; 2 warehouses; 17 trucks

122

STAUB & CO – SILBERMANN

2015 SALES: €78M (\$84.7M)

Nurnberg, Germany

WWW.STAUB-SILBERMANN.DE

Managing directors: Andreas Frank; Thomas Seiler; Peter Stockmeier

Products: Industrial and specialty chemicals; acids and lyes; solvents; solid chemicals; cleaning agents; products for food/feed/pharmaceuticals/cosmetics; water treatment chemicals; thermal transfer agents; ammonium compounds; AdBlue diesel exhaust fluid

Services: Storage; mixing; blending; filling; packaging; polymerisation

Assets: 2 warehouses; 17 trucks

Trading sales: 34%

123

CHEMSOLV

2015 SALES: \$84.0M

Roanoke, Virginia, US

WWW.CHEMSOLV.COM

President and CEO: L Glenn Austin

Products: Specialty blends; thinners; ink solvents; aromatics/aliphatic solvents; isoparaffins; chlorinated solvents; alcohols; ketones; esters; glycols; glycol ethers; polyethylene glycols; amines; ethanolamines; plasticizers; surfactants; phosphate esters; acrylates; silicones; metalworking fluids; process oils; oils and lubricants

Services: Solvent blending; packaging; solvent distillation and purification of NMP, PG, EG, DEG, TEG, DMSO, 1,3 propanediol, 1,4 BDO, 2-EH; laboratory service; safety and environmental consulting; rail service

Assets: 6 plants; 33 trucks; 50 trailers; 1.65m gal bulk storage; 5 warehouse storage locations; rail terminal

124

BODO MOLLER CHEMIE

2015 SALES: €77.3M (\$83.9M)

Offenbach am Main, Germany

WWW.BM-CHEMIE.COM

Chairman: Frank Haug

Products: Adhesives and bonding systems (epoxy, polyurethane, MMA, hotmelts); sealants; silicones; resins (basic, epoxy, alkyd); casting and potting resins for electronics, polyurethanes, epoxies and silicone based; hardeners and curing agents; composites (resins, gelcoats, reinforcements); mould-making chemicals (boards, pastes, casting resins); coatings additives (pigments, matting agents, drier, compounds); additives for plastics and rubber (pigments, stabilizers, masterbatches,

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

stearates); lubricant additives (corrosion protection, antioxidants, metal deactivators); textile additives (dyeing, finishing, optical brighteners); performance chemicals for paper, water and air treatment, medical

Services: Packaging; filling; testing; modification; blending

Assets: Headquarters in Germany; affiliates in Europe, Africa and Asia; warehouses; laboratories; production plant for polymer formulations

125

CALLAHAN CHEMICAL
2015 SALES: \$83.0M

Palmyra, New Jersey, US

[WWW.CALCHEM.COM](http://www.calchem.com)

President: Gregory Shetler

Products: Coatings, adhesives, sealants and elastomers (CASE); household, institutional and industrial chemicals; pharmaceutical/nutriceutical ingredients; personal care and cosmetics ingredients; food ingredients; functional fluids

Services: Bulk liquids packaging; custom blending; returnable containers, drums and totes; customised tote programs; custom labelling; remote tank monitoring; vendor man-

aged inventory (VMI); consignment inventory; mixed truckload deliveries; LTL (less than truckload) quantities; just-in-time delivery

Assets: 2 dedicated white rooms for NF, FCC, USP and kosher packaging; 5,000 square feet of temperature controlled (hot & cold) warehousing; 400,000 square feet of environmentally controlled warehousing; 90,000 gal bulk storage; company-owned and -operated fleet of 12 trucks; 8 warehouses; tank farm; 2 regional offices

126

ESSENTIAL INGREDIENTS
2015 SALES: \$82.1M

Atlanta, Georgia, US

[WWW.ESSENTIALINGREDIENTS.COM](http://www.essentialingredients.com)

CEO: Kris Maynard

Products: Personal care ingredients; pharmaceutical ingredients; home care, industrial and institutional care chemicals; textile chemicals; animal care ingredients

Services: R&D solutions; product development; technical support; dedicated customer service representatives; blending; repackaging; logistics solutions; regulatory team; sample inventory; multi-language personnel

Assets: 5 distribution centers

127

QUIMDIS
2015 SALES: €75.0M (\$81.4M)

Levallois-Perret, France

[WWW.QUIMDIS.COM](http://www.quimdis.com)

President: Jean-Francois Quarre

Products: Raw materials for pharmaceuticals, veterinary products, food, feed, pet food, flavours, perfumes, cosmetics, nutraceuticals

Assets: 1 building; 1 manufacturing site; 4 warehouses

Trading sales: 60%

128

NOVASOL
2015 SALES: \$80.5M

Wezembeek-Oppem, Belgium

[WWW.NOVASOLCHEMICALS.COM](http://www.novasolchemicals.com)

CEO: Thomas Hoesch

Products: Monomers (acrylates, methacrylates); specialty monomers; plasticizers; specialty solvents; process and performance chemicals; additives; intermediates; denaturants; oil and gas specialty chemicals

Services: Import/export; storage; packing; blending; VMI (vendor managed inventory); consulting; REACH representations; marketing services

bm-chemie.com



Through the entire development process
our competences
enable **your innovation!**

BODO MÖLLER CHEMIE
Engineer chemistry



31 years of happy.

Since 1985, Fitz Chem has been an exclusive distributor for some of the world's best specialty chemical suppliers. We're known for the service and technical support to guide your new product development as well as your existing formulation needs.

For a complete list of products and applications, visit us at www.fitzchem.com

We'll make you smile.



Fitz Chem Corporation
450 E. Devon Avenue, Suite 175 | Itasca, IL 60143 | www.fitzchem.com
Phone 630.467.8383 | Fax 630.467.1183
St. Louis 314.278.7557 | Detroit 630.240.3897 | Texas 972.369.7271



Trading sales: 5%

129

KH CHEMICALS

2015 SALES: €72.8M (\$79.1M)

Zwijndrecht, Netherlands

WWW.KHCHEMICALS.COM

Managing director: Hans Ketting

Products: Acrylates; acetates; glycols; glycol ethers; ketones; alcohols; plasticizers; vegetable oils; hydrocarbons; aromatics; monomers
Services: Trading; packaging; drumming; logistics services

Assets: Office space of 450 square metres

Trading sales: 30%

130

GROUP BARCELONESA

2015 SALES: €72.2M (\$78.4M)

Barcelona, Spain

WWW.GRUPBARCELONESA.COM

President and CEO: Enric Collell

Products: Basic inorganic and organic chemicals; chlor-alkalis; acids and bases; metallic salts; chemicals for oil drilling and completion, mining; solvents; resins, curing agents and composites; food additives; feed additives; in-house formulated and tailor-made blends for

food (fish, meat, dairy, beverages and bakery) and feed applications; agrochemicals; metal-working formulations; chemicals for detergent, disinfection, home care, personal care and pharmaceuticals; textiles and leather chemicals; chemicals for coatings, inks, adhesives, construction, lubricants and paper; swimming pool chemicals; environmental chemicals (water treatment, emissions treatment, waste management); polyols and polyurethanes

Services: Blending; drumming; custom and toll manufacturing; contract manufacturing; vendor-managed inventory (telemetry); environmental assistance; technical assistance; packaging development; agency services; specialised chemicals storage and transportation

Assets: 8 warehouses with palletised storage capacity (70,000 square metres, or 56,000 pallets) located in southwest Europe, Northern Africa and China; tanks capacity of 17,000 cubic metres; own trucks fleet; commercial sales force of 80

Trading sales: 10%

131

RICARDO MOLINA

2015 SALES: €70.5M (\$76.6M)

Barcelona, Spain

WWW.RICARDOMOLINA.COM

CEO: Jorge Grande Iglesias

Products: Coatings additives; plastic additives; detergent additives; active pharmaceutical ingredients; pharmaceutical and cosmetics excipients; food ingredients

Services: Packaging; blending; formulation; storage

Assets: 7 warehouses in 7 countries; 7 subsidiaries.

Trading sales: 11%

132

TRI-ISO TRYLINE

2015 SALES: \$75.0M

Cardiff, California, US

WWW.TRI-ISO.COM

President: Jason Scott

Products: Paints; coatings and ink raw materials; adhesive and sealant ingredients; plastic and composite chemicals; lubricant and metalworking additives; polyurethane chemicals

Services: Logistics; warehousing

Assets: 2 offices; public warehouses

133

WILL & CO

2015 SALES: €69M (\$74.9M)

RAW MATERIAL SPECIALITIES DISTRIBUTOR ACROSS EUROPE

www.velox.com

PLASTICS **COMPOSITES** **ADDITIVES** **PAINTS & COATINGS**

VELOX
Specialities in Motion

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

Badhoevedorp, Netherlands

WWW.WILL-CO.NL

Managing director: Jacques van Lindonk

Products: 1,4 butanediol; methylamines; pigments; paint additives; paint resins; barrier resins for plastics; foaming agents for plastics; impact modifiers for plastics; additive masterbatches; proteins; plasticizers; sulfamic acid; long chain diacids; flame retardant systems; ferric chloride

Services: Storage; logistics management; sales and marketing

Trading sales: Less than 10%

134 CHEMICAL SOLVENTS

2015 SALES: \$74.0M

Cleveland, Ohio, US

WWW.CHEMICALSOLVENTS.COM

Owner: Ed Pavlish

Products: Solvents; aromatics; aliphatics; silicones; amines; glycols; alcohols; ketones; glycol ethers; white oils; plasticizers

Services: Custom blending; packaging; storage; waste services; solvent recycling; technical support

Assets: 4 warehouses; over 1m gal bulk storage tanks

Trading sales: 10%

135 AUG. HEDINGER

2015 SALES: €67.1M (\$72.9M)

Stuttgart, Germany

WWW.HEDINGER.DE

CEO: Johann-Ludwig Raiser

Products: Raw materials for technical industries such as coatings/paints, lubricants, cleaning, adhesives, construction; life science chemicals

Services: Customised additional test methods and processes; laboratory testing and batch certification; pharmacopoeia standards (EP, USP, JP, CP, IP, etc); extended specifications; blending; labelling; packaging; storage and re-packaging in 8 clean rooms (class 100,000)

Assets: 8 warehouses; 16 trucks (5 dedicated tank trucks)

136 COYNE CHEMICAL

2015 SALES: \$72M

Croydon, Pennsylvania, US

WWW.COYNECHEMICAL.COM

President: Thomas H Coyne Sr

Products: Acids; alcohols; aldehydes; amines; chelating agents; chlor-alkali; glycol ethers; hydrogen peroxide; inorganics; ketones; phosphates; solvents; specialty quats; surfactants; polymers; potable and wastewater treatment chemistries

Services: Blending; technical training; contract packaging; rail transloading

Assets: 4 company-owned/operated facilities;

5 contract blending/storage facilities

137 SOLVCHEM

2015 SALES: \$70.7M

Pearland, Texas, US

WWW.SOLVCHEM.COM

President: Jean-Pierre Baizan; chief operating officer: Mark Hacas

Products: Solvents; organic and inorganic chemicals; epoxies; silicones; silicone emulsions; hydrocarbon resins; hydroxyl ethyl cellulose; titanium dioxide (TiO₂); acrylates

Services: Custom packaging; custom blending/toll manufacturing; container management programmes; export services; technical support; green chemistry product solutions; small container filling

Assets: 9 trucks; 5 trailers; 25 tankers; 2 railcars

138 COLE CHEMICAL & DISTRIBUTING

2015 SALES: \$70M

Houston, Texas, US

WWW.COLECHEM.COM

President and CEO: Donna F Cole

Products: Amines; BHT; environmental cleaners HD; ethylene glycol; fuels; glycol ethers DM; lotion chemicals; lubricant additives; phosphate ester functional fluids; propylene glycol; soda ash; sodium bicarbonate; sulfolane; sulfonol; synthetic fire resistant hydraulic fluids

Services: Back office support; blending; capital product financing; consignment inventory; drumming; inventory management; IT integration with purchasing platforms; logistics; supply chain management; warehousing

Assets: 7 contract warehouses; 5 contract carriers with hundreds of trucks

Trading sales: 10%

139 ILARIO ORMEZZANO

2015 SALES: \$70M

Gaglianico, Biella, Italy

WWW.ILARIOORMEZANO.IT

President: Giancarlo Ormezzano

Products: Caustic soda; acetic acid; formic acid; solvents; acetone; IPA (isopropyl alcohol); etac; phenol; acrylic acid; phosphoric acid; organic and inorganic products; DMF (dimethylformamide); DMSO (dimethyl sulfoxide); DIMAC (dimethoxy azacyclocloctyne)

Services: Storage; blending; packaging

Assets: 2 warehouses

Trading sales: 20%

140 ALAC INTERNATIONAL

2015 SALES: \$69.9M

New York, New York, US

WWW.ALACINTERNATIONAL.COM

President and CEO: Lily Frishman

Products: Dioctyl phthalate (DOTP), diisononyl phthalate (DINP), polyvinyl chloride (PVC), plastic resins, titanium dioxide (TiO₂)

Services: Inventory and accounts receivable management

141 MAHA CHEMICALS

2015 SALES: \$69M

Singapore

WWW.MAHACHEM.COM

CEO: Tan Seow Hoon

Products: Latex emulsions; vinyl acetate ethylene (VAE) emulsions; carbon black; aluminum paste; alkyd resins; acrylic resins; additives; functional fillers; organic and inorganic pigments; biocides; surfactants; silica; methyl cellulose (MC); redispersible powder polymer (RPP)

Services: Laboratory services; machines servicing and repairs; packaging; storage

Assets: Warehouses; trucks; application laboratories

142 WALSH & ASSOCIATES

2015 SALES: \$68.9M

St Louis, Missouri, US

WWW.WALSH-ASSOC.COM

President and CEO: Ellen Murphy

Products: Food additives; ink materials; paints and coatings materials; personal care ingredients; plastic additives; agrochemicals; sealants; surfactants; oil and gas raw materials; green chemistry

Services: Manufacturing; blending; contract packaging; technical training; IFS certified warehousing

Assets: 9 warehouse locations.

