



We unveil our annual ranking of the world's leading chemical distributors. With a record number of entries included this year, as well as regional tables, we present the most comprehensive listing yet for buyers and sellers

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Members unite to strengthen NACD

Members of the National Association of Chemical Distributors aim to enhance legislative outreach

CHRIS JAHN NACD

Chemical distributors united this past May in Washington, D.C., to talk to US legislators about the important role the chemical distribution industry has in the US economy, and the unique connections distributors provide in delivering vital products used in every industry.

Through one-on-one meetings, they explained how their operations work and how each and every one of them safely and securely handles, stores, and delivers important ingredients daily to over 750,000 customers.

In fact, National Association of Chemical Distributors (NACD) members' safety rating is

80% better than non-members. These great results were achieved through their implementation of Responsible Distribution, the association's signature environmental, health, safety and security program.



We hope by educating our legislators and regulators that we can bring common sense back into the regulatory process

Together these leaders espoused how important it is for Congress and regulatory agencies to stop over-regulation. Today, NACD members face an inordinate amount of regulations, many of which have contradictory requirements. They have also faced an aggressive enforcement regime which is more focused on fines than compliance support.

This "find and fine" approach is a crushing blow impeding growth, new jobs, and the sustainability of the industry.

NACD members remain committed to safely and securely operating their businesses. But they cannot continue, with any business certainty, to operate in a system that is more intent on arbitrarily punishing companies, than in helping businesses to be better stewards.

We hope by educating our legislators and regulators that we can bring common sense back into the regulatory process. In the meantime, NACD has enhanced its legislative outreach and increased its regulatory compliance resources for our membership. We will ensure that the voice of chemical distribution is heard when decisions are made in Washington, D.C. ■



To find out more about the NACD and its programs, including Responsible Distribution, visit its website at www.nacd.com



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Positive signs for supply chain

Chemical distributors are maintaining steady growth and emerging markets present a chance for firms to go global

UTA JENSEN-KORTE FECC

An efficient chemical distribution sector plays a key role in enhancing the competitiveness of the chemical industry. The European Association of Chemical Distributors (FECC) and its members contribute to innovation in Europe and add value in the supply chain by meeting the demands of more than 1m downstream users.

Chemical safety, competitiveness and sustainable development remain our industry's priorities. As most of our members report encouraging results, the chemical distribution industry is proving its ability to maintain healthy and steady growth despite the difficulties.

Emerging markets such as Asia and Latin America present a chance for enterprises to go global. FECC studies emerging markets and regularly reviews and disseminates fact sheets regarding the chemical sector in the focus regions and related economic data.




The chemical distribution industry is proving its ability to maintain healthy growth despite the difficulties

A good understanding of competition law is essential and FECC helps members to comply with competition requirements.

The Registration, Evaluation, Authorisation and Restriction of Chemical substances (REACH) and its 2013 deadline still play a significant role. FECC works to cooperate with other associations and manufacturers. Extended Safety Data Sheets, which represent a technical and legal challenge, are a priority on our agenda.

Leading by example, the chemical distribution industry has taken actions to improve performance while better using resources and taking into account environmental conservation. FECC emphasizes the link between sustainability, high performance and opportunity by encouraging chemical distributors to include sustainability and environmental programs in their business strategy. The active communication of these actions is crucial – an open conversation increases public knowledge and improves the image of our industry. Judging from this year's impressive figures, we expect positive trends to continue. ■

 We are proud to have a large portion of our members in this year's list. To learn more about our association, visit www.fecc.org



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Associquim sustains high growth

Members of the Brazilian Association of Chemical and Petrochemical Distributors take advantage of the decentralization of industrial activities in the country

RUBENS MEDRANO ASSOCIQUIM

Brazil's chemical distribution industry was able to sustain high growth levels in 2011, with sales jumping about 20% to reach a total of \$6.5bn. New opportunities and challenges were created for our sector from the decentralization of certain industrial activities from the southeast to the northeast of Brazil, where we saw strong growth of small- and medium-sized companies, especially in the paint sector and other industrial sectors requiring intensive labor.

With their capability and deep know-how in logistics, distributors have become the main supply channel for these new raw material-consuming companies. This support is only possible because of the large investments made by our segment – not only on assets, but also on training and qualifying our staff. We had to improve our inventory management to follow demand schedules for these new locations, and also needed more working capital to sustain this increase in sales.

Associquim (Brazilian Association of Chemical and Petrochemical Distributors) has concentrated efforts to maintain dialogue with Brazilian authorities on key legislative and regulatory issues impacting our industry.

We are now discussing new guidelines on reverse logistics that will meet the requirements set by environmental protection laws, in which the chemical sup-

ply chain will play an important role. There is no doubt that the codes and principles of PRODIR – the Responsible Distribution Process with third-party verification adopted by our members – have brought the necessary awareness to implement these new regulations in our segment.

In 2012, we celebrate 10 years of its implementation in Brazil. As to consolidation in our sector, we are still at a very early stage. There is consensus that



There is consensus that only through acquisitions will distributors achieve sustainable growth

only through acquisitions will distributors achieve sustainable growth, since the organic growth process requires a long period of time. The outlook for 2012 remains positive, but with caution, since the global economy still is not showing signs of recovery, and is this is beginning to be reflected in Brazil's economy.

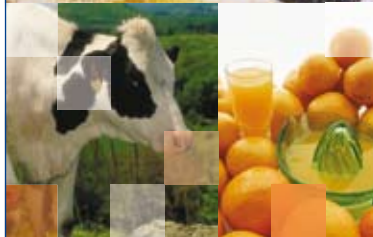
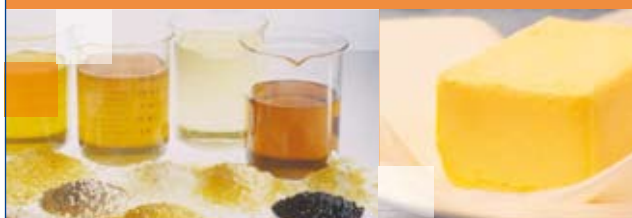
This certainly will have some negative impact on the extraordinary growth rates we have seen in recent years. ■



For more on Brazil's chemical distribution association, visit www.associquim.org.br

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NACD brings distributors' voice to fore

The National Association of Chemical Distributors continues to be the voice of US shippers on Capitol Hill, lobbying legislators about the impact of federal regulations on the market

IVAN LERNER NEW YORK

In the next 12 months, the US chemical distribution industry will face several challenges, including an uncertain marketplace, burdensome regulations and an aggressive enforcement regime from government agencies, as well as a presidential election.

While the country's National Association of Chemical Distributors (NACD) and its members have reached out to members of Congress and to the various agencies themselves to explain the impact overregulation has had on their business, more "duplicative regulations... [are] being introduced each year, and a very oppressive enforcement approach has our members concerned," association president Chris Jahn says.

"Without knowing how the fall elections will turn out, it's difficult for our members to predict with any certainty whether this job-killing approach will continue," he adds.

But the situation isn't completely untenable. "It is getting better," Jahn notes. "We have made progress in educating decision makers in Washington about the key role that chemi-

cal distribution plays in the supply chain."

NACD has made educating Capitol Hill and federal government outreach a top priority and has even hired extra staff to fill the role.

To facilitate understanding, each spring NACD hosts a "Washington Fly-In" in which more than 70 members of the association go to Washington, D.C. to meet with their members of Congress. "Additionally, our membership has hosted dozens of their members of Congress and their staff back at their local facilities," Jahn says.

"Both of these opportunities present our distributors and their representatives an opportunity to get to know each other better and to help their legislators understand how pending legislation impacts their ability to operate in the local community. This communication is vital to the industry and to our members' success."

ORGANIZING SECURITY

NACD supports legislation to modernize the Toxic Substances Control Act (TSCA) that maintains federal pre-emption, encourages innovation and does not place an undue burden on chemical distributors.

TSCA, the principal US law governing chemicals in commerce, has not been substantially modified since it was enacted in 1976.

"NACD believes that the current chemical security law deserves long-term authorization to continue these security enhancements and to provide regulatory certainty to industry," the association's president says.

Safety and security are the foundations for NACD's Responsible Distribution initiative, entering its 22nd year in practice and the fifth cycle of third-party verification.

Responsible Distribution requires members to continuously improve performance

in environment, health, safety and security – and its credibility is maintained via third-party verification.

"NACD member companies' safety rate is 80% better than that of their industry peers and twice as good as all manufacturing combined, demonstrating that Responsible Distribution's framework of continuous improvement keeps the chemical distribution industry improving year over year," Jahn says.

"As more and more producers turn to their distribution partners for enhanced services, more research and development and increased support in the markets, NACD's members are ready and willing to provide Responsible Distribution. NACD has and will continue to provide a place for the chemical supply chain to work together to identify and find solutions to enhance chemical distribution."

According to Jahn, despite sometimes daunting market fluctuations in the wake of the economic downturn, members "have weathered these storms well... [and] it appears that many chemical



"NACD member companies' safety rate is 80% better than that of their industry peers"

CHRIS JAHN
President, NACD

distributors' businesses are doing better. Some quarters are flat and others are more competitive, but overall we are hearing that many have improved year over year since 2010."

The NACD has heard from members that 2012 will remain flat for the remainder of the year. "We anticipate that the first part of 2013 will be more bullish," Jahn says. "Clearly, what happens in Europe and the fall elections in the US can have a significant impact on future growth... [However], if Europe falls into a major recession that hurts chemical distributors' customers, the consequences would be felt by many."

That said, the organization is optimistic overall. "The adjustments chemical distributors made in the last downturn will prepare them well for future challenges," Jahn says.

RAIL MONOPOLY

The US rail system continues to be the NACD's bête noire, with the lack of rail competition still a major concern for its members. "Four railroads control over 90% of the market," Jahn points out. "Companies continue to struggle with high prices and unsatisfactory service."

A study by the American Chemistry Council found that, from 2003 to 2007, rail over-



Representative Marlin Stutzman (c); Kurt Hettinga, Superior Solvents & Chemicals (r)

charged the chemical industry by \$6.5bn (€5.16bn) in fuel surcharges alone.

"In fact, we have heard from some members that the lack of action on the Keystone Pipeline has exacerbated this problem as more railcars have been diverted to hauling crude oil," Jahn says.

"NACD continues to support legislation to reform the railroads' antitrust exemption, and [continues to press] the Surface Transportation Board to level the playing field for shippers," he adds.

Jahn says NACD is also concerned about several pending new regulations from the US Department of Transportation (DOT) on closure instructions, tank vehicles, hours of service and the loading/unloading of vehicles. "While the goals of all these potential regulations are laudable, in their current form they will result in higher operating cost for distributors with little, if any, benefit in safety," he says.