143 NORTEX

2015 SALES: \$67.4M

Moscow, Russia

WWW.NORTEX-CHEM.RU

CEO: Vladimir Yakushin

Products: Isocyanates; polyols; synthetic rubber; catalysts for polyurethanes (PU); organic and inorganic flame retardants; mineral fillers; antioxidants and heat stabilizers; UV absorbers; rubber curing agents and accelerators; acrylic modifiers; epoxy resins; inorganic pigments; carbon black; plasticizers; PVC (polyvinyl chloride) resins; polyesters; phenolic resins

Services: Packaging; storage; logistics; blending

Assets: 6 warehouses; 2 branches

Trading sales: 40%

144 WEBB CHEMICAL SERVICE

2015 SALES: \$67.0M

Muskegon Heights, Michigan

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

WWW.WEBBCHEMICAL.COM

CEO: Brad Hilleary; **President:** Charlie Stevens

Products: Caustic soda; caustic potash; solvents; aromatics; acids; surfactants; amines; ethanolamines; pharmaceutical ingredients; water and wastewater treatment chemicals; HI&I (household, institutional and industrial) chemicals; coatings; metal finishing chemicals

Services: Packaging; storage; contract packaging; VMI (vendor-managed inventory); custom training

Assets: 34 tankers; 12 delivering boxes; 16 delivering tractors; 5 warehouses; 28 bulk tanks

145

FITZ CHEM

2015 SALES: \$63.0M

Itasca, Illinois, US

WWW.FITZCHEM.COM

Chairman: Robert C Becker; **President:** Don Deih

Products: Actives and vitamins; additives; conditioning agents; defoamers; emollients; emulsifiers; minerals and extenders; natural specialty ingredients; pearlizers and opacifiers; pigments; polymers; protein products; resins; rheological modifiers; surfactants

Services: Technical sales support; formulating assistance and consultancy; just-in-time inventory; supply chain solutions; shipping and logistics

Trading sales: 8%

146

PROQUIBASA

2015 SALES: €58M (\$63.0M)

Barcelona, Spain

WWW.PROQUIBASA.COM

CEO: Ivan Sanchez

Products: Organic and inorganic chemicals; specialty and fine chemicals; organic and inorganic pigments; detergent chemicals

Services: Technical service; blending; manufacturing; toll manufacturing; bulk loading and storage; warehousing

Assets: Full-service and wholly owned facilities in Barcelona with tank farm (100 tanks) and 7,000 square metres warehouse space; regional hub in Madrid with tank farm (25 tanks) and 2,000 square metres warehouse space

147

VAN HORN, METZ & CO

2015 SALES: \$62.5M

Conshohocken, Pennsylvania, US

WWW.VANHORNMETZ.COM

President: Barrett Fisher

Products: Additives; specialty resins; extenders; pigments; dyes; base stock; silicones; surfactants; esters; fragrances; thickeners; polyal-phalefins

Services: Dry blending; pigment treatment

Assets: 10 warehouses

Trading sales: 10%

148

AFCO

2015 SALES: \$62.0M

Athens, Greece

WWW.AF.CO.GR

President: Christos Spanos

Products: Polymers, solvents, polyurethane chemicals, phosphates, calcium, metallic soaps, detergent chemicals, specialty polymers

Trading sales: 20%

149

AIREDALE CHEMICAL

2015 SALES: £42M (\$61.9M)

Cross Hills, West Yorkshire, UK

WWW.AIREDALECHEMICAL.COM

Managing director: Richard Chadwick

Products: Industrial chemicals; phosphates; phosphonates; surfactants; acids; dyes; automotive chemicals; biocidal products

Services: Contract manufacturing; toll blending; on-site product development and production

Assets: 7 warehousing facilities; 20 wagons

150

CHEMISPHERE

2015 SALES: \$60.2M

St Louis, Missouri, US

WWW.CHEMISPHERECORP.COM

President: Matt Schwent

Products: Beverage-grade ethanol; denatured ethanol; solvents; alcohols; aliphatics; aromatics; ketones; glycol ethers

Services: Toll manufacturing; custom blending and packaging; USP packaging; storage; railcar transloading

Assets: 1.4m gal storage; 60,000+ square feet of warehouse space; bulk tanker fleet; rail spur

151

AL NAHDA INTERNATIONAL (AN IICHEM GROUP)

2015 SALES: \$59.8M

Dubai, United Arab Emirates

WWW.ALNAHADAFZ.COM

Managing director: Dr T.R. Vijayan

Products: Solvents; thinners; acrylates; acetates; alcohols; glycols; ketones; soda ash; inorganic chemicals; cellulose ethers; RDP (redispersible powder polymers); polymer emulsions; coatings additives; superplasticizers

Services: Bulk liquid chemical storage; customised blending; sourcing; manufacturing; warehousing; logistics; co-packing

Assets: Upgraded state-of-the-art tank farm facility with 15 bulk chemical storage tanks; 9 warehouses; 3 production facilities; 3 laboratories

Trading sales: 65%

152

NOAHS ARK CHEMICALS

2015 SALES: €55M (\$59.7M)

London, UK

WWW.NOAHSARK.EU.COM

CEO: Bharat Bhardwaj

Products: Glycols; epoxy resins; styrene; acrylates; polyols

Services: Warehousing; repacking; small packs; bulk trucking; RTC; vessel deliveries

Assets: Companies based in the UK, Belgium and Switzerland; third-party warehouses in Belgium, the UK and the Netherlands

153

GREENCHEM INDUSTRIES

2015 SALES: \$59.0M

West Palm Beach, Florida, US

WWW.GREENCHEMINDUSTRIES.COM

COO and founder: John Lagae

Products: Acids; acrylates; adhesives; alcohols; amines; aromatics; chlorinated solvents; coatings; glycol ethers; glycols; inhibited glycols; inks; ketones; plasticizers; resins; solvents

Services: Blending; imports; logistics; packaging; repacking; sales and marketing; sourcing; technical assistance; warehousing; wholesaler

Assets: 18 stocking locations throughout North America

154

TH HILSON

2015 SALES: \$57.2M

Wheaton, Illinois, US

WWW.THILSON.COM

CEO: Lori Hilson Cioromski

Products: Specialty chemical raw materials in the CASE (coatings, adhesives, sealants elastomers), inks/graphic arts, MWF (metal-working fluids)/lubricant, HI&I (household, institutional and industrial), personal care, plastics, food and pharmaceutical markets

Services: Solution-based selling; on-time delivery

155

MILES CHEMICAL

2015 SALES: \$57.1M

Arleta, California, US

WWW.MILESCHEMICAL.COM

CEO: Michael Miles

Products: Acids; esters; lubricants; alcohols; flavours and fragrances; plasticizers; food additives; polyglycols; amines; glycol ethers; hydrogen peroxide; solvents; chelating agents; chlor-alkali; inorganics; surfactants; chlorinated solvents; thickening agents; ketones

Services: Manufacturing; blending; contract packaging; solvent reclamation; technical training; safety training; hazardous waste removal; customer product research

Assets: Bulk storage capacity of 40,000 gal;

warehouse space of 165,000 square feet; 19 trucks; 18 trailers; 14 vans; 6 tankers; 4 Bobtails

156

MCCULLOUGH & ASSOCIATES
2015 SALES: \$57M

Atlanta, Georgia, US

WWW.MCCANDA.COM

CEO: Earl T Tveit

Products: Specialty chemicals and additives; organic and inorganic pigments; fumed silica; carbon black; waxes; dispersions; polyols; polymers; resins; processing equipment

Services: Local warehousing and logistics; formulating and processing services; technical sales

Assets: Corporate headquarters

157

KALE KIMYA
2015 SALES: €52.4M (\$56.9M)

Kocaeli, Turkey

WWW.KALEKIMYA.COM

CEO: Birgen Kalegasi

Products: Detergent additives; disinfectant and protection chemicals; emulsifiers; polymers; surfactants; pool chemicals; actives and

antioxidants; paints; oils and esters; conditioners; protectives; perfume; silicones; UV filters; fatty alcohols; adhesives

Services: Storage; transport; production; blending; packaging

Assets: 5 warehouses; 4 trucks; 1 production facility; total 35,000 square metres storage; 1,000 tonnes bulk storage

Trading sales: 10%

158

ULTRA CHEM
2015 SALES: \$56.9M

Mexico City, Mexico

WWW.ULTRACHEM.COM.MX

CEO: Jose Antonio Iniestra Zuniga

Products: Coatings, inks and adhesives; construction chemicals; food ingredients; plastic additives; polyurethanes (PU); personal and household care chemicals; human nutrition ingredients; plastic additives; personal care ingredients; textile chemicals; industrial chemicals

Services: Import/export; packaging and warehousing; logistics; regulatory and risk management; laboratory testing; technical support; product development; production of customised formulas; sample generation; dis-

tillation; chemical reactions/manufacturing
Assets: 7 warehouses in Mexico, Guatemala and Costa Rica; 4 laboratories; 1 manufacturing site; 7 offices in Mexico and Central America; 2 clean rooms; 280 tons of liquid bulk storage; 10 carbon steel tanks

159

JOSS ELASTOMERS
2015 SALES: €52M (\$56.5M)

Alkmaar, Netherlands

WWW.JOSS.NL

CEO: Frits Jeukens

Products: Fuel additives; rubber chemicals; process oils; flame retardants; intermediates; natural rubber and latex; synthetic rubber; SBS (styrene-butadiene-styrene), SEBS (styrene-ethylene-butadiene-styrene)

Services: Local warehousing in Rotterdam, Poland and Italy, including packaging

Assets: third-party warehousing fully approved to handle hazardous goods

Trading sales: 50%

160

BUCKLEY OIL
2015 SALES: \$53.2M

Midlothian, Texas, US

Chemistry of Partnerships

35 Global Partner Companies

Over 3,000 Customers

Wide Geographical Reach



KPL International Limited

KPL International Limited is an ISO 9001 certified company engaged in sourcing, marketing and distribution of chemicals, polymers, paper and allied products. It represents 35 reputed global companies in the Indian market on an exclusive basis.