GLOBAL OUTREACH

Internationally, the NACD continues to develop and maintain lines of communication with similar associations overseas, as well as potential global partners.



(l-r) Jean-Pierre Baizan, SolvChem; Perry Lea, Shell Chemical; Congressman Pete Olson; Jeff O'Neil, Harcross Chemicals

Last year, the association signed memorandums of understanding (MOUs) with the Brazilian Association of Chemical and Petrochemical Distributors (Associquim) and the Canadian Association of Chemical Distributors (CACD).

While no further MOUs are scheduled, the NACD has a direct line of communication to distributors globally. Mat Brainerd, a member of the association's executive committee and president of US-based supplier Brainerd Chemical, is also president of the International Council of Chemical Trade Associations (ICCTA).

"Through this international organization, NACD can communicate with Canada and Brazil as well as our colleagues in Europe, Britain, and Asia," Jahn says. "In this capacity, NACD will continue to actively encourage our partners around the globe to adopt third-party verification into their programs."

Despite some consolidation in the US chemical distribution industry, the NACD has not only maintained its membership base but has grown to more than 400 members, typically small businesses with \$26m in revenue, 28 employees and three sites.

"As the face of chemical distribution changes, NACD keeps our doors open to new distributors who are formed, and to work with those whose business operations are changing," Jahn says. "The bigger impact is on our members, who continue to see consolidation in their supplier base and with their customers, too. Some of these changes have forced our members to alter their business model/markets served, and others have been forced to seek sources for their products outside of the US." ■



For all the latest news and views about the companies and organizations involved in chemical distribution, go on line to icis.com

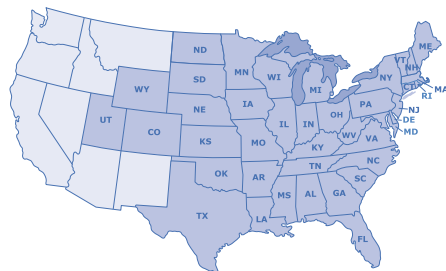
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M&A: what next for suppliers?

The macro environment may not be attractive, but there are still a lot of good reasons why companies in the chemical distribution sector may want to restructure

GUENTHER EBERHARD DISTRICONULT

The year 2011 brought record results for many distributors, often better than in 2010, and allowed them to generate cash. Lately there have been some reservations about how this might continue into 2012, but so far, most people seem to remain cautiously optimistic.

Chemical producers continue to outsource activities, with more and more companies understanding the work that distributors do and appreciating the benefits that a good channel set-up can bring. Also, customers rely more on their distributors for timely deliveries of chemicals in exactly the quantities they need.

That chemical distribution has gained more attention lately is also somewhat related to the fact that Brenntag's initial public offering (IPO) some two years ago was an outstanding success. The IPO and the subsequent private placements of shares with institutional investors have not only allowed a complete exit of the private equity investors, but have also helped to raise the profile of the whole industry.

And with Switzerland's DKSH, which listed on SIX Swiss Exchange in Zurich in March of this year, another company with a strong chemical distribution element (not necessarily in terms of turnover, but in share of profit of the whole group) is now out there in the market, vying for investor attention. These companies, and many others in the industry, are constantly developing the "equity story" they are telling their institutional and private investors. In this context, mergers and acquisitions (M&A) projects are an important theme.

M&A MOVES WITH EQUITY MARKETS

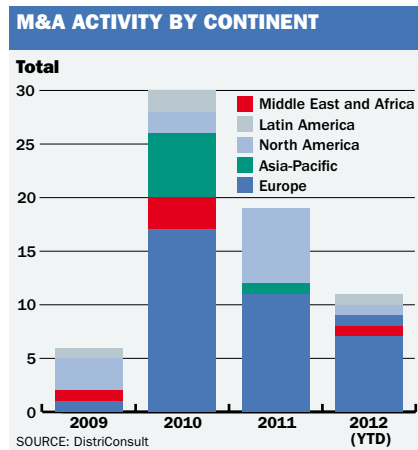
M&A activity typically comes in waves. It is correlated with the overall market for equities. That would not bode so well for the immediate future, owing to uncertainties of the global

economy. But in the long run, we will always see a certain level of activity.

Recent history shows all this quite clearly. After a raft of management buyouts (MBOs) and subsequent strong emphasis on "buy-and-build" activities in the early years of the last decade, all debt-fueled deals came to a virtual standstill during the crisis years of 2008–2009.

There is greater activity in the emerging markets of Asia and Latin America, to-date mainly driven by the larger firms

Since transactions take some time to prepare, there will always be some activity, even if the general market appetite is quite depressed. The year 2009, with only six transactions recorded globally, can serve as evidence for that. During 2010–2011, there was a significant rise in activity in all continents. And 2012 looks reasonably active, with 11 transactions recorded for the first



six months. Europe is still the continent that shows the majority of transactions, at least in 2010 and 2011. This could owe to the maturity of the industry there and the fact that business in the US was quite slow until recently.

There is, however, greater activity in the emerging markets of Asia and Latin America, to-date mainly driven by the larger firms, such as Brenntag, Univar or Nexeo Solutions.

BUYERS HAVE DIFFERENT MOTIVATIONS

Today, three groups of distribution companies are active in M&A as buyers and to some extent, also as industry consolidators:

- The listed companies, mainly Brenntag, which are building in Asia (and conceivably also in Latin America) and selectively adding in niches elsewhere, not covered adequately to-date. Newly listed DKSH has also declared its intension to add to the existing network of subsidiaries, particularly in Europe, where they do not yet have the geographic footprint and reach they enjoy in Asia.

- Private equity-owned distributors such as Azelis, IMCD and Nexeo (in Europe more known for its activities in plastics distribution and compounding), try to continue their "buy-and-build" approach in the run up to a possible IPO, which requires a certain company size. Asia appears to be on their radar and probably Latin America. Univar also belongs to this category. It seems to be working on filling gaps in geographic reach, also in Europe.

- Privately owned, including family-run, distributors who make selective acquisitions to gain momentum, increase attractiveness to suppliers and maintain critical mass. They tend to stay in their "home" geographies or at least adjacent to them. Companies in this category have accumulated significant cash positions during the strong years of 2010 and 2011 and now want to put these funds to good use.

THE SELLERS' PERSPECTIVE

Sellers of distribution companies are motivated by another set of considerations about their business. Some may want to tackle a succession issue; some may have realized life is getting more difficult for small, less focused companies (see below) and an exit now might make sense.

In any case, they will think long and hard about the value of their business and what will happen to it in the context of new ownership. Many questions will arise and answers are not always easy to find. Particularly, issues around the "correct" valuation of a business can lead to long and protracted discussions about real and perceived values and may even break a deal.

In times of uncertainty, valuation models can result in greatly varying results, depending on the assumptions made for the future and the numbers plugged into the models.

A level-headed approach, supported by independent advisors, should help to bridge gaps

TOP 100 CHEMICAL DISTRIBUTORS

» that may suddenly open up. Earn-out mechanisms for the purchase price may give the old owner an extra incentive, should the economy change strongly to the positive. In an earn out, the seller retains a stake in the company for around 2–3 years, which will vary in value depending on the performance of the group.

These concepts also allow for risk sharing and can give some protection to the buyer in case of a deteriorating business environment. And then of course, the question remains about what the seller is going to do with the proceeds. No easy answers here in times of high-financial volatility, when an investment in your own, well understood and smoothly running company may be the best investment of which somebody can think.

BOUNDARY CONDITIONS

Competition authorities, particularly in Europe, have lately taken a more robust stance vis-à-vis consolidation. When Univar, for example, tried to acquire Quaron in 2010, it was only allowed to do so in the Benelux. In France, where this would have led to the merger of the number two with the number three in the marketplace, the authorities signalled strong objections and Univar withdrew its notification.

That part of Quaron was bought at the beginning of 2012 in a second round by Kem, a JV formed by German family-owned and managed distributors Overlack and Stockmeier. The large players with a strong footprint in Europe may therefore only add on small businesses to complement the set-up.

M&A is also much more prevalent in the distribution of specialty chemicals. This might be driven by the fact that less physical assets are typically bought and integrated compared with an industrial chemicals deal. In specialties a lot of warehousing is carried out by third parties, whereas industrial deals can be a “rough” consolidation play with layoffs and other side-effects that are not so easy to manage and communicate to stakeholders.

ON CONSOLIDATION

From the customer perspective, chemical distribution is inherently a local business. So the statement “big is beautiful” may not always be correct. But in many ways “size matters,” very much so with respect to the critical mass a business needs to thrive. Ever more stringent regulations that are devised by governments and supranational bodies, and increasing expectations about quality and service lead to a need for higher levels of professionalism.

Having good compliance with *Responsible Care / Responsible Distribution* charters maintained across the industry make good business sense. After all, society grants the industry a “license to operate” and the companies that comprise it need to make sure people around them are satisfied with what they do

DISTRIBUTORS REFOCUS ON EMERGING MARKETS*

Purchasing company	Purchased company	Country
North America		
Brenntag	G.S. Robins	US
DeWolf Companies	Tempo Canada	Canada
South America		
Brenntag	Amco Int.	Mexico
QuantiQ	Unipar	Brazil
Univar	Arinos	Brazil
Europe		
Azells	Finkochem	Serbia
	S&D Group	UK
Barentz	Forum Products	UK
	Ravago Chems (JV)	Belgium
	RFI	Germany
Brenntag	Luwatek	Germany
	Multisol	UK
	Petrolube	Italy
IMCD	Jan Dekker	Netherlands
	Nutrivis	Italy
	Organotec	Italy
Kem	Quaron France	France
Safic-Alcan	Interplast	Turkey
	Necarbo	Netherlands
Univar	Eral-Protek	Turkey
Southern Africa		
Bodo Möller Chemie	Adhesives sales forces of Dow Automotive & Huntsman	South Africa
Brenntag	Protank (via Crest)	South Africa
	WK Croxton (via Crest)	South Africa
IMCD	Ethnicem	South Africa
Asia and Australia		
Brenntag	Zhong Yung	China
DKSH	Tiger Chemicals	Australia
Nexeo	Beijing PlasChem	China
IMCD	Infineum Australia	Australia
	Mata Polymers	India
	Tropicem	Malaysia

SOURCE: Company websites, press releases, company filings, DistriConsult analysis * Selected transactions 2011/2012

as individual companies and as an industry.

Comprehensive Product Stewardship in this respect makes a lot of sense. This increases the fixed cost burden and may trigger the need for more investments. These costs need to be offset against a sufficiently high turnover. Also, larger companies are often more attractive to well-educated and ambitious employees. All this favors further consolidation.