Our Strengths in Supply Chain Management

- Strong presence in the Indian chemicals industry with over 3,000 customers.
- Wide geographical reach with offices and warehouses in all major cities in India, and in Shanghai (China), Dhaka (Bangladesh) and Dubai (UAE).
- We offer quality supply chain and sourcing services to Indian and overseas customers.
- Our end-to-end supply chain solution includes:
 - Production planning and control
 - Inventory management
 - Sourcing
 - Warehousing
 - Logistics
 - Packaging
 - Audit guidance for supply chain certifications

For marketing and distribution of your products in India or for sourcing products from India, please contact:

KPL International Limited

Statesman House, 10th Floor, 148, Barakhamba Road, New Delhi-110 001, INDIA

Tel. : 91-11-4360 6200

E-mail: info@kplintl.com, kak@kplintl.com

● Fax : 91-11-2335 5824

● Website : <http://www.kplintl.com>

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

WWW.BUCKLEYOIL.COM

President and CEO: R.E. Dodson

Products: Alcohols; aliphatics; aromatics; chlorinated solvents; glycols; glycol ethers; ketones; lubricants; base oils; non-VOC solvents

Services: Blending; packaging; storage

Assets: 4 Plants; 19 trucks; 4 dry van trailers; 1 flatbed trailer; 4 bulk tanker trailers

Trading sales: 35%

161

CHEM POLAND
2015 SALES: \$52.9M

Warsaw, Poland

WWW.CHEMPOLAND.COM

CEO: Cezary Mielczarek

Products: Solvents; monomers; glycols; acrylates; alcohols; anhydrides

Services: Importing; logistics support; inter-modal solutions

162

HUBBARD-HALL
2015 SALES: \$51.7M

Waterbury, Connecticut, US

WWW.HUBBARDHALL.COM

CEO: Molly Kellogg

Products: Chlor-alkali chemicals; organic

solvents; inorganic chemicals; specialty solvents; hydrogen peroxide-based specialties; surface treatment chemicals; corrosion prevention chemicals; paint strippers; specialty formulations; wastewater treatment specialty blends

Services: Manufacturing/formulation of chemical specialties; custom blending; warehousing; analytical and lab services

Assets: 2 manufacturing facilities; 6 warehouses; 8 trucks

163

TARR
2015 SALES: \$49.9M

Portland, Oregon, US

WWW.TARRCHEMICAL.COM

President: Skip Tarr

Products: Solvents; alcohols; ethanol; grain neutral spirits; surfactants; oxygenated solvents; hydrocarbon solvents; glycol ethers; process oils; transformer oil

Services: High-purity filtration; high-purity packaging; blending; bulk and packaged storage

Assets: 4 warehouses; 2 rail -served bulk storage and packaging facilities; 18 bulk and package trucks; Class 100 clean rooms

164

NEWPORT INDUSTRIES
2015 SALES: £33.38M (\$49.2M)

Richmond, Surrey, UK

WWW.NEWPORT-INDUSTRIES.COM

Managing director: Raj Patel

Products: Soda ash; sodium bicarbonate; hydrocarbon resin; calcined bauxite; L-carnitine; resins; mineral animal feed materials

Services: Supply chain management; sourcing

Trading sales: 100%

165

MOGOIL
2015 SALES: €45.0M (\$48.9M)

Berlin, Germany

WWW.MOGOIL.COM

CEO: Andreas Rogge

Products: Base oils; process oils; white oils; softeners; low-viscosity specialties

Services: Storage; blending; customs clearance; shipping

Trading sales: 17%

166

ANDES CHEMICAL
2015 SALES: \$47.6M



136 Oc Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One. Ideal Chemical & Supply

Ideal Chemical & Supply has been a successful supplier for more than 80 years because we work hard to meet your needs, solve your problems and enhance your business. The word 'service' is not a cliché to us; it's a fundamental business principle. Responsiveness, flexibility, dependability and consistency make us the 'Ideal' choice.

IDEAL
Chemical & Supply Company

Memphis, TN
800.232.6776
www.idealchemical.com

 www.omni-chem.com



136 Oc Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One. Hawkins, Inc.

It all adds up to unmatched, one to one service, it's why our clients know they can always rely on us to deliver what we promise. **Hawkins, Inc.** distributes, manufactures and formulates bulk and specialty chemicals for our customers in a wide variety of industries. We began our operations primarily as a distributor of bulk chemicals with a strong customer focus. Industries and areas of focus include water, waste water, energy, food, agriculture and pharmaceutical.

HAWKINS

Hawkins, Inc.
1-800-328-5460
www.hawkinsinc.com

 www.omni-chem.com

Miami, Florida, US

WWW.ANDESCHEM.COM

CEO: Fernando Espinosa

Products: Acrylic resins; alkyd resins; cellulose; solvents; driers; defoamers; dispersants; pigments; talc; calcined clay; additives; zinc oxide; zinc stearate; coalescent agents; surfactants

Services: Storage; consolidation; export

Assets: 2 offices; 2 warehouses

167

IDEAL CHEMICAL & SUPPLY
2015 SALES: \$46.6M

Memphis, Tennessee, US

WWW.IDEALCHEMICAL.COM

President: Sam Block Jr

Products: Acids; alcohols; amines; chelating agents; chlor-alkali; glycol ethers; hydrogen peroxide; inorganics; ketones; polyglycols; solvents; food ingredients; personal care ingredients; textile care ingredients; water treatment chemicals

Services: Blending; contract packaging; customer research; regulatory support; safety training

Assets: Warehouses at 4 locations with combined 170,000 square feet of space; 1.0m gal

of liquid bulk storage; distilled spirits plant; 15 tractors; 23 trailers; 6 tankers

168

INTERALLIS CHEMICALS GROUP
2015 SALES: €42.6M (\$46.3M)

Nicosia, Cyprus

WWW.INTERALLIS.COM

CEO: Nikos Kazantis

Products: Human nutrition products; home and personal care chemicals; industrial chemicals; plastics; animal nutrition products; coating and construction chemicals; lubricants; rubber chemicals; agricultural supplies and chemicals

Services: Formulation; blending; packing and repacking; storage; sampling

Assets: 12 regional sales points; 12 warehouses; 3 tank farms; 3 production and packing plants

Trading sales: 30%

169

PRAKASH CHEMICALS
2015 SALES: \$46.2M

Vadodara, India

WWW.PCIPLINDIA.COM

Managing Director: Manish K Shah

Products: Caustic soda flakes; TDI; caustic soda prills; benzyl alcohol; ethyl acetate; sodium sulphate anhydrous; cinnamic aldehyde; SLES; chlorinated paraffin wax; benzyl chloride; citric acid; liquid glucose; DEP; dextrose monohydrate; hydrochloric acid; white oil

Services: Blending; packaging; storage; labelling; logistics supply chain service exports to DDP; quality check; inspection; country-specific errorless documentation; REACH registration in European countries

Assets: 2 manufacturing plants; 2 warehouses; 3 subsidiaries outside India

170

RAMCHARAN
2015 SALES: \$45M

Chennai, Tamil Nadu, India

WWW.RAMCHARAN.ORG

Chairman and managing director: Divyesh Palicha

Products: Antitackifying agents; activators; dry bonding agents; butyl reclaimers; carbon black; curing chemicals; fillers; metal to rubber bonding; plasticizers; process aids and oils; rubber chemicals; synthetic and reclaimed rubbers; waxes; zinc oxide;




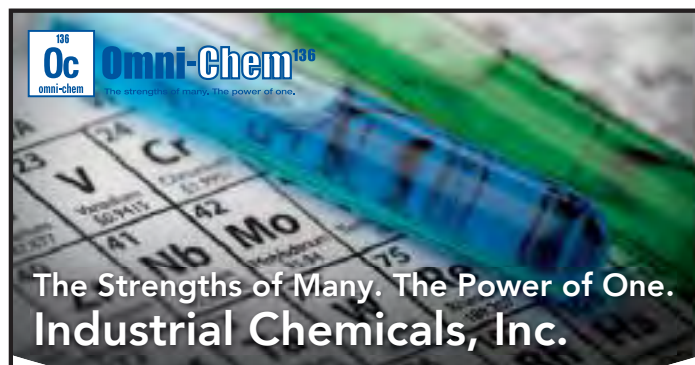
136 Oc Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One. Tilley Chemical Co.

Tilley Chemical Co., Inc. specializes in turnkey solutions for all your chemical, ingredient & lubricant needs. We are in the business of helping companies alleviate any stress surrounding logistics, confusing purchasing decisions, and inefficient operations. We provide a hands on response to all your supply chain challenges.

 **Tilley Chemical Company**
Baltimore, MD
800.638.6968
www.tilleychem.com

 www.omni-chem.com



136 Oc Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One. Industrial Chemicals, Inc.

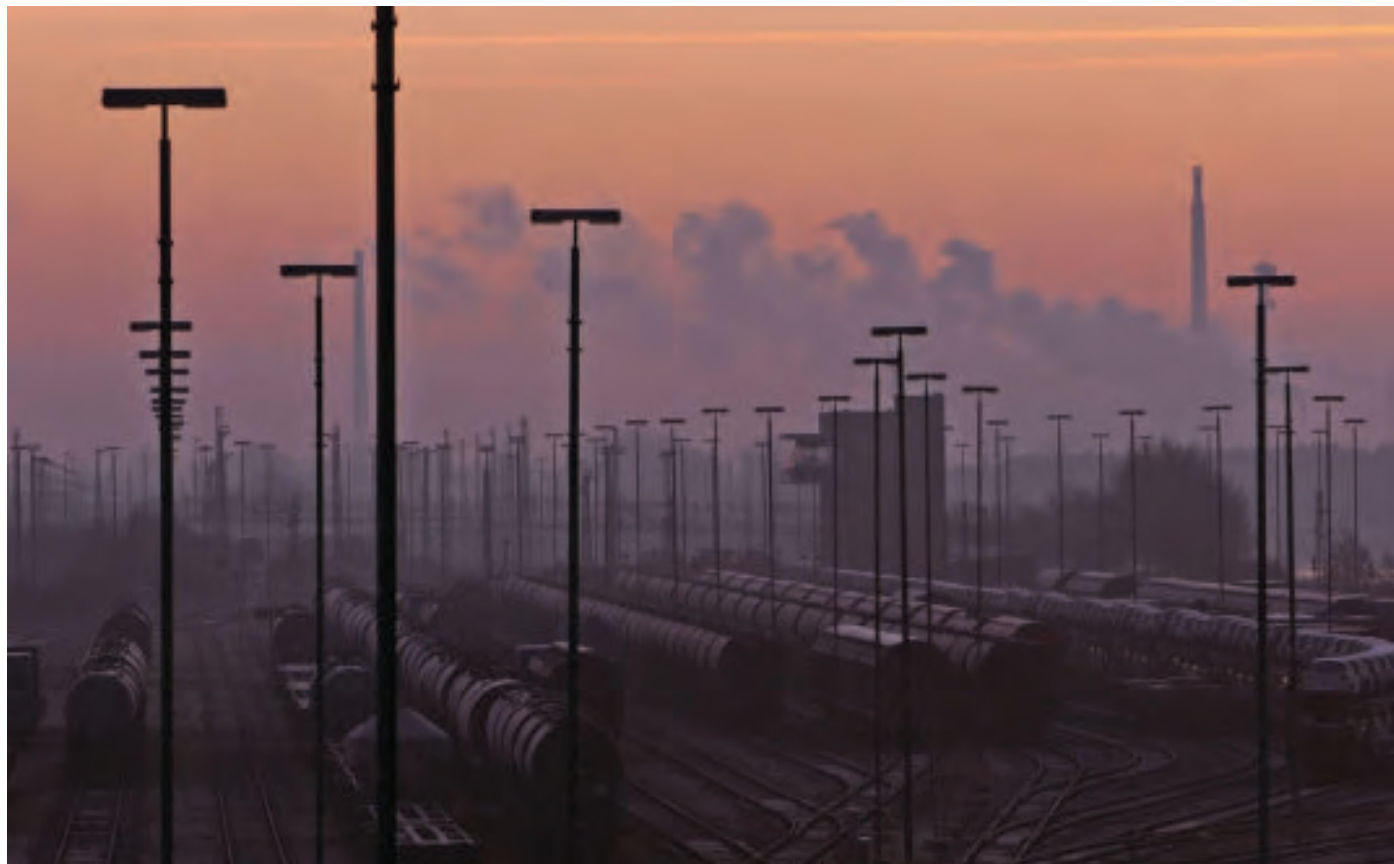
Customers recognize the competitive advantages local distributors offer them. **Industrial Chemicals** has been a valued chemical services partner for many Southeastern US companies. Discover what Industrial Chemicals' customers already know; service sells.