The only way out for smaller companies is to focus on distinct and defensible niches, which some companies successfully do. But some business opportunities may be left untapped and one has to learn the art of “saying no” in a polite fashion. Globalization is there, particularly for the producers of chemicals. On that interface, a “global presence” is needed. But as mentioned before, when looking from the perspective of the mostly small customers,

distribution is a local business. And these customers are demanding more services delivered locally. Some more enlightened ones are even willing to pay an adequate price for it, to secure long-term supply of goods and services.

Reaching and maintaining “critical mass” continues to be an issue. That will drive further consolidation, with strong privately owned companies also being active in the field, not just the top five or 10 distributors globally. Staying independent as a company, means sharpening the profile and grabbing available opportunities to differentiate from competitors in the marketplace with both hands. ■



Guenther Eberhard is managing director of Swiss-based chemical distribution consultancy DistriConsult. For more details email geberhard@districonsult.com or go to www.districonsult.com

Acquisitions fuel Brenntag growth

The world's largest chemical distributor shows ongoing improvement in its financial results as purchases help boost its fortunes despite a persistently poor global economy

WILL BEACHAM LONDON

Chemical distribution is a small but resilient part of the supply chain. Germany's Brenntag, the sector's biggest player and one of only a handful to be stock-market listed, has achieved continued growth – partly fueled by acquisitions – even in the face of the current economic turmoil.

The sector in general and Brenntag in particular are now attracting the attention of the investment community. The business model is an attractive one because of its strength throughout the economic cycle compared with that of chemical producers.

Distributors tend to gain during a downturn because downstream customers switch from buying large amounts direct from a producer to purchasing smaller quantities from distributors as they attempt to control inventory levels. They may lose this effect during an upturn but will benefit instead from the increase in economic activity associated with an up-cycle.

The sector is also less affected than producers by chemical price volatility. Distributors tend to pass directly to their customers the upward and downward price movements of the chemicals in which they trade. They make their money on the service they offer.



“A significant share of our customer base is relatively immune to the economy”

GEORG MULLER

Chief financial officer, Brenntag

According to Gerhard Orgonas, analyst in German midcaps at Exane BNP Paribas, “Brenntag has been very, very resilient during the downturn because it doesn't depend on chemical prices but only on chemical volumes, which are a lot more stable. Chemical



Chemical distribution is a small but resilient part of the supply chain

producers suffer from sharp decreases in price whereas volumes are pretty much linked to industrial production, which is much less volatile.”

Big is also beautiful, according to Orgonas, because larger companies such as Brenntag and US-headquartered Univar have a more dense network of customers.

“If you can use your truck to do six or seven clients rather than four then your cost per unit comes down,” he says. “They normally deliver within 200km of the warehouse, so you want to add customers within that perimeter. This can be done by acquisition or organic growth.”

Brenntag's first-quarter financial results include the effects of two acquisitions – its September 2011 purchase of UK-based Multisol Group, which produced sales of \$274.1m in 2010, and its 51% stake in China's Zhong Yung (International) Chemical, which had estimated total sales of \$370m in 2011.

Brenntag declined to provide ICIS with

like-for-like results minus acquisitions, which makes analysis of true underlying performance difficult.

Europe is still the company's largest market, with 48% of its Q1 2012 sales of €2.35bn generated in that region. But those results showed the company's poorest level of profit growth compared with its other regions, with operating earnings before interest, tax, depreciation and amortization (EBITDA) increasing only 1.5% to €79.6m, despite the Multi-sol acquisition.

Georg Muller, Brenntag's newly-installed chief financial officer, tells ICIS: “From a pan-Europe perspective, the economy is not falling off a cliff and we're not seeing a significant movement in that way. A significant share of our customer base is relatively immune to the macro economy, such as food, personal care, water treatment and pharmaceuticals.

“Quarter one is a mixed bag. Southern Europe was clearly below average and other

parts like Benelux, the Nordics and parts of central and eastern Europe have been particularly strong.”

CUTS IN EUROPE

Brenntag has taken action to improve profitability in Europe by cutting about 4% of its staff, or more than 200 people, in Q1 and Q2.

“We have undertaken [these] measures to prepare ourselves for a weaker macro-economic situation. It is more or less complete and is across all of the functions including warehouses, logistics and sales,” says Muller.

He adds there are no plans for similar moves in other regions. “North and Latin America are in much better macroeconomic shape and, in distribution, customer service is paramount. You don’t want to go into savings measures that reduce service levels, especially when demand is good.”

The company expects to save about €12m/year from the second half of this year.

On the potential impact of Greece pulling out of the euro, Muller says: “We withdrew from Greece during Q1 but we only had a tiny business of two or three people there beforehand. We are used to dealing with many different currencies. We have people in our busi-

ness with strong experience of the pre-euro times. If something happened, it would be a challenge to deal with, but we are perfectly equipped.”

The availability of cheap energy and chemical feedstocks from shale gas is having a big and positive impact on Brenntag in the US. Operating EBITDA there rose by 12.3% to €73.9m on sales of €759.3m.

“US energy prices are so low that industrial production has benefitted tremendously so it’s been very beneficial,” Muller says. “Directly, part of our business includes serving shale-gas drilling platforms and we started to see this business pick up during 2011.

“Our oil and gas business had a very strong foothold in the Gulf coast but now shale gas is spreading the business across the country. We already had storage facilities across the US, so we can pick up that business pretty quickly.”

THAI FLOODS HIT ASIA

Brenntag’s Q1 Asia Pacific results saw operating EBITDA there grow by 5%, although it was helped by the Zhong Yung acquisition.

“Thailand had floods towards the end of 2011 and industrial production dropped significantly, severely impacting customer de-

mand by around 20%. We do see the business coming back so we are pretty sure it is temporary,” says Muller.

POSITIVE OUTLOOK

The executive is bullish about future performance. “The global market is expected to grow and we’ll benefit from that,” says Muller. “Europe might be more difficult but emerging markets and the US are expected to grow more strongly. We expect all our key performance indicators such as gross profit and EBITDA to continue to grow over previous years, and also for the remainder of this year.”

Accenture consultant Bernd Elser says: “The leaders in chemical distribution got off to a strong start in quarter one, which mirrored the chemical industry. Distributors benefit if raw-material prices are rising. They pass on the price plus a fixed percentage so will gain more, in euros or dollars, when prices are rising. When prices decline, they will benefit because they can pass on that decline with a time lag. Acquisitions also help to fuel the market leaders’ growth, even if the market is stagnating.” ■



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Univar sets eye on emerging markets

New CEO Erik Fyrwald is aiming to increase the distributor's presence in Brazil, China and other high-growth markets

JOSEPH CHANG NEW YORK

The new head of US-based chemical distributor Univar will sharpen the company's focus on building its presence in emerging markets such as China and Brazil.

"We are a global resource for customers and a route to market for supplier partners," says Erik Fyrwald, president and CEO of Univar. That means increasing capabilities in emerging markets such as China, other parts of Asia, Latin America, the Middle East and Africa."

Univar will also continue to expand its distribution capabilities in its core markets of the US, Canada and Europe, he says.

Fyrwald sees growth opportunities in a number of product areas, including food and beverage ingredients, pharmaceutical ingredients, and oil and gas chemicals.

"We are a full-range distributor serving verticals in both commodities and specialties," Fyrwald says. Univar is the world's second-largest chemical distributor, generating \$9.7bn (€7.7bn) in sales in 2011.

BUILDING A BASE IN BRAZIL

Univar aims to build on its September 2011 acquisition of Brazil-based chemical distributor Arinos Quimica.

Arinos ranked 69th in the ICIS Top 100 Chemical Distributors listing with sales of \$115.8m in 2010. Products sold range from pig-



"The opportunity for global distribution companies to play more strongly in China and Asia is great"

ERIK FYRWALD

President and CEO, Univar



Already the world's second-largest chemical distributor, Univar plans to expand across the globe

ments to aromatics solvents to acrylates, surfactants and specialty coatings and additives.

It is Brazil's sixth-largest distributor, focusing on southeast Brazil, noted Univar in November 2011. "Arinos was an important acquisition to give us a base capability in a number of verticals in Brazil, where we were not well positioned," says Fyrwald. "We will build on this business organically, and over time, through M&A [mergers and acquisitions]."

Important end-markets in Brazil which Univar will aim to serve include mining, personal care, and oil and gas.

"We can bring existing products through the Arinos network in Latin America and also build supplier relationships in the region to bring products elsewhere. This is a critical market and a significant opportunity," says Fyrwald.

CHINA PRIORITY

Strengthening distribution capabilities in China is also a priority. "The opportunity for global distribution companies to play more strongly in China and Asia is great," notes the CEO.

"We have a position in Asia and will step up organic activities, but we may look to M&A and alliances to increase scale," he says.

Fyrwald sees the global economy as challenging and "getting more challenging." Europe will continue to be challenged, while US growth has slowed and will likely continue to slow in the coming quarters, he says.

"We are not assuming any economic tailwinds in the coming quarters. We must therefore earn growth," he points out.

STRONG US POSITION

Univar is "well positioned in the US" and will continue to improve on its capabilities, notes Fyrwald. In December 2010, it acquired US-based Basic Chemical Solutions, a global distributor and trader of commodity chemicals such as caustic soda, bleach, sulfuric acid and hydrochloric acid. The company had sales of \$889m in 2009.

Fyrwald, the former president of US-based institutional cleaning chemicals and services firm Ecolab, started his role with Univar on May 7. He served as chairman and CEO of US-based water treatment chemicals company Nalco prior to its acquisition by Ecolab.

While Fyrwald says he was approached with a number of employment offers after Ecolab's acquisition of Nalco, he was intrigued by the opportunities in the chemical distribution space.

"Having worked as a supplier to distributors as well as a customer... I saw the need from both sides to have a few very capable global distributors," he says. "This sector is a wide open space. The opportunity to create more value from Univar's strong base is unlimited." ■



For analysis of the latest news on the chemical industry, read Paul Hodges' Chemicals and the Economy blog at icis.com/blog

Caldic spreads from West to East

The Dutch distributor targets niche markets as its geographic presence expands eastwards

ELAINE BURRIDGE LONDON

A continued focus on acquisition and penetration of niche markets is the driving force for growth at chemical distributor Caldic. The Netherlands-headquartered company has a history of growing organically as well as making strategic purchases of smaller and medium-sized distributors to expand its products and services, and its geographic presence.

In 2011, subsidiary Caldic Denmark acquired Palm Trading, which specializes in food ingredients, selling primarily in the Nordic countries. A year earlier, Caldic bought UK-based Omnichem which distributes acids and lyes, complementing its activities in the country's solvents, specialty chemicals and food ingredients markets.

As well as making key acquisitions, Caldic has also been busy expanding its structural assets. A substantial investment is under way in Chesterfield in the UK, where Caldic is building a tank farm for blending, repacking and storing acids and alkalis. The farm comprises nine tanks with a capacity of 465m³ (16,421ft³), including tanks for dilution purposes. Completion is due this summer.

Meanwhile, in Hemiksem, near Antwerp in Belgium, a fully dedicated food repacking facility for acids and alkalis started operations last year.

Olav van Caldenborgh, CEO of Caldic says: "We are continuously investing in our current and new facilities to make sure we can offer our customers a one-stop-shop and the added value our customers are looking for."

Additional offices have been set up across Asia, mostly serving the industrial chemicals and life science industries. A representative office opened in Ho Chi Minh City, Vietnam, last year and van Caldenborgh says more offices will open in China and India during 2012.

"With offices in Shanghai, Tianjin, Guangzhou, Urumqi and Chongqing we are creating a geographical spread throughout



Asia contributes to Caldic's robust 2011 financial performance

China. This way we are able to offer a fine logistics network," he says.

According to van Caldenborgh, Caldic has doubled its business each year in China for the past four years. "In China, we are strong in the general chemical industry, coatings, food and construction chemicals."

"In China, we are strong in the general chemical industry, coatings, food and construction chemicals"

OLAV VAN CALDENBORGH
CEO, Caldic

In April 2012, wholly owned subsidiary Caldic India was founded, although at present the business is operating out of Caldic's head office in Rotterdam until the office in Mumbai opens in the third quarter of this year.

With an eye on future expansion, van Caldenborgh says he is focusing on Southeast Asia, India and China.

"While doing this, we are concentrating on what is setting us apart: further expanding our specialty chemicals to increase our footprint

in this sector, then most likely focusing on life sciences," van Caldenborgh says.

Asia, as well as Europe, contributed strongly to Caldic's financial performance last year. "We had a good year in 2011 and saw an increase in business. Turnover grew by about 10%, partly because of increased prices and partly because of higher volumes," says van Caldenborgh.

He adds that turnover last year was €626m (\$782m) compared with €575m in 2010. Earnings before interest, tax, depreciation and amortization were nearly €46m.

Expectations for 2012 are positive. Van Caldenborgh says demand is still good, but admits that markets remain volatile and people are living hand-to-mouth. He believes the economic crisis might take another three or four years to settle, but suggests that people will emerge stronger and wiser as a result.

Despite the economic uncertainty, van Caldenborgh sees plenty of opportunities. These will come, he says, from the company's healthy financial base, its strong connection to its customers, and its ability to add value and provide bespoke market solutions for its partners. ■

For more on trends and events in the global chemical logistics and distribution industry, please visit icis.com

Introducing the ICIS Top 100 Chemical Distributors

From a record number of entries, we rank the leading chemical distributors worldwide, as well as provide breakdowns of the leaders by geographic region

JOSEPH CHANG NEW YORK

No matter how difficult market conditions become, chemical distributors will be a strong link in the global supply chain. Over the years, this ranking has expanded – in numbers and geographically. We believe this listing will help buyers and sellers of chemicals navigate their way through the ever-expanding global marketplace.

We thank the distributor associations worldwide that make this endeavor possible. We received incredible support from the US-based National Association of Chemical Dis-

We believe this listing will help buyers and sellers of chemicals navigate their way through the ever-expanding global marketplace

tributors (NACD), the European Association of Chemical Distributors (FECC), Associquim (the Brazilian Association of Chemical and Petrochemical Distributors), and the Canadian Association of Chemical Distributors (CACD).

We welcome a number of new companies to the listing and will strive to contact more in the future, especially in Asia, where activity is increasing on both the business and the mergers and acquisitions (M&A) fronts.

Separate tables are included for regional leaders in North America, Europe, Asia, Latin America, and Middle East & Africa. These are based on sales in the regions, and we thank the participants for breaking these important figures out.

Many chemical distributors showed strong sales growth in 2011. The group has emerged stronger than ever from the financial and economic crisis of 2008–2009. While challenges lie ahead, many are evolving and progressing their business models to build on strong bases and take advantage of unique opportunities. ■



For the latest news on the top 100 chemical distributors and to access the listing in full online, visit www.icis.com



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TOP 100 CHEMICAL DISTRIBUTORS

1 **BRENNTAG**
2011 SALES: €8.7BN
(\$11.2BN)

Mulheim an der Ruhr, Germany

www.brenntag.com

CEO: Steven Holland

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: Just-in-time delivery; product mixing; customized blending; repacking; inventory management; drum return handling; technical services; laboratory support of specialty

chemicals; storage; less-than-truck-load quantities

Assets: More than 400 locations in 68 countries

2 **UNIVAR**
2011 SALES: \$9.7BN
Redmond, Washington, US

www.univar.com

President and CEO: Erik Fyrwald

Products: Caustic soda, sulfuric acid, hydrochloric acid, solvents, glycols, propylene glycol, glycol ethers, surfactants, silicones, methanol, sodium hypochlorite, epoxy resins, inorganics, specialty chemicals, agricultural protection and pest control chemicals

Services: Warehouse distribution; direct distribution; mini-bulk;

ChemPoint.com (web-based distribution platform for specialty chemicals); product availability and inventory management; technical expertise; specialized laboratories; blending; repackaging; waste management services

Assets: More than 260 distribution facilities; 80m gal of storage capacity; 2,400 tractors, tankers and trailers; 800 railcars; almost 30 deep-sea terminals

3 **NEXEO SOLUTIONS**
2011 SALES: \$48N
Houston, Texas, US

www.nexeosolutions.com

President: David Bradley

Products: Specialty chemicals, adhesives and sealants, catalysts, gel

coats, inks and printing chemicals, lubricant and metalworking chemicals, paints and coatings chemicals, personal care ingredients, pharmaceutical ingredients, polymers, reinforcements, resins, solvents, oil-field chemicals, thermoplastics

Services: Packaging; environmental services; formulation and technical assistance, storage, logistics

Assets: More than 140 owned, leased or third-party warehouses, rail terminals and tank terminals; three locations that perform contract packaging activities; private fleet of 500-plus trucks/trailers

4 **ICC CHEMICAL**
\$2.25BN
New York, US

NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS 2011*

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Univar	7,100	35 Tilley Chemical	93.6	69 Buckley Oil Company	41
2 Brenntag	3,532.3	36 Maroon	92	70 Ferguson Chemical Innovation	38.2
3 Prinova	450	37 Chemsolv	87	71 D.B. Becker	37.1
4 Hydrite Chemical	422	38 Sea-Land Chemical	84	72 Slack Chemical	35.7
5 KODA Distribution Group	346.5	39 ClearTech Industries	81.2	73 Rahn Group	33
6 Hawkins	342.6	40 Lintech International	80	74 Independent Chemical	33
7 Quadra Chemicals	335.7	41 Cole Chemical & Distributing	77.1	75 Gulf Coast Chemical	31.6
8 ICC Chemical	320	42 Coyne Chemical	72.1	76 Comet Chemical	31.4
9 EMCO Chemical Distributors	297.3	43 Chemical Solvents	71.5	77 Azelis	30.7
10 CCC	275	44 Tarr	71	78 R.E. Carroll	30.6
11 The Plaza Group	264	45 TCR Industries	70	79 Veckridge Chemical	30
12 L.V. Lomas	254.4	46 Walsh & Associates	68.2	80 Min-Chem/Lawrason's Group	29.9
13 PVS Chemicals	248	47 Skyhawk Chemicals	65.6	81 Chemical Distributors Inc.	29.5
14 Interstate Chemical	245	48 CellMark Chemicals**	61	82 E.W. Kaufmann Company	29
15 M.F. Cachat	222	49 The Chemical Company	60.2	83 Vivion	28.3
16 Archway Sales	220	50 Fitz Chem	59.5	84 PHT International	27.8
17 HORN	218.6	51 Biesterfeld	58.3	85 GJ Chemical	26
18 Marubeni Specialty Chemicals	215	52 CONCHEMCO	58.2	86 Coast Southwest	24.7
19 Grupo Pochteca	214	53 Webb Chemical Service	56	87 Industrial Chemicals Corp.	24
20 Superior Solvents & Chemicals	192	54 Chemisphere	55.9	88 Valudor Products	23.6
21 CSD-Startex	176.5	55 Ideal Chemical & Supply	54.97	89 Tri-iso	23.5
22 Wego Chemical & Mineral	167	56 Greenchem Industries	54.9	90 JNS-Smithchem	22
23 Chemicals Inc., USA (Chemgroup)	133.5	57 McCullough & Associates	54	91 Radchem Products	21
24 Omya	127.9	58 The DeWolf Companies***	53.5	92 ChemSpec	20.98
25 Harwick Standard Distribution	125	59 Astro Chemicals	53	93 A.G. Layne	20.4
26 SolvChem	115.1	60 TH Hilson	52.6	94 TER GROUP	19.4
27 AllChem Industries	112	61 BHS Marketing	52	95 Primary Chemicals	19.2
28 K-Solv	111	62 Deeks & Co.	50	96 Atlantic Chemicals Trading	17.1
29 Tanner Industries	109.8	63 Hubbard-Hall	48.8	97 Global Chemical Resources	15.9
30 HB Chemical	109	64 TRInternational	47.2	98 NovaSol Chemicals	13.2
31 Haviland Enterprises	106.3	65 United Mineral & Chemical	46.75	99 InterAtlas Chemical	13.1
32 Whitaker Oil Company	105.1	66 Chem One	43.7	100 Kruse Holding	12.9
33 Unipex	95	67 Transchemical	43	101 P.A.T. Products	11
34 Industrial Chemicals Inc.	95	68 Matteson-Ridolfi	42.7		

NOTE: *Sales are by region and may differ from the total sales figure in the overall Top 100 listing **formerly Alcan International Network ***DeWolf Chemical, Glenn SOURCE: Companies, ICIS