 **Industrial Chemicals, Inc.**
Birmingham, AL
800.476.2042

 www.omni-chem.com

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



Action Press/REX/Shutterstock

(EVOH) ethylene vinyl alcohol; EVA (ethylene vinyl acetate); fumed silica; polyethylene and polypropylene; pigments

Services: Blending; packaging; storage

Assets: 23 warehouses; 68 trucks; technical and testing centre; formulation centre

Trading sales: 10%

171

SHAMROCK SHIPPING & TRADING
2015 SALES: \$45M

Limassol, Cyprus

WWW.SHAMROCKOILS.COM

CEO: Sergey Galin; managing director: Celine Boutier

Products: Base oils – Group I, Group II, Group III; naphthenic oils; additives; finished lubes; glycols; waxes; white oils; recycled oils; RPO (rubber processing oils)

Services: Storage; transshipment; flexitank shipment; trade finance; customised blending; packaging

Assets: Offices in Cyprus, Canada and France

Trading sales: 70%

172

FBC CHEMICAL
2015 SALES: \$44.4M

WWW.FBCCHEM.COM

President: David Hudac

Products: Solvents; alkyd resins; epoxy resins; epoxy hardeners; epoxy diluents; ure-

thane resins; acrylic resins; surfactants; silicones; wood coatings; asphaltic coatings; waterproofing membranes

Services: Technical formulating; in-house laboratory services and testing; blending; packaging; bulk deliveries; LTL (less-than-truckload) deliveries; warehousing

Assets: 2 manufacturing plants; 3 warehouses; bulk tank farm; rail siding; 24 trucks in fleet; in-house labs

173

CHEM ONE
2015 SALES: \$44.2M

Houston, Texas, US

WWW.CHEMONE.COM

President and CEO: Terry Podlogar

Products: Feed additives; fertilizer ingredients; water treatment chemicals; food additives; industrial chemicals

Services: Just-in-time inventory; pallet quantities; truckloads

Assets: Houston, Texas headquarters and warehouse; independent contract facilities in Laredo, Texas and Tampa, Florida

174

MATTESON-RIDOLFI
2015 SALES: \$43.6M

Riverview, Michigan, US

WWW.MATTRID.COM

President: Scot Westerbeeck

Products: Raw materials for CASE (coat-

ings, adhesives, sealants and elastomers); plastic and composite chemicals; lubricant and metal-working additives; pharmaceutical and personal care ingredients; cleaning chemicals; polyurethane chemicals; resins; polymers; color pigments; extender pigments; functional additives

Services: Regional warehousing (5 locations); technical sales support

175

VALUDOR PRODUCTS
2015 SALES: \$43.5M

San Diego, California, US

WWW.VALUDOR.COM

President and CEO: Semyon Melamed

Products: Fertilizers; micronutrients; acids; specialty chemicals

Services: Storage; packaging; blending

176

TRINTERNATIONAL
2015 SALES: \$43.1M

Seattle, Washington, US

WWW.TRICHEMICALS.COM

Founder and CEO: Anthony M Ridnell

Products: Industrial, specialty and fine chemicals for paints, coatings, adhesives, sealants, inks and dyes; polymer additives; composite and construction chemicals; metal-working fluids; textiles chemicals; lubricants; household and industrial cleaning chemicals; water treatment chemicals;

oilfield chemicals; food and beverage ingredients; feed and agricultural chemicals; pharmaceutical ingredients; cosmetics and personal care products

Services: Marketing; logistics; technical services; custom manufacturing; blending; contract packaging

Trading sales: 48%

177 METACHEM
2015 SALES: \$42.3M

Sao Paulo, Brazil

WWW.METACHEM.COM.BR

CEO: Ricardo do Rego Freitas

Products: Paint additives; food ingredients; industrial chemicals; plastic additives; construction additives

Assets: 7 warehouses

Trading sales: 10%

178 CONNECTION CHEMICAL
2015 SALES: \$42.0M

Newtown, Pennsylvania, US

WWW.CONNECTIONCHEMICAL.COM

President: Frank Farish

Products: Caustic soda (liquid and dry);

caustic potash (liquid and dry); industrial and institutional chemicals; compounding chemicals; agricultural products; water treatment chemicals; food and beverage ingredients; feed ingredients; pulp and paper chemicals; oil and gas chemicals; metal finishing and flux chemicals; phosphates; mineral acids

Services: Logistics; importing; inventory management; supply chain solutions; re-packaging; dilutions; blending; outsourcing
Assets: 8 stocking locations nationwide; strategic deep draft storage

179 NATIONAL CHEMICAL CO (NCC)
2015 SALES: \$41.4M

Dublin, Ireland

WWW.NCC.IE

CEO: Alan Looney

Products: Full range of chemicals, food ingredients and performance polymers

Services: Supply chain risk assessment; sourcing; accreditation; regulatory support; logistics and supply services

Assets: ISO 13485 clean-room medical compounding plant via joint venture Innovative Polymer Compounds (IPC)

Trading sales: 70%

180 QUIMITECNICA.COM
2015 SALES: €38.1M (\$41.4M)

Lisbon, Portugal

WWW.QUIMITECNICA.COM

CEO: Jose A Magalhaes

Products: Inorganic chemicals; acids; alkalis and salts; water treatment chemicals; feed additives; food additives; formulated specialties

Services: Blending; packaging; storage; logistics; training; third-party logistics; vendor-managed inventory

Assets: 7 warehouses; 2 blending plants; 12,500 cubic metres tank farm; 1 bulk solids warehouse; 4 trucks

181 CHEMSPEC
2015 SALES: \$41.0M

Uniontown, Ohio, US

WWW.CHEMSPECADDITIVES.COM

President: David E Moreland

Products: Cosmetic ingredients; accelerators; metal oxides, hydroxides, stearates; molecular sieves; stearic acid; antioxidants; blowing agents/activators; dithiocarbamates; functional fillers; specialty elastomers; sulphur, standard/insoluble; silane



136 Oc Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One.
HARKE Group

HARKE GROUP, celebrating last year its 50th anniversary, is a diversified distributor with subsidiaries across Europe including Russia and Turkey, acting in the areas pharma, food, personal care, clean care, coatings, plastics, polymers, industrial chemicals, specialty and high purity chemicals. Besides selling raw materials and semi-finished products HARKE GROUP offers complete systems including machinery and technical equipment and focuses on value added services ranging from technical consulting and support, customer seminars, contract formulation, own formulations, blending and contract packing in typical chemical packaging as well as in specialty plastic films.

HARKE GROUP
Xantener Straße 1
45479 Mülheim a. d. Ruhr
Germany
Contact: +49 208030690
Website: www.harke.com

www.omni-chem.com



136 Oc Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One.
Hubbard-Hall Inc.

Hubbard-Hall Inc. has been providing chemistry and expertise to solve manufacturing's toughest problems since 1849.

- ISO 9001-2008 certified
- 6 generations of family leadership
- 556 custom specialty chemicals for surface treatment

Hubbard-Hall
Waterbury, CT
866.441.5831
info@hubbardhall.com
www.hubbardhall.com

www.omni-chem.com

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

coupling agents; waxes, PE/microcrystalline; plasticizers; process aids/lubricants
Services: Blending; packaging/re-packaging; warehousing; grinding/pelletizing; logistical and regulatory support
Assets: \$8.5m in product inventory; 10 vehicles; 12 commercial warehouses

182 **QUELARIS INTERNACIONAL**
2015 SALES: \$39.7M

Panama City, Panama

WWW.QUELARIS.COM

CEO: Paul Vanhauw

Products: Polyurethanes; rubber; coatings; personal care ingredients; adhesives

Services: Technical sales and services; local warehousing; immediate dispatch; repacking

Assets: 11-country distribution network: Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Panama, Peru, Venezuela

Trading sales: 32%

183 **VIVION**
2015 SALES: \$39M

San Carlos, California, US

WWW.VIVIONINC.COM

President: Michael Poleselli

Products: Acidulants; sweeteners; humectants; preservatives; chelants; hydrocolloids; surfactants; vegetable oils; antifoams; tabletting aids; micronutrients; vitamins; minerals

Services: Formulation/technical assistance; documentation control

Assets: 5 warehouses/offices (85,000 square feet); 2 trucks

184 **CONCHEMCO**
2015 SALES: \$38.1M

Dallas, Texas, US

WWW.CONCHEMCO.COM

CEO: Tommy Mrazek

Products: Aromatics; aliphatics; caustic soda; acids; custom blends; chlorinated solvents; glycol ethers; alcohols; ketones; surfactants; silicones

Services: Blending

Assets: 30+ railcars

Trading sales: 10%

185 **A.+ E. FISCHER-CHEMIE**
2015 SALES: €35M (\$38.0M)

Wiesbaden, Germany

WWW.FISCHER-CHEMIE.DE

General manager: Manuel Fischer-Bothof

Products: Caustic soda; solvents; hydrochloric acid; citric acid; urea; phosphoric acid; matting agents; pyrogenic silicon dioxide; precipitated silica; silicone oil; glycerine; caustic potash; sodium bicarbonate; hydrogen peroxide; activated carbon

Services: Storage; packaging; mixing; exporting

Assets: 2 warehouses for solid and liquid products; 15 trucks

Trading sales: 10%

186 **SLACK CHEMICAL**
2015 SALES: \$37M

Carthage, New York, US

WWW.SLACKCHEM.COM

CEO: Robert R Sturtz

Products: Acids; caustics; water and wastewater treatment chemicals; pool chemicals; salts and ice melts; solvents

Services: Storage; repackaging; custom blending; water and wastewater testing and problem solving; customer chemical training; 24/7 delivery



SOURCING AND SUPPLYING

Quality Products Worldwide Since 1947

Offices in:

New York, Hamburg, Paris, Rotterdam, Singapore, Shanghai, Mumbai

www.aceto.com



Assets: Own fleet of delivery vehicles (150+); 3 New York locations; 400,000 square feet warehouse space; 100+ bulk storage tanks

187

CHEMICAL DISTRIBUTORS INC
2015 SALES: \$36.1M

Buffalo, New York, US

www.cdibuffalo.com

President: Mark T Russell

Products: Acids; alkalis; metals; proprietaries; solvents; food ingredients; brewery and winery chemicals; industrial chemicals; reagents; chemical process equipment

Services: Toll blending; packaging; storage; bulk shipments; laboratory services

Assets: 10 trucks; 20 trailers/tankers; 82,000 square foot warehouse; 20,000+ square feet of additional warehouse space in progress

188

MIDLAND QUIMICA DO BRASIL
2015 SALES: \$35.2M

Cotia, Sao Paulo, Brazil

www.midland-quimica.com.br

Managing director: Eduardo Maso

Products: Cellulose esters; adhesion promoters; specialty solvents; hydroquinone;

epoxy resins; hydrocarbon resins; vinyl resins; catalysts; antioxidants; UV oligomers; photoinitiators; n-butyric acid; isophthalic acid; neopentyl glycol; surfactants; defoamers; pigment dispersants

Services: Storage; repackaging

Assets: Warehouse; truck; offices

Trading sales: 5%

189

COAST SOUTHWEST
2015 SALES: \$35.1M

Placentia, California, US

www.coastsouthwest.com

President: Joseph C Cimo

Products: Surfactants; silicones; personal care ingredients; oleochemicals; preservatives

Services: Liquid blending; liquid bulk storage; drumming; transportation; laboratory testing

Assets: 6 locations; 6 trucks; applications laboratory

190

INDEPENDENT CHEMICAL
2015 SALES: \$34.8M

Glendale, New York, US

www.independentchemical.com

President: Jonathan Spielman

Products: Cosmetics specialties; surfactants; pharmaceutical ingredients; food ingredients; alkalis; acids; oxidizers

Services: Packaging; blending; particle sizing; custom manufacturing

Assets: 1 warehouse; 5 van trailers; one straight truck; 3 tankers

191

TRANSCHEMICAL
2015 SALES: \$34.8M

St Louis, Missouri, US

www.transchemical.com

CEO: Marilyn Stovall-Fitzgerald

products: Alcohols; aliphatics; alkalines/caustic soda; aromatics; esters; ethanol; glycols; ketones; oils; shellac; surfactants

Services: Packaging; white room packaging; custom blending; warehousing; custom formulating; product analysis; repackaging; storage

Assets: 4 warehouses; 2 office buildings; tank farm (1m plus gal storage); 7 tractors; 20 trailers; distilled spirits plant

192

MCKINN INTERNATIONAL
2015 SALES: \$34.7M

Singapore



136 **Oc** **Omni-Chem¹³⁶**
omni-chem The strengths of many. The power of one.

The Strengths of Many. The Power of One.
Hydrite Chemical Co.

Hydrite Chemical Co. is one of North America's largest independent providers of chemicals, services and specialty manufacturing. We are a diversified company with expertise in distribution, food processing, custom manufacturing, sulfur chemicals, foam control, water treatment and organic processing. We have been providing creative solutions to our customers for over 85 years.

 **HYDRITE CHEMICAL CO.** Brookfield, WI
262.792.1450
www.hydrite.com

 www.omni-chem.com



136 **Oc** **Omni-Chem¹³⁶**
omni-chem The strengths of many. The power of one.

The Strengths of Many. The Power of One.
CCC

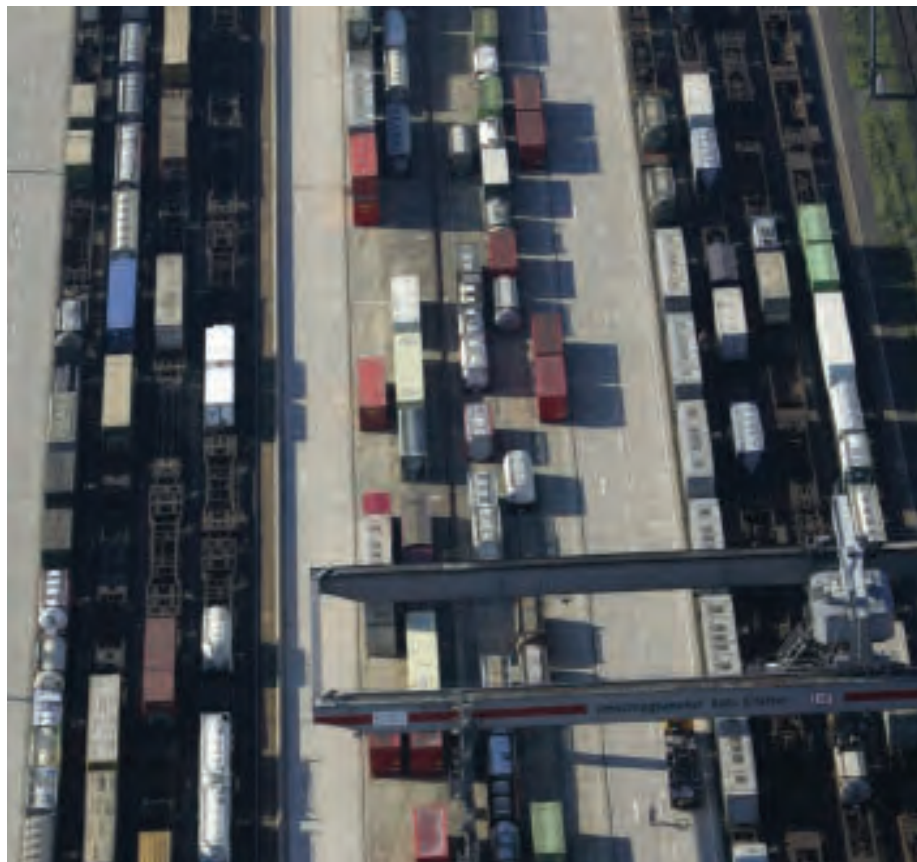
CCC is a proud member of the Omni-Chem distribution network. For over 96 years CCC has provided innovative chemical and ingredient solutions to its customers across Canada. Excellence in Customer Service and in depth market knowledge have helped our customers to succeed. With our tradition of excellence, make CCC your time-honored partner for chemical distribution.

 **CCC** Mississauga, ON
905.454.6900
www.CCC-group.com

 www.omni-chem.com

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



197 **MCKINN**

Managing director: Chau Tak Vui

Products: Flame retardants; acids and anhydrides; agents and catalysts; intermediates; solvents; oleochemicals; plasticizers; metal powder and metallic oxide; food additives; agrochemicals

Services: Sourcing

Assets: third-party warehouse

Trading sales: 10%

193

EQUILEX

2015 SALES: €31M (\$33.7M)

Schiedam, Netherlands

WWW.EQUILEX.COM

Managing director: Cees Verdel

Products: Higher olefins; alkylphenols; alkylbenzenes; ethanolamines; ethylene glycols; solvents (cyclohexane, acetone, MEK, Elevance clean 1200); alpha methyl styrene; acrylonitrile; maleic and phthalic anhydride; dicyclopentadiene; pygas

Services: Storage; packaging; sea, rail and road transportation; custom formulations; REACH regulation

Trading sales: 25%

194

SINPRO

2015 SALES: €30M (\$32.6M)

Lausanne, Switzerland

WWW.SINPROSA.CH

Managing director: Eric Frankel

Products: Raw material for resins, polyester, paint varnishes and pharmaceuticals; raw materials for food and feed

Services: Packaging; storage

Assets: 1 warehouse; 2 trucks

Trading sales: 50%

195

INDUSTRIAL CHEMICALS CORP

2015 SALES: \$32.1M

Arvada, Colorado, US

WWW.INDUSTRIALCHEMICALS.COM

President: Robert L Wilson II

Products: Acetates; alcohols; aliphatic and aromatic solvents; biofuel chemicals; chelating agents; chloralkali products; detergent chemicals; glycols and glycol ethers; heat transfer fluids; hydrogen peroxide; metal treatment and finishing chemicals; oilfield chemicals; organic and inorganic chemicals; surfactants; water treatment chemicals

Services: Contract and custom blending; warehousing; transloading

Assets: 3 warehouses; 12 tractors; 23 trailers; 700,000 gal bulk storage; rail siding to accommodate 16 railcars

196

MIN-CHEM/LAWRASON'S GROUP

2015 SALES: \$32M

Oakville, Ontario, Canada

WWW.MIN-CHEM.COM; WWW.LAWRASONS.COM

CEO: David A Luciani

Products: Composite thermosets (roving, resin and peroxides); composite thermoplastics; rubber additives; adhesives; waxes; flame retardants; pharmaceutical ingredients; mineral and industrial acids; water treatment chemicals; pool and spa chemicals; janitorial and sanitation chemicals; industrial specialty chemicals; winter ice-melting products

Services: Manufacturing; logistics

Assets: 3 warehouses in Ontario, Quebec, British Columbia

Trading sales: 20%

197

ALEXANDER CHEMICAL

2015 SALES: \$32M

Kingsbury, Indiana, US

WWW.ALEXANDERCHEMICAL.COM

General manager: Michael Sams

Products: Carusol 20%; Cairox; phosphates; hydrogen chloride; ammonia; aqua ammonia; chlorine; bleach; sulphur dioxide; sodium bisulfite; caustic soda; HFS (hydrofluorosilicic acid); acids; methyl chloride

Services: Storage; packaging; blending; dilutions; cylinder maintenance

Assets: Bulk storage facility; bulk and van fleet

198

CARBONO QUIMICA

2015 SALES: R\$126.6M (\$32.0M)

Sao Bernardo do Campo, Sao Paulo, Brazil

WWW.CARBONO.COM.BR

President: Vera Maria Miraglia Gabriel

Products: Aromatic solvents; aliphatic solvents; oxygenated solvents; epoxy resins; mineral oils; vegetable oils; epoxy curing agents; glycerine; paint dryers; pigments; coatings additives

Services: Blending; packaging (from IBCs to 450 ml cans); bulk storage; storage of packaged products

Assets: 2,500 square metres of storage; 1,000 tonnes of storage; 10 trucks; 5 office branches with 100% coverage of Brazil

199

VECKRIDGE CHEMICAL

2015 SALES: \$31.0M

Kearny, New Jersey, US

WWW.VECKRIDGE.COM

President: Mark Veca

Products: Solvents; amines; alcohols; alkalis; acids; hydrogen peroxides

Services: Storage; trucking; warehousing; dilutions

Assets: 5 trucks; warehouse; rail siding

200

GB-CHEMIE

2015 SALES: €28.2M (\$30.6M)

Messel, Germany

WWW.GB-CHEMIE.COM

CEO: Horst Ludwig CEO; CFO: Jurgen Martin
Products: Amines; bromides; intermediates; oxo-acids; oxo-alcohols; paraformaldehyde; phenol; phosphates; phosphoric acid; potassium hydroxide; starch derivatives
Services: Packaging; filling; drumming; warehousing; storage
Assets: 8 warehouses for liquid and solid products
Trading sales: 5%

201 VENDICO CHEMICAL
2015 SALES: €27.7M (\$30.1M)

Malmö, Sweden

WWW.VENDICO.SE

CEO: Anders Hakansson

Products: Surfactants; chelating agents; silicates; oleochemicals; preservatives; rheology modifiers; personal care specialties; vegetable oils; detergent and home care specialties
Services: Formulation development; storage solutions

Trading sales: 25%

202 GJ CHEMICAL
2015 SALES: \$30M

Somerset, New Jersey, US

WWW.GJCHEMICAL.COM

CEO: Diana Colonna

Products: Acids and Anhydrides; alcohols; amines; aliphatic solvents; aromatic solvents; chlorinated solvents; cosmetic preservatives; epoxy resins; esters; glycol ethers; glycols; heat transfer fluids; ketone; monomers; plasticizers

Services: Testing; bulk storage; repackaging; liquid bulk handling; custom blending; purifying; stabilising

Assets: 3 locations; 6 trucks; 30 tankers; 10 box trucks; full analytical laboratory

Trading sales: 10%

203 T.Z. GROUP
2015 SALES: \$30M

Mexico City, Mexico

WWW.TZGROUPUSA.COM; WWW.TREZA.COM.MX; WWW.TAUCHEMICALS.COM

President: Fernando J Zavala

Products: Caustic soda; sulphuric acid; acetic acid; phosphoric acid; chloridric acid; bleach; sodium sulphate; soda ash; sodium hydrosulfite; hydrogen peroxide; sodium bicarbonate; citric acid; calcium chloride; sodium chlorite; acrylates; antifoams for fermenta-

tion (Bussetti); organic phosphonates (ATMP, HEDP, PBTC and others)

Services: Blending; storage; packaging; capabilities to handle any hazardous liquid or solid product

Assets: 3 warehouses in Mexico City, Puebla and Queretaro, Mexico; offices in Houston, Texas, US; 20 tank trucks

Trading sales: 16%

204 JOBACHEM
2015 SALES: €27.1M (\$29.4M)

Dassel, Germany

WWW.JOBACHEM.COM

CEO: Dr Jens-U Kahl

Products: UV curing chemicals; UV filters; intermediates; catalysts; flavours and fragrances

Services: Blending; packaging; storage; melting; solutions

Assets: 3 warehouses; 4 trucks; refilling station for hygroscopic compounds

205 SAMECA
2015 SALES: €27M (\$29.3M)

Porto, Portugal

WWW.SAMECAPQ.COM



Now stocking these products:

Mono Propylene Glycol USP Kosher
 Both bulk and drums

Di Propylene Glycol Fragrance Grade
 Both bulk and drums

Sabr Chemicals Group LLC
 15310 Amberly Drive
 Suite 220
 Tampa, Florida 33647
 813 867 6333

 **www.sabrchem.com**



Omni-Chem¹³⁶
The strengths of many. The power of one.

The Strengths of Many. The Power of One.
2M Holdings Limited

About 2M Holdings Ltd:

2M Holdings (www.2m-holdings.com) was founded by Mottie Kessler, the present Chairman and CEO, in 2004. The privately owned portfolio of strong brands includes chemical distribution and related chemical services companies of samples management, storage and blending.

Headquartered in the UK with an international presence in China, Benelux, Ireland, Poland, Scandinavia, Brazil and the UK, we export worldwide.

Our businesses specialise in automotive, precision cleaning, coating, emission reduction, oil-field & refineries, flavours & fragrances and surfactants for: personal-care, household & industrial hygiene cleaning and pharmaceuticals.

2M Holdings produce AdBlue, SamSol Products, Packed Chlorine (cylinders and drums) and TRIKLONE & PERKLONE (Chlorinated Solvents).