TOP 100 CHEMICAL DISTRIBUTORS

EUROPE CHEMICAL DISTRIBUTION LEADERS 2011*

Company	Sales (\$m)	Company	Sales (\$m)
1 Brenntag	5,566.3	37 Tillmanns	128.9
2 Univar**	2,400	38 VELOX	125.1
3 Azelis	1,577	39 2M Holdings (Banner Chemicals, Surfachem)	124.2
4 IMCD Group	1,100	40 Unipex	119.7
5 Biesterfeld	1,000	41 Gaches Chimie	115.3
6 Omya	958.9	42 NovaSol Chemicals	109.4
7 Barentz Europe	850	43 ELTON	107.7
8 ICC Chemical	753	44 Arpadis	100.5
9 Caldic	747.7	45 GIUSTO FARAVELLI	95.9
10 Quimidroga	733.4	46 Solventis	93.6
11 TER GROUP	589.6	47 Meade-King, Robinson & Co Ltd	91.6
12 Overlack	524.8	48 Aug. Hedinger	90.7
13 CG Chemikalien	476.7	49 Barcelonesa de Drogas	82.9
14 Stockmeier Chemie	453.6	50 Moeller Chemie	82.9
15 SAFIC-ALCAN	395.2	51 Rahn Group	75
16 Nordmann, Rassmann	388.8	52 Alpha Wax	74.5
17 Arkem Kimya Sanayi Ve Ticaret	373	53 Ilario Ormezzano	69.3
18 Kruse Holding	356.4	54 CHEMSERVICE	65.7
19 Multisol Group	333.1	55 Zeus Quimica	63.5
20 Indukern	312.3	56 Petrochem Middle East	62.4
21 Eigenmann & Veronelli	265.7	57 CellMark Chemicals***	61
22 Pluschem EEIG	239.7	58 Manuchar	52.5
23 DEHON Group	239.7	59 Nortex	52.3
24 DKSH****	185.6	60 Cornelius Group	52
25 Norkem Holdings	183.8	61 F.B. Silbermann	50.5
26 Krahn Chemie	181.4	62 Andreas Jennow	46.7
27 ECEM European Chemical Marketing	176.4	63 Melrob	44.4
28 Bang & Bonsomer	173.7	64 Quimitecnica.com	37.7
29 HSH Chemie	167.2	65 Wego Chemical & Mineral	36
30 Algol Chemicals	152.9	66 National Chemical	36
31 Prinova	150	67 MY-CHEM	34.3
32 HugoHaffner Group	140.5	68 SAMECA Produtos Quimicos	32.4
33 Atlantic Chemicals Trading	137.7	69 PHT International	29.7
34 Thommen-Furler	132.1	70 Vendico Chemical	29.7
35 Harke Group	132	71 Biachem	16
36 CSC Jaecklechemie	130		

NOTE: *Sales are by region and may differ from the total sales figure in the overall listing **Includes Middle East and Africa ***formerly Alcan International Network ****Industry estimate SOURCE: Companies, ICIS

www.iccchem.com

President: Naveen Chandra

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

5

AZELIS

2011 SALES: €1.25BN
(\$1.62BN)

Luxembourg

www.azelis.com

CEO: Joris Coppys

Products: Agrochemicals; animal feed; active pharmaceutical ingredients (APIs); cosmetic ingredients; elastomers/fillers; excipients; fib-

ers; fine, performance and base chemicals; flame retardants; general food ingredients; gel coats; phosphates; pigments; polyesters; and resins

Services: Application laboratories; drumming; blending; repackaging; flexible pack sizes; coloring; gel coat batch production; integrated supply chain; local stockholding; market research; trends analysis; REACH only representative; sampling

Assets: 13 application laboratories; access to 135 warehouses of which four are owned; smoke flavor production; food blending facilities;

GMP and clean room pharmaceutical facilities

6

IMCD GROUP

2011 SALES: €1.03BN
(\$1.33M)

Rotterdam, the Netherlands

www.imcdgroup.com

CEO: Piet Van der Slikke

Products: Coatings materials; pharmaceutical ingredients; food ingredients; plastic and rubber additives; personal care ingredients; lubricants; detergents and cleaners

Services: Mixing, blending, packaging, storage, industrial chemical synthesis
Assets: Offices and warehouses in

most European countries, as well as in Turkey, Morocco, Tunisia, Algeria, South Africa, India, China, Malaysia, Australia and New Zealand

7

OMYA

2011 SALES: SWFR
1.19BN (\$1.27BN)

Oftringen, Switzerland

www.omya.com

Vice president: Peter Bigler

Products: Chemical products and industrial minerals – mainly fillers and pigments derived from calcium carbonate and dolomite for the paper, polymers, building materials (paints, coatings, sealants, adhesives and construction) and life sciences (food, feed, pharmaceuticals, cosmetics, environment and agriculture) industries

Services: Storage; repackaging; state-of-the-art technical services for all involved markets including microbiology and analytical services

Assets: More than 60 warehouses around the world

8

BIESTERFELD

2011 SALES: €963M
(\$1.25BN)

Hamburg, Germany

www.biesterfeld.com

CEO: Birger Kuck; Chief financial officer: Christian Wolfsohn

Products: Engineering polymers; standard polymers; acrylates; rubber and rubber additives; cosmetics ingredients; pharmaceutical ingredients; detergents; construction chemicals; lubricants; oil drilling additives; solar materials; electronics chemicals; coatings; adhesives, sealants and elastomers; composites; plant protection products; fertilizers; pharmaceutical raw materials for animal nutrition and health care; and food ingredients

Services: Blending; packaging; storing; mixing; consultancy and advisory services for Europe's REACH regulation; legal compliance
Assets: Mixing and blending, and storage facilities for both solid and liquid chemicals

9

BARENTZ EUROPE

2011 SALES: \$850M

Hoofddorp, the

Netherlands

www.barentz.com

CEO: Hidde van der Wal

TOP 100 CHEMICAL DISTRIBUTORS

Products: Coatings, construction chemicals, detergents, food ingredients, pharmaceutical ingredients, cosmetic ingredients, feed additives
Services: Blending, packaging, storage, pilot plants, pilot laboratories, EU legislation support

10

CONNELL BROTHERS

2011 SALES: \$815M

San Francisco, California, US
www.connellbrothers.com

President: Ted Eliot

Products: Coatings and inks, construction chemicals, food ingredients, pharmaceutical ingredients, plastics, rubber, personal and household care chemicals, lubricants and metal-working fluids, oil and gas chemicals, animal feed, industrial chemicals
Services: Import/export; packaging and warehousing; logistics; regulatory and risk management; laboratory testing; customer service and sourcing
Assets: 37 offices in 17 countries throughout Asia-Pacific with warehouses at all country locations; coatings, personal care and food-ingredient testing laboratories

11

CALDIC

2011 SALES: €627M
(\$813M)

Rotterdam, the Netherlands
www.caldic.com

CEO: Olav van Caldenborgh

Products: Food ingredients, chemical intermediates, coatings, resins and inks, pharmaceutical ingredients, cosmetic ingredients, construction chemicals, feed, plastics, detergents and cleaners, rubber, water

treatment chemicals, fire-fighting chemicals, electronics chemicals, textile chemicals, agrochemicals
Services: Blending; packaging; storage; reformulation; diluting; dispersing; drumming; hydrophobing; sieving; tailor-made development
Assets: Four production sites in the Netherlands (formaldehyde, paraformaldehyde, distillation), Germany (fire extinguishants) and China (precipitated silica); 36 office and warehouse locations in 15 countries in Europe and Asia

12

PETROCHEM MIDDLE EAST

2011 SALES: \$781.7M

Dubai, United Arab Emirates
www.petrocheme.com

Managing director: Yogesh Mehta;
Owner: David Lubbock (50%)

Products: Monoethylene glycol (MEG), xylene, raffinate, toluene, ethyl acetate (etac), monopropylene glycol (MPG), acetone, methanol, epichlorohydrin (ECH), fatty alcohols
Services: Bulk and drum storage; blending; dry goods storage; in-house logistics and operations
Assets: Distribution centers in Jebel Ali, Adabaiaya (Egypt), Kandla (India), Navasheva (India), Izmit (Turkey), Mersin (Turkey); offices in Dubai, Jebel Ali, Mumbai, Singapore and Shanghai; storage facilities in Jebel Ali, Dubai (25,000m²) and Suez, Egypt (11,500m²); 30 vehicles

13

QUIMIDROGA

2011 SALES: €599M
(\$776M)

Barcelona, Spain
www.quimidroga.com

General manager: Vicente Munoz

Products: Solvents, monomers, glycols, intermediates, resins, plastics, elastomers and fine chemicals and specialties for food, feed, pharmaceuticals, cosmetics, detergents, coatings, adhesives and paper
Services: Storage of liquid and packed products, blending, standard and tailor-made packaging, dissolutions
Assets: Logistics complex at the port of Barcelona with capacity for 30,000 tonnes of packed products and 12,000m³ of liquids in 155 tanks; two regional sites for liquids and packed solids; seven distribution centers and a fully equipped quality-control laboratory

14

DKSH

2011 SALES: SWFR
697M (\$743M)

Zurich, Switzerland
www.dksh.com

Head of business unit performance materials: Mario Preissler

Products: Specialty chemicals, including industrial specialties, for the graphics, electronics, coatings, polymers and adhesives industries, personal care and cosmetics raw materials, food and beverage ingredients including food and nutrition supplements, active pharmaceutical intermediates (APIs) and excipients for pharmaceuticals
Services: Sourcing, research and development, market research, key client management, marketing, sales, quality assurance, REACH consulting, supplier audits, registration, warehousing, logistics
Assets: 20 innovation centers in Asia, Europe and North America; 80

business locations in 26 countries; sales force covering all of Asia

15

MANUCHAR

2011 SALES: \$692.8M
Antwerp, Belgium

www.manuchar.com

CEO: Philippe Huybrechs

Products: Chemicals for detergents and home care, food and feed, paint, coatings and construction, mining, oil and gas, filtration and water treatment, textiles and leather, glass and ceramics, agriculture, pulp, paper and personal care and cosmetics
Services: Sourcing, transport, stockholding, blending, diluting, repackaging, quality control, deliveries, technical and operational service
Assets: Warehouses in emerging economies with a total of 196,000m² and specialized equipment (pneumatic delivery, loading, and discharging)

16

TER GROUP

2011 SALES: €510M
(\$661M)

Hamburg, Germany
www.tergroup.com

CEO: Christian Westphal

Products: Adhesives, food additives, cosmetics ingredients, fiberglass, gum rosin, natural waxes, paints and coatings materials, paper chemicals, plastic additives and specialty chemicals
Services: Sourcing, trading and distribution; consulting research and development in application technology issues; supporting buying departments through regional field service; on-site support and troubleshooting; worldwide raw materi-



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TOP 100 CHEMICAL DISTRIBUTORS

als sourcing on request

Assets: 25 strategic warehouses throughout Europe, the Americas and Asia

17 INDUKERN
2011 SALES: €484.5M
(\$627.9M)

Barcelona, Spain

www.indukern.com

Managing director: Daniel Diaz-Varela

Products: Animal health and feed additives, industrial and specialty chemicals, pharmaceutical ingredients, food ingredients, flavors and fragrances, agrochemicals

Services: Technical and regulatory consultancy, special products search, packaging

Assets: Nineteen storage and chemical blending facilities in Spain (six), Portugal (one), central Europe (two), Brazil (five) and Mexico (five); five trucks; 15 forklifts; 11 warehouses

18 PRINOVA
2011 SALES: \$600M
Carol Stream, Illinois, US

www.prinovagroup.com

President: Donald Thorp

Products: Acidulants, amino acids, antioxidants, aroma chemicals, botanical extracts, essential oils, fibers, flavor enhancers, flavors, nutritional supplements, phosphates, preservatives, proteins, sweeteners, vitamins