2M Holdings Ltd
INTERNATIONAL BRANDED CHEMICAL COMPANIES OF











E: info@2m-holdings.com T: +44 1928 597 000
www.2m-holdings.com

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

CEO: Eduardo Moura e Sa

Products: Caustic soda; paper chemicals; solvents; PU (polyurethane) chemicals; food additives; textile and leather chemicals; coatings resins and additives; plastics and rubber additives; chemical synthesis reactants and additives (alpha olefins, anti-UVs); surfactants and oleochemicals

Services: Storage; blending

Assets: 2 warehouses; 5 trucks; blending equipment

Trading sales: 15%

206

NORTHSPEC CHEMICALS
2015 SALES: \$29.2M

Toronto, Ontario, Canada

WWW.NORTHSPEC.COM

CEOs: John MacLean, Noel Shahnazarian

Products: Coatings chemicals; graphic arts chemicals; construction chemicals; floor care chemicals; composites; adhesives; plastics and rubber additives; resins; pigments

Assets: Warehouse facilities across Canada including inventory management and logistics delivery infrastructure

207

DAR-TECH
2015 SALES: \$28.5M

Maple Heights, Ohio, US

WWW.DAR-TECHINC.COM

President: Brett Walburn

Products: Specialty additives; pigments; resins; mineral fillers; flame retardants; instrumentation; equipment; effect pigments; adhesion promoters; catalysts; accelerators

Services: Warehousing

Assets: 3 warehouse locations

208

R.E. CARROLL
2015 SALES: \$27.8M

Trenton, New Jersey, US

WWW.RECARROLL.COM

President: Robert E Carroll

Products: Calcium carbonate; clays; blowing agents; alumina trihydrate; zinc oxides; plasticizers; foaming agents; barium sulfate; petroleum products (aromatic oils, naphthenic oils); magnesium oxide; stearates; soybean oils; lubricants, ASTM reference oils

Services: Repackaging; storage; capacity to efficiently repack 6,000-12,000 gal/week at several locations for aromatic, naphthenic, paraffinic base and process oils

Assets: Corporate office and warehousing (New Jersey); warehouse locations in California, Ohio, Georgia, Illinois and Texas

209

ALFA CHEMICALS
2015 SALES: £18.6M (\$27.4M)

Binfield, UK

WWW.ALFA-CHEMICALS.CO.UK

Managing director: Mark Walker

Products: Amines; catalysts; cement additives; chain extenders; emulsifiers; fluorosurfactants; lubricants; natural extracts; plant powders; preservatives; PTFE/flouropolymers; rheology modifiers; solvents; surfactants; waxes

Services: Blending; storage; formulation support for personal care

Assets: Factory; warehouse

210

TMC MATERIALS
2015 SALES: \$27.1M

Worcester, Massachusetts, US

WWW.TMCMATERIALS.COM

President: Kevin Mulkern

Products: Epoxies; acrylics; urethanes; UV oligomers; biosolvents; vegetable oils; rheological additives; specialty additives; specialty amines; extender pigments; titanium dioxide; coloured pigments; cellulose; metal driers; alkyds

211

JNS-SMITHCHEM
2015 SALES: \$26.6M

Paterson, New Jersey, US

WWW.JNS-SMITHCHEM.COM

CEO: Darren Jachts

Products: Resins; color pigments; mineral fillers; additives; specialty chemicals; packaging products

Services: Packaging; storage

Assets: 6 trucks; 5 warehouses

Trading sales: 10%

212

ALCOHOLS LIMITED
2015 SALES: £16.5M (\$24.3M)

Bishops Cleeve, Hertfordshire, UK

WWW.ALCOHOLS.CO.UK

Managing director: Adam Wallis

Products: Aromatics; aliphatics; alcohols; acetals; esters; glycols; glycol ethers; ketones; inorganics; automotive products; blends

Services: Bulk and packaged distribution; packaging; blending; toll manufacturing

Assets: Head office; 2 UK storage/packaging/distribution depots; own dedicated tanker fleet

Trading sales: 10%

213

INTERATLAS CHEMICAL
2015 SALES: \$23.6M

St Catharines, Ontario, Canada

WWW.INTERATLASCHEMICAL.COM

CEO: Alex Van Zijl

Products: Solvents; aromatics; plasticizers; resin raw materials

Services: Storage; drayage; OTR transportation

Assets: 100,000 square foot hazmat warehouse in Newark, New Jersey, US; additional warehouses in Florida, Illinois and Texas, US; 15 trucks; 40 trailers/chassis

Trading sales: 10%

214

RESEARCH SOLUTIONS GROUP
2015 SALES: \$23.5M

Pelham, Alabama, US

WWW.RESEARCHSOLUTIONSGROUP.COM

President and CEO: Jeff O Miller

Products: Full line of solvents; amines; surfactants; acids; caustic soda; solvent blends; alkaline cleaners; metalworking lubricants; drawing compounds; rust preventatives; consumer packaged goods

Services: Custom blending; custom packaging; warehousing; laboratory services; waste disposal services (hazardous and non-hazardous); truck to rail transloading services; environmental and regulatory consulting and engineering

Assets: 4 warehouse/bulk terminals (2m gal storage); 2 warehouses (110,000 square feet); 10 tractors; 6 Bobtail tankers; 16 tank trailers

215

LINKERS CHEMICALS & POLYMERS
2015 SALES: \$23M

Dubai, United Arab Emirates

WWW.LCP.AE

Managing director: Malik Pervez Zaman

Products: Synthetic rubber; PVC (polyvinyl chloride); plasticizers; latex; monomers; construction chemicals; animal nutrition products; coatings chemicals

Services: Market expansion; technical support

Trading sales: 100%

216

MONARCH CHEMICALS
2015 SALES: £15.6M (\$23.0M)

Sittingbourne, UK

WWW.MONARCHCHEMICALS.CO.UK

Chairman: Phillip Copeland

Products: Glycerine; glycols; citric acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; propionic acid; agricultural silage and performance additives; fertilizers and feed products

Services: Warehousing; liquid and powder blending; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing

Assets: 2 UK distribution locations with bulk and packed storage; warehouses; bulk blending facility; offices; 4 purpose built trucks

Trading sales: 10%

217

TAN INTERNATIONAL
2015 SALES: €20M (\$21.7M)



Perth, UK

WWW.TANINTERNATIONAL.COM

Managing director: Chris Irvine

Products: General chemicals; oilfield chemicals; food chemical products; solvents; agricultural products including fertilizers; industrial chemicals; water treatment chemicals; fine chemicals and pharmaceutical products

Services: Custom and third-party blending/mixing; storage; handling; packaging sales; turnkey management of chemical supply projects

Assets: Owned and operated 10-acre site with approximately 10,000 tonnes liquid storage along with 5,000 tonnes dry/packed storage; owned and operated specialist vehicles including hydrochloric acid/methanol and general-purpose liquid tankers; blending plants capable of 1 tonne, 5 tonne, 15 tonne, 50 tonne and 100 tonne blends; fertilizer blending plant with approximately 45,000 tonnes PA capacity; two additional third-party-owned but Tan-operated satellite sites

218 COMINDEX
2015 SALES: €19.6M (\$21.3M)

Montornes del Valles, Spain

WWW.COMINDEX.ES

CEO: Ana-Cristina Arp

Products: Defoamers and air release additives, levelling additives, wetting and dispersing additives; epoxy resins and reactive diluents; alkyd emulsions; biosolvents; corrosion inhibitors; adhesion promoters; wax additives; compatibilizers for thermoplastics; coupling agents; moisture scavengers; rheology modifiers; UV absorbers and HALS (hindered amine light stabilizers); aluminium pigments; effect and pearl pigments; polyurethane, acrylic, styrene-acrylic, hybrid and UV-curable dispersions and polyols; linseed and castor oils and derivatives

Services: Technical assessment; storage; agency sales; training; testing

Assets: 1,300 square metre warehouse; 850 square metre offices

Trading sales: 30%

219 SIERRA CHEMICAL
2015 SALES: \$21.0M

Sparks, Nevada, US

WWW.SIERRACHEMICAL.COM

General manager: Michael Sams

Products: Carusol 20%; Cairox Potassium Permanganate; phosphates; ammonia; aqua ammonia; chlorine; bleach; sulfur dioxide; sodium bisulfite; caustic soda; aluminum sulfate; soda ash; (HFS) hydrofluorosilicic acid; sulfuric acid; HCl (hydrochloric) acid; other acids; solvents

Services: Storage; blending; packaging; transloading; dilutions

Assets: Bulk storage; bulk and van fleet

220

LUMAR QUIMICA
2015 SALES: €18.5M (\$20.1M)

Barcelona, Spain

WWW.LUMARQUIMICA.COM

President: Luis Ribera Locutura; CEO: Bruno Saillant

Products: Antioxidants; corrosion inhibitors; metal deactivator additives; antiwear/EP (extreme pressure) additives; tackifier additives; pour point depressant; viscosity index improvers; specialty amines; thickeners; surfactants; polyalkylene glycols (PAG); esters; polyalphaolefins (PAO); aluminium foil; water base laminating adhesives

Services: Packaging; storage; sampling; technical support; analysis services; REACH Only Representative

Assets: Offices in Barcelona, Spain; Paris, France; Milan, Italy

221

SEACOLE
2015 SALES: \$20M

Plymouth, Minnesota, US

WWW.SEACOLE.COM

CEO: Gregg Elliott

Products: Electronic processing chemicals; metal finishing chemicals; plating on plastic; industrial cleaners; acids; solvents; caustic soda; reagents; odor control chemicals; waste treatment chemicals

Services: Formulation consulting; liquid and powder blending and packaging

Assets: Corporate headquarters; manufacturing and warehousing in Plymouth, Minnesota, and warehousing in Joliet, Illinois; private trucks

Trading sales: Around 50%

222

GULF COAST CHEMICAL
2015 SALES: \$19.6M

Abbeville, Louisiana, US

WWW.GULFCOASTCHEMICAL.COM

Managing member: Jim Fusilier

Products: Glycols; methanol; antifreeze; ethanolamines; stationary engine coolants; gas engine oils; production chemicals; heat transfer fluids; solvents; specialty drilling and completion products; lubricants

Services: Blending; packaging; laboratory services; designing, implementing and monitoring chemical treatment programs; operator training

Assets: 7 warehouses; 111,000 square feet of warehouse storage; 460,000 gal bulk storage; 21 delivery and 8 service trucks

223

WHITCHEM
2015 SALES: £13.1M (\$19.3M)

Staffordshire, UK

WWW.WHITCHEM.CO.UK

Managing directors: Charles Hawley (operations), Paul Nicholson (sales)

Products: Resins/polymers; pigments; extenders; functional fillers and additives for use in adhesives, coatings, construction products, inks, plastics and rubber; minerals and chemicals for use in filtration for liquid/solid separation

Services: Storage; serving customers in the UK and Ireland; external sales team for technical support and formulation advice

Assets: Sales office and warehouse in the UK

224

RADCHEM PRODUCTS
2015 SALES: \$19.2M

Orland Park, Illinois, US

WWW.RADCHEMINC.COM

President: William M Radostits

Products: Acetates; alcohols; aliphatic hydrocarbons; glycol ethers; process oils; reuse solvents; resins; ketones; K-1 kerosene

Services: Blending

Assets: Railcar; tanker; drums; totes

225

LA CHEMICALS
2015 SALES: \$19M

Broadview, Illinois, US

WWW.LACHEMONLINE.COM

President: Dave Ryniec

Products: Organic solvents; inorganic liquid and dry chemicals; acids; sodium hypochlorite; acetone; amines; surfactants; paints and coatings chemicals; industrial chemicals

Services: Custom formulating and blending; storage and transport (bulk, totes, drums and pails)

Assets: 2 warehouses

226

SCHIBLEY SOLVENTS & CHEMICALS
2015 SALES: \$18M

Elyria, Ohio, US

WWW.SCHIBLEY.COM

President: Reed Schibley

Products: Organic peroxide initiators; resins; gelcoats; fiberglass reinforcements; equipment; release agents; chelates; fatty acids; solvents; stearates; additives; specialty chemicals

Services: Just-in-time deliveries; packaging; technical services and training

Assets: 4 warehouses; company owned trucking fleet

227

KLAUS F. MEYER
2015 SALES: €14.7M (\$16.0M)

Fussgoenheim, Germany

WWW.KLAUSFMAYER.DE

Managing directors: Martina Magnie, Frank Meyer

Products: Hydroxylamine sulfate; hydroxylamine hydrochloride; triflic acid; MEKO (methyl ethyl ketoxime); nitromethane; isocyanuric acid; BHT (butylated hydroxytoluene), p-toluenesulfonic acid; n-isopropylhydroxylamine; TMEDA (tetramethylethylenediamine); agrochemicals; pharmaceutical ingredients; specialty chemicals; dimer acid; anthranilic acid