Services: Particle-size reduction, granulation, custom blending, research and development, broker services, quality control, regulatory services, warehousing, market expertise

Assets: Ten North American distribution centers and five offices; five international distribution centers and four offices; air-classifier mill; international affiliated agent offices

19 QUANTIQ
2011 SALES: R1.1BN
(\$572M)

Sao Paulo, Brazil

www.quantiq.com.br

President: Armando Bighetti

Products: Hydrocarbon and synthetic solvents, methanol, caustic soda, inorganic acids, monomers, special formulations, agrochemical raw materials, silicones, mineral oil plasticizers, specialty chemicals, food and feed additives, lubricant additives, pharmaceutical flavors, fragrances and

cosmetic ingredients

Services: Blending, packaging, storage (bulk and packed warehousing), fractioning, samples preparation, solvent recovery, chemical analyses, labeling, palleting, stock control, logistics operation and technical support

Assets: Four distribution centers with tank farms, warehouses and blending units, six branches in Brazil, four laboratories (quality control and product development and application), solvent recovery unit

**20 STOCKMEIER
CHEMIE**
2011 SALES: €420M
(\$544M)

Bielefeld, Germany

www.stockmeier.com

President: Peter Stockmeier

Products: Cleaning chemicals, food additives, polyurethane (PU) chemi-

cals, printing inks, solvents, textile and water treatment chemicals

21 OVERLACK
2011 SALES: €405M
(\$525M)

Monchengladbach, Germany

www.overlack.de

CEO: Peter Overlack

Products: Solvents, inorganic products, specialty chemicals

Services: Warehousing, logistics, blending and formulating, drumming, repacking, labeling

Assets: Office location and warehouses in Germany and nearly complete in Eastern Europe, Turkey, the Benelux countries and France

**22 PLUSCHEM EEIG
(EUROPEAN
ECONOMIC
INTEREST GROUP)**
2011 SALES: €385M (\$499M)

LATIN AMERICA CHEMICAL DISTRIBUTION LEADERS 2011*

Company	Sales (\$m)
1 Brenntag	1,045.7
2 quantiQ	572.1
3 M. Cassab	343.7
4 Manuchar	332
5 Bandeirante Brazmo	244.3
6 Indukern	143.8
7 Makeni	103.5
8 Univar	100
9 Quimisa	95
10 ICC Chemical	68
11 D'Altomare Quimica	68
12 Biesterfeld	64.8
13 Quelaris Internacional	60
14 Andes Chemical	48.4
15 ARCSul Industria e Comercio de Produtos Quimicos	45.2
16 Metachem	40.6
17 T.Z. Group	39
18 Dinaco Importacao, Comercio	24.5
19 Grupo Pochteca	22
20 CG Kemikalien	19.4
21 BRISCO DO BRASIL INDUSTRIA QUIMICA E COMERCIO	19
22 The Chemical Company	18.4
23 CLARIQUIMICA COMERCIO DE PRODUTOS QUIMICOS	18.4
24 Pon Pure Chem	15.6
25 Omya	10.7
26 ECEM European Chemical Marketing	10.1
27 HugoHaffner Group	8.5
28 The Plaza Group	8
29 PHT International	7.9
30 Arpadis	7

NOTE: *Sales are by region and may differ from the total sales figure in the overall listing
SOURCE: Companies, ICIS

Dublin, Ireland

www.pluschem.com

Executive director: David Salter

Products: Specialty and fine chemicals, pharmaceutical ingredients, cosmetic raw materials, food ingredients, feed additives, agrochemicals

Services: Marketing, storage

Assets: Three wholly owned warehouses (France, Spain, India); wholly owned corporate offices in Dublin, Ireland, Paris, France, Barcelona, Spain, Bielefeld, Germany, Malmo, Sweden, and Mumbai, India

**23 PROTEA
CHEMICALS**
2011 SALES: RAN4 48N
(\$495M)

Johannesburg, South Africa

www.proteachemicals.co.za

Managing director: Gavin

Brimacombe

Products: Industrial chemicals, personal care ingredients, pharmaceutical ingredients, food ingredients, animal feeds, coatings, waxes and oils, mining chemicals, water treatment chemicals, detergents, polymers, agricultural chemicals, oil and gas chemicals

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

Assets: Full-service facilities in Johannesburg, Springs, Welkom, Polekwane, Nelspruit, Pretoria, Durban, Richards Bay, Pinetown, Port Elizabeth, East London and Cape Town in South Africa and in Nairobi in Kenya, Luanda in Angola and Bulawayo in Zimbabwe

24 CG CHEMIKALIEN
2011 SALES: €384.4M
(\$489.1M)

Laatzen, Germany

www.cg-chemikalien.de

CEO: Uwe Klass

Products: Organic and inorganic chemicals, solid matters, acids/alkaline solutions, solvents, specialties, food ingredients, feed additives, intermediates, pharmaceutical ingredients, cosmetic ingredients, paints and varnishes and water-treatment chemicals

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

Assets: Five warehouses, 100 trucks

TOP 100 CHEMICAL DISTRIBUTORS

25 DOVECHEM GROUP 2011 SALES: \$423.2M Singapore

www.dovechem.com

Group managing director and CEO:
Dato Andrew Ng

Products: Solvents, acids, aliphatics, amines, aromatics, alcohols, chlorinated solvents, esters, glycols, ethers and ketones, acrylates, resins, plasticizers, pigments, rubber chemicals

Services: Blending, packaging, storage and logistics

Assets: Eleven warehouses, 13 sales offices, 220 trucks, three blending facilities, eight bulk liquid storage facilities

26 HYDRITE CHEMICAL 2011 SALES: \$422M

Brookfield, Wisconsin, US

www.hydrite.com

CEO: John Honkamp

Products: Chlor-alkali, foam control chemicals, food processing sanitation chemicals, inks and adhesives, liquid sulfites, paints and coatings materials, pulp and paper chemicals, organic chemicals, inorganics, metal finishing chemicals, solvents and various water-treatment chemicals

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

Assets: 11 locations, bulk storage capacity of more than 6m gal, private fleet of trucks and drivers

27 SAFIC-ALCAN 2011 SALES: €325M (\$421M)

Puteaux, France

www.safic-alcant.com

CEO: Martial Lecat

Products: Specialty chemicals for rubber, adhesives, polyurethanes, coatings, pharmaceuticals and cosmetics

Services: Blending, packaging in UK

Assets: Twenty warehouses throughout Europe

28 NORDMANN, RASSMANN 2011 SALES: €300M (\$389M)

Hamburg, Germany

www.nrc.de

CEO: Edgar Nordmann

Products: Additives, adhesive raw materials, binders and curing

agents, composites, construction chemicals, cosmetic raw materials, dispersion paints, effect pigments, elastomers, fatty acids, flame retardants, food additives, functional fillers, granulated cleaning agents, heat transfer fluids, household and industrial cleaning agents, lubricant additives, oleochemicals, polyethylene waxes, pharmaceutical raw materials, pigments and fillers, polyurethane (PU) and additives, process oils, rubber chemicals, synthetic rubber, thermoplastics

Services: In-house laboratory, storage, filling

29 ARKEM KIMYA SANAYI VE TICARET 2011 SALES: \$380M

Istanbul, Turkey

www.arkem.com

President: Levend Kokuludag

Products: Solvents, aromatics, glycols, acrylic esters, acetyls, special boiling point products, ethanol, chlorinated solvents, surfactants, isocyanates, phosphates, amines, polyvinyl alcohols (PVOHs), nitrocellulose, titanium dioxide, plastics, and blends

Services: Blending, packaging, drumming, storage, transportation, customs clearance, financing

Assets: Shore tank terminal with 60,000m³ capacity out of 53 tanks, 1,000m² warehouse, 25 trucks, 40 trailers, 500 iso tanks (110 owned and 390 leased)

30 MULTISOL GROUP 2011 SALES: £239.6M (\$371.9M)

Nantwich, Cheshire, UK

www.multisolgroup.com

CEO: Andrew Wilkins

Products: High purity aliphatics, aromatics, alcohols, specialty esters, plasticizers, white oils, coalescing agents, advanced lubricant additives, fuel additive components, process oils, Group II base oils, Group III base stock, Group IV hydrocracked base stock, dyes and markers, as well as high-performance lubricant packages

Services: Technical market development, blending, contract packing, toll manufacturing

Assets: Nantwich headquarters; Greater Manchester, UK, operational site; Paris, France, headquarters; Sotteville Les Rouen, France, operational site; Cape Town, South Africa, headquarters

ASIA CHEMICAL DISTRIBUTION LEADERS 2011*

Company	Sales (\$m)
1 ICC Chemical	891
2 Connell Brothers	815
3 DKSH**	557
4 Brenntag	538.5
5 Dovechem Group	423.2
6 Pon Pure Chem	296.1
7 Petrochem Middle East	288.8
8 Pluschem EEIG (European Economic Interest Group)	259.2
9 IMCD Group	216.4
10 Indukern	150.3
11 Manuchar	127.2
12 Vimal Intertrade	120.1
13 Omya	106.5
14 Union Petrochemical	106
15 Univar	100
16 Biesterfeld	64.8
17 Caldic	64.8
18 TER GROUP	51.8
19 CellMark Chemicals (formerly Alcan International Network)	47
20 Ram Charan	40
21 ECEM European Chemical Marketing	31.5
22 McKinn International	26.6
23 Melrob	26.5
24 Arpadis	26.4
25 Multichem Specialities	23
26 Norkem Holdings	11.8
27 2M Holdings (Banner Chemicals, Surfachem)	10.9
28 SAFIC-ALCAN	10.4
29 Azelis	7.2
30 HugoHaffner Group	7
31 Atlantic Chemicals Trading	6.5
32 Rahn Group	5
33 NovaSol Chemicals	4.1
34 PHT International	4

NOTE: *Sales are by region and may differ from the total sales figure in the overall listing
**Industry estimate SOURCE: Companies, ICIS

31 KRUSE HOLDING 2011 SALES: €285M (\$369M)

Balve, Germany

www.kruse-gruppe.de

CEO: Andreas Fruh, Matthias Kruse

Products: Acids, reduction agents, alkalies, cleaning agents, gritting agents, lime, mineral fillers, pigments, salts, solids, solvents, specialty chemicals, surface treatment products, water chemicals

Services: Analysis, mixing and blending, logistic services, outsourcing, packaging, recycling and disposal of chemicals, single sourcing, storage