Services: Door-to-door service; refilling of triflic acid; dangerous goods handling; iso tank storage and transport; stockholding

Assets: 4 warehouses in Europe; rented laboratory; office in Shanghai, China

228

PACHEM DISTRIBUTION
2015 SALES: C\$22M (\$15.8M)

Laval, Canada

WWW.PACHEMDISTRIBUTION.COM

President and CEO: Paul Caghassi

Products: Surfactants; emulsifiers; pharmaceutical actives; plant extracts; fatty alcohols; glycerine; oleochemicals; detergents

Services: Warehousing; formulation; blending

Assets: 2 warehouses; 3 trucks

229

BIACHEM
2015 SALES: \$15.5M

London, UK

WWW.BIACHEM.COM

Managing director: Bob Beaumont

Products: Caustic soda; chlorine; sodium sulphate; salt; ethylenediaminetetraacetic acid (EDTA); nitrilotriacetic acid (NTA); surfactants; sodium percarbonate; magnesium chloride; potassium chloride; sodium hydroxide

Services: Repacking; blending; dilution

230

UNIQUE CHEMICAL TECHNOLOGIES
2015 SALES: \$14.1M

San Juan, Puerto Rico

WWW.UNICHEMTECH.COM

President: Carlos M Acevedo

Products: Polyethylene (PE) resins; acetic acid; acrylic polymers; excipients (microcrystalline cellulose, Crosscarmellose sodium); fluorinated chemicals; glycols; solvents (ethanol, ACN, IPA); waxes

Services: Storage

Assets: Leased warehouse facilities

231

BRUGUES
2015 SALES: €11M (\$11.9M)

Barcelona, Spain

WWW.BRUGUES.COM

CEO: Raimon Bruges

Products: Solvents; acetone; butyl glycol; caustic soda; cyclohexane; ethyl acetate; formic acid; glycerine; isopropyl alcohol; methoxypropanol; methyl ethyl ketone; propylene glycol; sodium hypochlorite; toluene; xylene

Services: Packaging for liquids and solids; blending (mixtures, solutions and dilutions); customised products; storage

Assets: Over 10,000 square metres of own warehouses in strategic areas of the Iberian Peninsula and the Balearic Islands, with storage capacity for inflammable chemicals, corrosive, bulk and packaged products

232 STORT CHEMICALS 2015 SALES: £7.4M (\$10.9M)

Bishop's Stortford, Hertfordshire, UK
WWW.STORTCHEMICALS.CO.UK

Managing director: Richard Gilkes

Products: Colourants for tinting systems; resins for coatings and plastics; additives for coatings and plastics; fluorosurfactants; specialty raw materials for flavours and fragrances

233 EAGLE ALCOHOL 2015 SALES: \$10.5M

St Louis, Missouri, US

President: Daniel J Croghan

Products: Ethyl alcohol (pure 190 and 200 proof); ethyl alcohol, denatured; isopropyl alcohol; glycols; glycol ethers; process oils; methanol; aromatics; aliphatics

Services: Blending; packaging; storage

Assets: 40,000 square foot heated warehouse; rail siding; 1 railcar; 1 tractor; 8 tankers; 1 box trailer; bulk storage tanks

234 CLARIQUIMICA 2015 SALES: \$10.01M

Sao Paulo, Brazil

WWW.CLARIQUIMICA.COM

CEO: Valne Lucas Vieira

Products: Pigments and additives; paper and textile chemicals; dyes for paper and textiles; carbon black; caustic soda; iron oxide and pigment dispersions

Services: Blending and packing

Assets: Warehouse; 2 trucks

Trading sales: 81%

235 AUDICHE TRADING 2015 SALES: \$9.2M

Alexandria, Egypt

WWW.AUDICHE.COM

Chairman: Alain Audiche

Products: Titanium dioxide; methyl ethyl celoxime; polyvinyl alcohol; antimony trioxide; thermoplastic acrylic resin

Services: Agency sales; stocking

Assets: 1 office; 3 warehouses

Trading sales: 81.5%

236 SAIPER CHEMICALS 2015 SALES: INR576M (\$8.7M)

Mumbai, India

WWW.SAIPER.COM

Managing director: IBV Raghavan

Products: C4 derivatives (BDO, NMP, THF, MPDiol glycol); propylene glycols; glycol ethers (E-Series & P-Series); surfactants for coatings and ink applications; DN 12 (ester alcohol for paints); DN 300 (coalescent for paints); DN TXIB (PVC additive); specialty coalescing agents; specialty wax adsorbents

Services: Custom blending and repacking; drumming; market research; technical support; trend analysis; warehouse and direct distribution; legal compliance; registered with the FSSAI (for supply of chemicals to the food and beverage industries in India) and the FDA (for supply of chemicals to the pharmaceutical industry)

Assets: 2 offices; 2 warehouses (one owned); blending/formulation unit

Trading sales: 2-3%

237 CHEMCEED 2015 SALES: \$8.64M

Chippewa Falls, Wisconsin, US

WWW.CHEMCEED.COM

President: Marimel Enderes

Products: Plasticizers; corrosion inhibitors; additives; solvents; fatty acids; alcohols; specialty chemicals; industrial chemicals; food additives

Services: Blending; packaging; labelling; storage; consignment; just-in-time delivery

Assets: 4 warehouses

Trading sales: 10%

238 CUSTOM CHEMICAL SERVICES 2015 SALES: \$8M

Hitchcock, Texas, US

WWW.CCHEMICALS.COM

President: Margaret Roff

Products: Solvents; inorganics; organics; blending; storage; packaging; toll packaging; small container packaging

Assets: warehouses

239 ADDITIVA COMERCIO DE PRODUTOS QUIMICOS 2015 SALES: \$7.5M

Porto Alegre, Rio Grande do Sul, Brazil

WWW.ADDITIVA.COM.BR

CEO: Marcos Antonio Bresolin

Products: Specialty chemicals; additives and dispersants for coatings; industrial and graphic paints; silicones; electronic chemicals; pigments; food ingredients; glycol ethers; amines; acrylic monomers; plasticizers; pulp and paper chemicals; surfactants; water treatment chemicals; metal treatment chemicals; chelating agents; photoinitiators; acrylic resins and dispersions

Services: Packaging; storage; just-in-time delivery; technical support

Assets: 2 branches in Itajai, Santa Catarina, and Maua, Sao Paulo

240 A.S. PATERSON 2015 SALES: \$6M

Toronto, Ontario, Canada

WWW.ASPATERSON.COM

CEO: Rod Paterson

Products: Micronized waxes; pigments; pigment dispersions; dyes; polymer emulsions (acrylic, PVA); wax emulsions; defoamers; other additives for paints, inks, adhesives, plastics, cosmetics, food and specialty chemicals

Services: Third-party logistics

241 SMA COLLABORATIVES 2015 SALES: \$3.5M

Cincinnati, Ohio, US

WWW.SMACOLLABORATIVES.COM

CEO: Saad Ashoor

Products: Plant stem cells; natural penthelene glycol; fermented skincare actives; hydrated silica for oral care; colour pigments; polymers and thickeners; oxygenated natural oils; natural preservatives; inorganic sunscreen filters

Services: Formulation support; manufacturing of extracts and custom blends; repackaging of natural oils; storage; bulk sales in totes, drums and pails

Assets: Laboratories and warehouses in Cincinnati, Ohio; Savannah, Georgia; Los Angeles, California; 3 trucks in Bogota, Colombia

242 DAKRAM MATERIALS 2015 SALES: £1.91M (\$2.81M)

Biggleswade, Bedfordshire, UK

WWW.DAKRAM.COM

Managing director: Kate Mingay

Products: Metal-based chemicals for agriculture, animal feed, catalysts, ceramics, glass, electronics; titanates; manganese sulphate; EDTAs; sodium molybdate; potassium bicarbonate

CURRENCY CONVERSION RATES, 31 DECEMBER 2015

Euro = \$1.211

UK pound = \$1.558

Canadian \$ = \$0.862

Swiss Franc = \$1.007

South African Rand = \$0.086

Indian Rupee = \$0.01582

Australian \$ = \$0.818

Brazilian Real = \$0.376

Polish Zloty = \$0.282

EDITORIAL, ADVERTISING, PRODUCTION & READER CONTACTS

EDITORIAL +1 212 791 4224

230 Park Avenue, New York, NY 10169, USA
Email joseph.chang@icis.com
Web www.icis.com/chemicalbusiness

AMERICAS

Global Editor Joseph Chang
 +1 212 791 4224
joseph.chang@icis.com

EUROPE AND MIDDLE EAST

Deputy Editor/Bureau Chief Will Beacham
 +34 932 405 119
will.beacham@icis.com

CUSTOM PUBLISHING

Global Editor John Baker
 +44 20 8652 3153
john.baker@icis.com

Custom Publishing Editor Andy Brice
 +44 20 8652 8140
andy.brice@icis.com

EDITORIAL PRODUCTION

Head of Global Production Alexis Rendell
 +44 20 8652 8127
alexis.rendell@icis.com

Global Chief Copy-Editor Sharon Kaur
 +65 6780 4845
sharon.kaur@rbi.co.uk

Chief Copy-Editor, Europe Dan Bloch
 +44 20 8652 8146
dan.bloch@icis.com

Chief Copy-Editor, Americas Monica Lugo
 +1 713 525 2656
monica.lugo@icis.com

Copy-Editor Elizabeth Burgess

Global Production Editor Louise Murrell
 +44 20 8652 8139
louise.murrell@rbi.co.uk

Production Editor
 Kristin Foster

Deputy Digital Producer
 Damion Diplock

Senior Designers Lauren Mills, Christine Zhang

Designers Lin Ning, Lucy Xiao, Scarlett Huang, Shirely Xiao, Sonja Ye

Chinese translators Jane Jiang, Mable Li, Ada Chen, Ting Huang

DISPLAY ADVERTISEMENT SALES

Web www.icis.com/advertise

Global Sales Manager John Hill
 +44 20 8652 3893 john.hill@icis.com

AMERICAS

Sales Manager Bernard Petersen
 +1 646 961 0708
bernard.petersen@icis.com

Sales Executive Karen Yaniro
 +1 212 791 4251
karen.yaniro@icis.com

EUROPE, MIDDLE EAST, ASIA

Sales Executive Tom Iredale
 +44 20 8652 3812
tom.iredale@icis.com

JAPAN

Sales Representative
 Tomoyuki Kaneko
 The Chemical Daily +81 3 3663 7933
t_kaneko@chemicaldaily.co.jp

ADVERTISEMENT PRODUCTION

Production Manager Brian Chapman
 +44 20 8652 8501
brian.chapman@rbi.co.uk

MARKETING

Marketing Director Bridget Kendrick
 +44 20 8652 8358
bridget.kendrick@icis.com

PUBLISHING MANAGEMENT

Managing Director, ICIS Rob Kolkman
Product Director Katie Tucker
Global Editorial Director Stephen Burns

READER SERVICES

ICIS customer support
 +44 20 8652 3335
 Toll free 888 525 3255 (US and Canada only)
csc@icis.com

Subscriptions
 ICIS Chemical Business,
 International Subscriptions Office, PO Box 302,
 Haywards Heath, West Sussex, RH16 3DH, UK

Subscription enquiries
 UK: 0330 333 9566
 Rest of world: +44 1444 475601
 US/C (Toll free): 866 365 2841
 Fax: +44 1444 445301
icis.subs@quadrantsubs.com

SUBSCRIPTION RATES

	USA/CANADA/ MEXICO	REST OF WORLD
1 year	\$299	\$776/€580/£497
2 years*	\$478	\$1,242/€928/£795
3 years**	\$627	\$1,630/€1,218/£1,043

*Save 20% ** Save 30%
 Only paid subscriptions available.
 Cheques payable to ICIS Chemical Business
 Corporate Digital Subscription rates available.
 Subscribe to the Digital Package (digital & tablet - iPad only) and receive volume discounts for 2+ subscriptions - equip your entire team with trusted content from ICIS Chemical Business. To find out more email icbcorpssubs@icis.com.
 Complete Package: print, digital & tablet (iPad only)
 Digital Package: digital & tablet (iPad only)

©2016 and Database Rights by Reed Business Information. All rights reserved. No part of this publication may be reprinted, or reproduced or utilized in any form or by electronic, mechanical or other means, now known or hereafter invented, including photocopying and record or in any information storage and retrieval system without prior permission in writing from the publisher.