Assets: Nine warehouses with tanks for organic and inorganic chemicals, and several mixing and blend-

ing facilities; 16 sales offices; 53 owned trucks

32 KODA DISTRIBUTION GROUP

2011 SALES: \$350M

Garland, Texas, US

www.koda.com

President and CEO: Robert Spadoni

Products: Adhesives and sealants, pigments, additives, resins, personal care chemicals, lubricant additives, surfactants, dispersants, plasticizers, solvents, rheology modifiers, food and fragrance additives, thickening agents, containers (buckets and pails), acids, amines, construction additives

TOP 100 CHEMICAL DISTRIBUTORS

Services: Technical sales, warehousing, formulation help, laboratory services, logistics services

Assets: Fifty regional warehouses, 20 company trucks, six regional technical laboratories

33

M. CASSAB

2011 SALES: R640.2M (\$343.7M)

Sao Paulo, Brazil

www.mcassab.com.br

Directors: Mario Sergio and Victor Cutait

Products: Cosmetic ingredients, feed additives, food additives, household chemical lubricant additives, paints and varnish materials, pharmaceutical ingredients, plastic and rubber additives, polyurethane (PU) specialties, textile chemicals

Services: Blending, packaging, storage, chemical analysis, technical support, trading, delivery within 24 hours

Assets: Six warehouses, 17 tanks with capacity of 1,200m³, four feed premix plants, one food premix

plant, 11 branches in Brazil, one branch in Argentina and one branch in China

34

REDA CHEMICALS

2011 SALES: \$343M

Al-Khobar, Saudi Arabia

www.redachem.com

CEO: Abboud Smadi

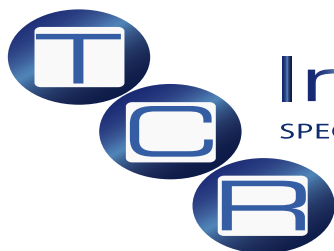
Products: Oil-field chemicals, water treatment chemicals, coatings chemicals and resins, construction chemicals, additives for plastics and rubber, engineering plastics and elastomers, personal care and detergent chemicals, pharmaceutical ingredients, textile and paper chemicals, food ingredients, feed additives and minerals, fire suppression chemicals, and other specialty chemicals

Assets: Twenty-three sales offices in 18 countries; 800+ employees; 25 warehouses; five blending plants; six testing labs for oil-field, water treatment, carpet backing, bakery additives, personal care, binders and resins

MIDDLE EAST AND AFRICA CHEMICAL DISTRIBUTION LEADERS 2011*

Company	Sales (\$M)
1 Brenntag	565
2 Protea Chemicals	495
3 Petrochem Middle East	421.1
4 REDA Chemicals	343
5 ICC Chemical	218
6 Manuchar	180.6
7 Omya	63.9
8 Quimidroga	42.8
9 IMCD Group	40.2
10 Biesterfeld	38.9
11 Multisol Group	38.8
12 Arpadis	33.5
13 Indukern	20.7
14 SAFIC-ALCAN	15.6
15 2M Holdings (Banner Chemicals, Surfachem)	15.5
16 Wego Chemical & Mineral	10
17 Arkem Kimya Sanayi Ve Ticaret	7
18 Norkem Holdings	6.4
19 ECEM European Chemical Marketing	5.3
20 Barcelonesa de Drogas	5.3

NOTE: *Sales are by region and may differ from the total sales figure in the overall listing
SOURCE: Companies, ICIS



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Toyo

Vitro Minerals
WPC Technologies
World Minerals

Southwest Principals

Specialty Polymers
Styron, LLC
Taminco
3V Corporation
WPC Technologies

TOP 100 CHEMICAL DISTRIBUTORS

35

HAWKINS

2011 SALES: \$342.6M

Minneapolis, Minnesota, US

www.hawkinsinc.com

President and CEO: Patrick Hawkins

Products: Water treatment chemicals, agricultural chemicals, processing chemicals, electronic chemicals, food additives and antimicrobials, metal and mining chemicals, paper chemicals, semiconductor chemicals, laboratory chemicals, cleaning chemicals, pharmaceutical ingredients, surface finishing chemicals, diesel exhaust fluid

Services: Acid/base reactions, blending, packaging, and chemical equipment

Assets: 25 warehouses, 15m+ gal of bulk storage

36

QUADRA CHEMICALS

2011 SALES: \$335.7M

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 fertilizers; pulp and paper chemicals; metal treatment and galvanizing chemicals; construction chemicals; coatings; adhesives; sealants; elastomers; pool and spa chemicals; oil refining and gas processing chemicals; steam assisted gravity drainage (SAGD) chemicals; nutritional and functional ingredients, health and personal care ingredients, pharmaceuticals, nutritional supplements and nutraceuticals, cosmetic ingredients and fragrances; hair, skin and sun care ingredients; personal hygiene and oral care ingredients

Services: Product and logistical expertise, blending, packaging, storage, petroleum services

Assets: Six owned facilities in Canada (Quebec, Ontario, Alberta,

British Columbia) allowing for coast-to-coast market coverage, over 40 additional stocking locations

37

PON PURE CHEM

2011 SALES:

RS16.54BN (\$311.7M)

Chennai, India

www.pure-chemical.com

Chairman and managing director: M. Ponnuswami

Products: Aromatics, acids and derivatives, ketones, hydrocarbons, chlorinated solvents, aliphatic solvents, alcohol, esters, ethers, monomers, coatings and inks, plastics and composites, textile chemicals, leather and paper chemicals, fuel additives

Services: Small repacking, underground storage facility, technical service, custom blending, just-in-time delivery, transportation

Assets: 28 branches in India and five overseas; 34 warehouses; leased terminal facilities at Kandla, Mumbai, Ennore, Kakinada, Jabel Ali; technical service laboratory

38

EMCO CHEMICAL DISTRIBUTORS

2011 SALES: \$297.3M

North Chicago, Illinois, US

www.emcochem.com

President and CEO: Edward Polen

Products: Adhesives, coatings, elastomers and sealant ingredients, lubricant additives, metal-working chemicals, cleaning and detergent chemicals, pharmaceutical ingredients, personal care ingredients, resins, solvents, inorganics, surfactants

Services: Technical services, blending, contract packaging, serve as a terminal for suppliers, waste services for disposal of hazardous and non-hazardous waste, providing certificates of destruction when the waste is thermally destroyed

Assets: Three production and manufacturing locations in North Chicago, Illinois, Columbia, Illinois, and Pleasant Prairie, Wisconsin; public warehouse in Minneapolis, Minnesota, and Mishawaka, Indiana; fleet of 33 power units and 63 trailers

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39 CAMPI Y JOVE
2011 SALES: €225M
(\$291.6M)

Barcelona, Spain
www.cyjsa.com

Managing director: Ramon Jove Pons

Products: Coatings chemicals, adhesives, sealants, composite chemicals, home care chemicals, detergents, lubricants, metalworking chemicals, cosmetic ingredients, pharmaceutical ingredients, water treatment chemicals, pulp and paper chemicals, construction chemicals, textile effects, polyurethane (PU) chemicals, polyvinyl chloride (PVC) additives

Services: Warehousing, packaging and drumming, blending, dilutions, and logistics

Assets: Warehouses in Barcelona, Madrid, and Navarra, Spain; Lisbon, Portugal; Mohammedia, Morocco; and Port Rades and Sfax, Tunisia

40 TENNANTS DISTRIBUTION
2011 SALES: £183M

(\$284.1M)
Manchester, UK

www.tennantsdistribution.com

Managing directors: Andrew Mitchell and Stuart Alexander

Products: Acids and alkalis; animal feed raw materials; fatty acids, alcohols and esters; flotation reagents; food and flavor chemicals; general chemicals; reduction reagents; personal care ingredients; pharmaceutical products; polymers; resins; solvents; specialty products; surfactants; water treatment chemicals

Services: Warehousing and storage, repackaging, blending, formulating, and relabeling

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

41 CCC
2011 SALES: \$275M
Toronto, Ontario, Canada

www.ccc-group.com

President and chief operating officer: David Emerson

Products: Coatings specialties, environmental and water treatment

chemicals, food ingredients, inorganics, mining chemicals, oil-field chemicals, pharmaceutical ingredients, polymer additives, pulp and paper chemicals, solvents

Services: Packaging, trans-loading, storage, blending

Assets: Nine warehouses, 20 trucks

42 THE PLAZA GROUP
2011 SALES: \$272M
Houston, Texas, US

www.theplazagr.com

President: Randy Velarde

Products: Acetone, aromatic and aliphatic solvents, benzene, methyl ethyl ketone (MEK), styrene, ethyl acetate (etac), isopropyl alcohol, methanol, phenol, specialty polymers, synthetic rubber, toluene, xylenes

Services: Market development, refinery/petrochemical marketing and sales, complete customer service, logistics, rate negotiation, carrier selection, performance monitoring, inventory management, administration, account consolidation and assurance

43 EIGENMANN & VERONELLI
2011 SALES: €205M

(\$265.7M)

Milan, Italy
www.eigver.it

President: Giovanni Bestetti

Products: Specialty chemicals for adhesives, construction, cosmetics, detergent ingredients, food ingredients, industrial chemicals, leather chemicals, paper chemicals, pharmaceutical ingredients, plastic additives, polyurethane chemicals, rubber chemicals, surface coatings, textile chemicals, production including toll and third-party manufacturing, repackaging, warehousing

Assets: Two production plants, and three warehouses

44 L.V. LOMAS
2011 SALES: C\$259.9M
(\$254.4M)

Brampton, Ontario, Canada

www.lvomas.com

Chairman Rand Lomas; President: Kevin Russell

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TOP 100 CHEMICAL DISTRIBUTORS

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

Services: Storage, technical sales and marketing with Canada-wide coverage, blending, delivery, third-party logistics (3PL) services, packaging, freight management, co-packing, retail display and point-of-purchase display assembly, regulatory affairs expertise

Assets: Seven warehouses totaling 650,000 square feet, 10 tractors, 17 trailers, one fixed-axle truck

45

PVS CHEMICALS

2011 SALES: \$248M

Detroit, Michigan, US

www.pvschemicals.com

President and CEO: James Nicholson

Products: Agricultural chemicals, biofuel process chemicals, caustic soda, food additives, green chemicals, heat transfer chemicals, hydrogen peroxide, household, industrial and institutional cleaning chemicals, metal finishing chemicals, mineral acids, water treatment chemicals

Services: Manufacturing, blending, customer product research, safety training

Assets: Two warehouses totaling 290,000 square feet

46

INTERSTATE CHEMICAL

2011 SALES: \$245M

Hermitage, Pennsylvania, US

www.interstatechemical.com

Chairman, CEO and President: Albert R. Punturieri

Products: Alcohols, caustic soda, acids, solvents, ketones, glycols, ethers, esters, catalysts, plasticizers, resins, hydrogen peroxide, adhesives and sealants, chlorinated solvents, fatty chemicals