ICIS Chemical Business incorporating Asian Chemical News, Asia-Pacific Chemicals, Chemical Market Reporter, European Chemical News and Performance Chemicals Europe. Vol 290, No 3, 25-31 July 2016. Published weekly except for combined issues during the last week of February/first week of March, the second and third weeks of July, the first and second weeks of August, the last week of August/first week of September, the last week of November/first week of December and the last two weeks of December/first week of January 2017 by Reed Business Information, Quadrant House, The Quadrant, Sutton, Surrey SM2 5AS, UK. The following 15 issues will be digital-only: 18 January, 8 February, 14 March, 4 April, 25 April, 9 May, 30 May, 20 June, 11 July, 1 August, 22 August, 12 September, 10 October, 7 November and 5 December.

Printed by William Gibbons & Sons Ltd, Willenhall, West Midlands, UK.

ISSN 1937-5786

All currency exchange rates published in ICIS Chemical Business are provided as a guide only.

Part of **rbi** reed business information



EVENTS

www.icis.com
WHAT'S ON

Learn the dynamics of the petrochemicals sector with our Training Course Series

Given the recent volatility in the global petrochemicals sector, it is critical to be armed with relevant industry knowledge to be able to navigate the current complex environment. ICIS offers a range of comprehensive petrochemicals training courses which provide an in-depth overview of the petrochemical markets exploring pricing, trade dynamics, profitability and forecasting and cost structures. To enquire about our petrochemicals training courses: tel: +65 6780 4353 or visit www.icis.com/training/petrochemicals-training-courses

Online at **ICIS** icis.com/subscribe

ICIS CHEMICAL BUSINESS DRAWS UPON THE EXPERTISE OF MORE THAN 250 EDITORIAL STAFF WORLDWIDE COVERING MORE THAN 120 COMMODITY MARKETS

FELITA WIDJAJA PROFILE LAST PUBLISHED 30 JANUARY 2015

LLDPE

USES

Linear low density polyethylene (LLDPE) is a thermoplastic used mainly in the film sector. More than 80% of global LLDPE is used as film for food and non-food packaging, shrink/stretch film as well as non-packaging uses. It is also used in injection moulding products and wire and cable.

SUPPLY/DEMAND

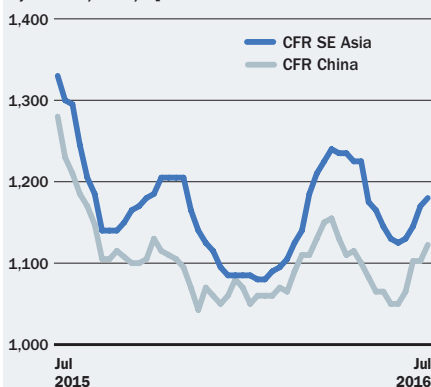
China's demand for LLDPE grades is expected to grow by around 5.3% in 2016, according to ICIS data. Average annual demand growth for PE resins, including LLDPE, in Asia is 4-7%, with Indonesia and Vietnam expected to have the fastest growth, according to industry sources. China's LLDPE capacity in 2016 is capped at 7.01m tonnes with average operating rates of 91.6% against expected demand for LLDPE at 8.75m tonnes, according to ICIS data.

Imports fell 5% month on month to 197,834 tonnes while export volume went up by 22% to 7,045 tonnes in May, according to China Customs figures.

There are relatively few LLDPE capacity additions in 2016 and in early 2017. Integrated coal-based LLDPE expansion projects in China include Inner Mongolia China Coal Mengda New Energy & Chemical Industry's 300,000 tonne/year LLDPE/high density PE (HDPE) swing unit, which started up in April, and Zhongtian Hechuang's 370,000 tonne/year LLDPE/HDPE swing plant to start in late Q3 2016.

ASIA LLDPE

\$/tonne, film, spot



LLDPE supply from southeast Asia's producers declined with several unplanned shutdowns and production hiccups in H1 2016, particularly for Thai origin, tightening regional supply further.

Combined capacity for LLDPE/HDPE of 1.2m tonnes is expected to come on stream from 2016-2018, according to the National Petrochemical Company of Iran, with more supply likely to reach Asia, after the lifting of most sanctions in Iran.

In addition, about 3.46m tonnes additional PE capacity, including LLDPE, from US shale gas projects, is expected to make inroads in Asia while the Middle East will remain a dominant supplier by 2020, according to ICIS supply and demand data.

PRICES

Asia's import LLDPE prices were volatile in H2 2015 through H1 2016. Unfavourable macroeconomic conditions dampened market sentiment and lowered demand for imported cargoes.

Volatile Chinese LLDPE futures and southeast Asian currencies created uncertainty which helped lower prices from the end of 2015 to early February 2016.

LLDPE prices recovered in late February 2016 on tighter supply amid scheduled and unscheduled plant shutdowns in the region but softened in mid-April amid resistance from buyers as weak end-product demand persisted. Thus, converters could not pass on the increases to end users.

Asia integrated PE margins held up well in Q1 2016 even as the rising oil price pushed naphtha and ethylene costs higher.

However, these margins were mixed towards the end of June as rising feedstock naphtha costs were mostly offset by an increase in PE prices.

TECHNOLOGY

LLDPE is produced by adding alpha-olefins (butene, hexene or octene) during ethylene polymerisation to produce a resin with a similar density to low density polyethylene (LDPE), but with the linearity of high density polyethylene (HDPE).

Solution, slurry or gas-phase processes are used and many processes can swing between LLDPE and HDPE production.

ASIA LLDPE CAPACITY '000 TONNES/YEAR

Company	Location	Capacity
ExxonMobil	Jurong Island, Singapore	600
Fushun Petrochemical	Liaoning, China	450
Sinopec Zhenhai Refining	Zhejiang, China	450
Fujian Refining & Petrochemical	Fujian, China	450
Dushanzi Petrochemical	Xinjiang, China	420
PTT Global Chemical	Map Ta Phut, Thailand	400
Daqing Petrochemical	Daqing, China	360
PT Lotte Titan Nusantara	Cilegon, Indonesia	325
Sinopec SABIC	Tianjin, China	300
Shanghai Secco	Shanghai, China	300
Sinopec-SK (Wuhan) Petrochemical	Hubei, China	300
Sichuan Petrochemical	Sichuan, China	300

NOTE: Top 12 plants by capacity

OUTLOOK

China will continue to dominate, with healthy PE demand despite the continued slowdown in economic growth. Demand drivers include food packaging material amid food-safety concerns and growth in overall retail sales. Southeast Asian markets are set to be buoyed by the shift of lower-value manufacturing of plastic end products from China to lower wage countries, such as Vietnam.

However, some market participants are cautious because of volatile crude oil and local currencies, which discourage traders and converters from stocking up inventory and instead purchase on as-needed basis.

Trade activity is expected to pick up in Q3. Manufacturers in China are expected to ramp up ahead of the shutdowns for the G20 Summit in early September, while demand is expected to increase after the Ramadan and Eid-ul Fitr period. ■



For more information on LLDPE and hundreds of other chemicals, visit our extensive database at icis.com

LINDA NAYLOR PROFILE LAST PUBLISHED 13 JUNE 2014

LDPE

USES

Low density polyethylene (LDPE) is used principally in film and sheet applications, followed by extrusion coating and injection moulding applications. It is used mainly as a packaging film either on its own or blended with linear low density PE (LLDPE) to improve mechanical properties.

Blown film has good processability and can be used in food, medical and pharmaceutical packaging in high-purity grades, as well as in agricultural films. LDPE is also used in sheathing for wires and cables, extrusion coating of paper and boards for packaging liquid and in moisture barrier applications.

SUPPLY/DEMAND

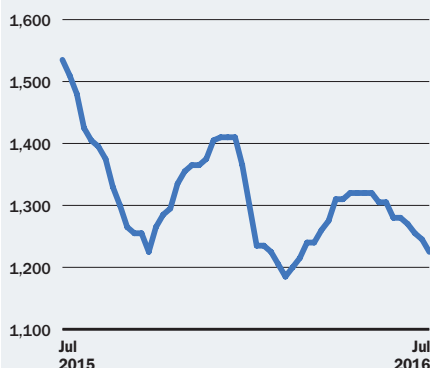
LDPE is increasingly being replaced by LLDPE. New LDPE investments globally are overshadowed by those in LLDPE.

While the economics have changed dramatically in Europe's favour, with the crash in oil prices and exchange rate movements, there are no major investments planned in Europe. A swath of new capacity coming on stream in North America is expected to arrive in Europe in 2017 – mainly LLDPE and high density PE (HDPE).

Several older LDPE units in Europe closed in the early 2000s, but the rate of shutdowns has slowed. In 2016, a new 220,000 tonne/year LDPE plant started up in Bratislava, Slovakia, from Slovnaft, representing a net 40,000 tonne/year increase for the producer,

EUROPE LDPE

€/tonne, GP film, spot FD NWE



as older production was closed.

A new 350,000 tonne/year LDPE plant is due in Saudi Arabia from Sadara imminently. Most sources do not expect much low density polyethylene to be offered into Europe before 2017, but commercial output at the larger 750,000 tonne/year swing LLDPE/HDPE plant has begun.

LDPE supply in 2015 was tight on ethylene shortages and mechanical issues. But supply and demand in 2016 has been balanced.

PRICES

LDPE prices are €1,200-1,250/tonne FD NWE on a net basis. This marks a drop of €300/tonne versus July 2015. The spread between the ethylene contract and LDPE prices is very high, in spite of recent price erosion. Margins are very strong – double versus October 2014.

2015 was exceptional for LDPE, and PE in general, and tightness in the sector meant that spot prices soared above contracts, and converters' lines were closed for lack of supply. 2016 is in better balance.

While prices are under pressure, sources expect them to recover as Asia prices rise and Europe levels drop.

TECHNOLOGY

Two processes are available – stirred autoclave or tubular. Both can produce LDPE as well as copolymer with polar con-monomers like ethylene vinyl acetate (EVA). The two polymerisation techniques differ in terms of maximum capacity per line, operating conditions, yields and properties.

Autoclave was the first LDPE process, but it is more expensive in terms of power consumption and maintenance costs. The share of autoclave LDPE in the world is declining, and the capacity of a line is low, typically 50,000-60,000 tonnes/year.

The economic viability of these plants is linked to their capability to produce premium polymer grades, with consistent quality, good clarity and toughness, appreciated for heavy-duty film. Grades from these plants are also suitable for extrusion coating.

Less efficient capacity has been closed, being replaced by plants of 300,000 tonnes/year and more. Tubular processes offer better economic return and technical advantages

EUROPE LDPE CAPACITY '000 TONNES/YEAR

Company	Location	Capacity
SABIC	Geleen, Netherlands	590
ExxonMobil	Meerhout, Belgium	500
LyondellBasell	Wesseling, Germany	430
SABIC	Wilton, UK	400
INEOS	Cologne, Germany	360
Borealis	Stenungsund, Sweden	350
LyondellBasell	Aubette, France	320
ExxonMobil	Antwerp, Belgium	300
Dow	Terneuzen, Netherlands	265
Total	Carling, France	230
Slovnaft	Bratislava, Slovakia	220
Versalis	Dunkirk, France	200
Versalis	Ragusa, Italy	150
Dow	Shkopau, Germany	160
INEOS	Ronningen, Norway	160
Borealis	Porvoo, Finland	150
TDESA	Tarragona, Spain	160
Repsol	Sines, Portugal	145
Borealis	Schwechat, Austria	130
Repsol	Tarragona, Spain	130

NOTE: Top 20 plants by capacity

that allow easier processing in extrusion.

OUTLOOK

Europe's cost position has fallen dramatically following the fall in crude prices in June 2014 and the change in exchange rates.

Producers are not expected to relinquish margins lightly, but production runs high in Europe. Imports are available in high volume but this is mainly applicable for HDPE and LLDPE, with low density polyethylene relatively well balanced.

Sources expect prices to continue to erode into August 2016, but for prices to rebound in September, as imports are diverted towards Asia on higher relative prices there. Longer term, material from North America is expected to arrive in volume into Europe, and while LDPE will be less affected than LLDPE and HDPE, all polyethylene grades will be impacted. ■

Keep up with all the latest developments in the chemical industry including news, analysis and pricing at icis.com