Services: Toll manufacturing, blending, hazardous waste services, technical training, contract packaging, safety training, river terminal services (tankage and logistics)

Assets: Total storage of 30.1m gal; tank farm locations in Pueblo, Colorado; Omaha, Nebraska; Rock Island and Chicago, Illinois; Erie, and Pittsburgh, Pennsylvania; River terminal locations in Chicago, Illinois;



Pittsburgh, Pennsylvania; warehouse capacity of 530,000 square feet; fleet of 150 tractors, 135 tankers, 60 trailers

47

BANDEIRANTE BRAZMO

R455M (\$244M)

Maua, Sao Paulo, Brazil

www.bbquimica.com.br

CEO: Fabio Rios Haberland

Products: Coatings additives, titanium dioxide, specialty resins, carbon black, aliphatic and aromatic solvents, oxygenated solvents, tailor-made blends, household and personal care chemicals, silicas, UV monomers/oligomers, amines, agricultural chemicals, glycols, epoxy resins, mining chemicals, pharmaceutical ingredients

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

Assets: 11 branches, 95 tanks, five warehouses, 1,000 intermediate bulk containers, two laboratories, truck fleet

48

DEHON GROUP

2011 SALES: €185M

(\$240M)

Vincennes Cedex, France

www.inventec.dehon.com

President: Pierre-Etienne Dehon

Products: Solvents; solder paste; solder flux; gas blends; detergents; propellants; car care products (cool-

ing liquid, screenwash, polish); refrigeration, air conditioning and heating agents

Services: Blending, packaging, waste treatment, collection and recycling, consulting, engineering

Assets: Nine production sites, and 10 subsidiaries

49

GRUPO POCHTECA

2011 SALES: \$236M

Mexico City, Mexico

www.grupopochteca.com.mx

Executive director: Eugenio Manzano

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

Services: Blending, packaging, storage and logistics solutions, product application, development labs, quality control

Assets: 127+ unit fleet; facilities with a total of 231,000m² in 30 cities; capacity of 77,000m² for storage of dry product and 12.1m liters for liquids

50

ECEM EUROPEAN CHEMICAL MARKETING

2011 SALES: \$230.3M

Amsterdam, the Netherlands

www.ecem.com

CEO: Barend Barendse

Products: Acrylic/methacrylic monomers, hydroxy monomers, special methacrylate and acrylate monomers, anhydrides, acryla-

mides, isocyanates, phosphonates, initiators, stabilizers

Services: Tank storage and warehousing, packaging and drumming, blending

Assets: Specialized distributors with offices in the EU, China, Japan and Brazil

51

M.F. CACHAT

2011 SALES: \$222M

Lakewood, Ohio, US

www.mfcachat.com

President: John Mastrantoni

Products: Adhesives and sealants, catalysts, food additives, inorganics, ketones, pigments, plasticizers, resins, surfactants, thickening agents

Services: Storage, packaging, technical support

Assets: 11 warehouses, full-line inventory, technical sales force, inside sales team

52

UNIPEX

2011 SALES: €170.8M

(\$221.3M)

Paris, France

www.unipex.com

President and CEO: Patrice

Barthelmes

Products: Specialty chemicals including personal care, active pharmaceutical ingredients (APIs), excipients, nutrition, fine chemicals; commodity chemicals

Services: Formulation, product co-development, research and develop-

TOP 100 CHEMICAL DISTRIBUTORS

ment, cosme-to-vigilance, and consumer testing

53

ARCHWAY SALES

2011 SALES: \$220M

St. Louis, Missouri, US

www.archwaysales.com

President: David Baumstark

Products: Coatings, adhesives, sealants and elastomer (CASE) urethanes, specialty resins, pigments, flame retardants, specialty additives, fillers, adhesives and sealants, amines, lubricants, plasticizers, surfactants, thickening agents, corrosion inhibitors, biocides

Services: Repackaging, blending, bulk storage, public warehousing

Assets: 16 warehouses, and seven offices

54

WEGO CHEMICAL & MINERAL

2011 SALES: \$218.9M

Great Neck, New York, US

www.wegochem.com

Co-principals: Bert Eshaghpour and Edward Khalily

Products: Chemicals for agriculture, cosmetics, personal care, detergent, compounding, flux, food, feed, beverage, oil-field, mining, plastics and resins, pulp and paper, textiles, pool and water treatment

Services: Logistics, warehousing, and outsourcing

Assets: 30 warehouse locations

55

HORN

2011 SALES: \$218.6M

La Mirada, California, US

www.ethorn.com

CEO: Gene Alley

Products: Paints and coatings chemicals; composite chemicals; elastomers; adhesives; electronic chemicals; lube/metalworking fluids; food and nutrition ingredients; cosmetics/personal care chemicals; household, industrial and institutional chemicals; and animal wellness ingredients

Services: Toll blending/production and packaging of food, nutritional and animal wellness items

Assets: 12 warehouse locations, and four trucks

56

MARUBENI SPECIALTY CHEMICALS

2011 SALES: \$215M

White Plains, New York, US

www.chemdot.com

President Yoshihiro Ono; Managing director: Sean Macdonald

Products: Acids, amino acids, coatings materials, food and feed additives, crop protection chemicals and fertilizers, organic/inorganic chemicals, pharmaceutical active ingredients, plastics, polyurethane (PU) chemicals, specialty chemicals, vitamins, flavors and fragrances, fatty alcohols/acids, food and beverage ingredients, glycols, ketones, and surfactants

Services: Sourcing, marketing, research and development, logistics, inventory management, global supply chain services

57

NORKEM HOLDINGS

2011 SALES: \$204M

Knutsford, Cheshire, UK

www.norkem.com

Chairman: M.J. Smith

Products: Iodine and iodine salts, zinc oxide and zinc salts, manganese compounds, copper salts, barium carbonate, citric acid, potassium carbonate and hydroxide, sodium silicofluoride, food chemicals, pharmaceutical intermediates, feed chemicals

Services: Blending, packaging, manufacturing, liquid suspensions, and liquid solutions

Assets: Eight locations worldwide

58

SUPERIOR SOLVENTS & CHEMICALS

2011 SALES: \$192M

Indianapolis, Indiana, US

www.superiorsolvents.com

President: Ray Roembke

Products: Alcohols, amines, catalysts, chlorinated solvents, esters, glycol ethers, institutional and industrial cleaners, ketones, plasticizers, polyglycols, solvents, surfactants, aqueous cleaners,

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

THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
Hubbard-Hall

Hubbard-Hall Inc., an ISO 9001-2008 certified Omni-Chem¹³⁶ partner, brings hands-on expertise to the intersection of manufacturing and chemistry creating economic value for every customer for over 160 years. A virtual chemical supermarket, Hubbard-Hall distributes over 5000 chemicals, and specialty blends for custom applications, sold throughout the world by a network of regional distributors.



Waterbury, CT
800.648.3412
www.hubbardhall.com



www.omni-chem.com

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The strengths of many. The power of one.

THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
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 80 years.



CHEMICAL CO.

Brookfield, WI
262.792.1450
www.hydrите.com



www.omni-chem.com

TOP 100 CHEMICAL DISTRIBUTORS

unsaturated polyester resins (UPR), fiberglass

Services: Manufacturing, solvent reclamation, proprietary blending, contract packaging, warehousing
Assets: 11 distribution facilities, 55 power units, 75 box trailers, 55 bulk tankers, 2.5m gal bulk storage

59 KRAHN CHEMIE
2011 SALES: €140M (\$181M)

Hamburg, Germany
www.krahn.de

Managing directors: Jorg Schottek (CEO), Rolf Kuropka, Axel Sebbesse
Products: Specialty chemicals for coatings, adhesives, sealants, plastics, rubber, lubricants, ceramics – includes additives, pigments, dyes, plasticizers, resins, synthetic rubber, ethylene vinyl acetate (EVA), adhesion promoters, mold release agents, ceramic powders, base oils, functional fillers, as well as structural adhesives
Services: Business development, technical support, logistics, drum-

ming and packaging, bulk breaking, local storage and warehousing, sampling, blending, formulating, laboratory analysis (2013)

60 CSD-STARTEX
2011 SALES: \$176.5M
Conroe, Texas, US

www.csdinc.org

President: Jim Lombardi;
CEO: Steve Cooke

Products: Aromatics, aliphatics, ketones, glycol ethers, glycols, surfactants, silicones, chlorinated solvents, esters and acetates, base oils, specialty lubricants, amines, inorganics, alcohols, plasticizers

Services: Custom blending, custom packaging, contract drumming, and lab analysis

Assets: 189 employees, 26 tractors, 38 trailers

61 ARPADIS
2011 SALES: €136M (\$176M)

Berchem, Antwerp, Belgium

www.arpadis.com

Chairman: Laurent Abergel

Products: Acrylates and monomers, polyurethanes (PU), solvents, glycols, phosphonates, "green and" recycled products, resins, ethanolanamines

Services: Blending, packaging, storage, polymerization

62 BANG & BONSOMER
2011 SALES: €134M (\$174M)

Helsinki, Finland

www.bangbonsomer.com

CEO: Mikko Teittinen

Products: Specialty chemicals for construction, paint and coatings, food, plastics and packaging, composites, personal and home care, rubber and polymer compounding
Services: Blending, dissolving, packing and selling of industrial chemicals, technical service

Assets: 12 warehouses, 14 offices, one laboratory and one production location in eight countries

63 BARTON SOLVENTS
2011 SALES: \$172.7M
Des Moines, Iowa, US

www.barsol.com

President: David Casten

Products: Aliphatics, aromatics, alcohols, ethyl alcohols, glycols, glycol ethers, esters/acetates, ketones, silicones, resins, surfactants, oils/lubricants, specialties, heat-transfer fluids

Services: Blending; packaging; ethyl alcohols – complete with distilled spirits permit (DSP); small bulk deliveries; vendor managed inventory; custom training programs; hazardous waste transportation; NF, FCC, ACS, USP Kosher packaging; just-in-time delivery; as well as logistics planning
Assets: Six midwest US stocking locations, 72 tractors, 43 van trailers, 59 bulk trailers, 19 hybrid delivery tankers, two distilled spirits permitted facilities

64 MAYS CHEMICAL
2011 SALES: \$171M
Indianapolis, Indiana, US

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

THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
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.



Berkeley, CA
510.549.3535
www.pcchem.com



www.omni-chem.com

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

THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
Industrial Chemicals Corporation

For over 55 years, **Industrial Chemicals Corporation** has been providing quality products and service to western state businesses. With an emphasis on personal service, ICC focuses on providing the products and services that meet your chemical needs. With a history of being there when you need us, Industrial Chemicals Corporation is your reliable source for local, responsive service.



Arvada, CO
303.427.2727
www.industrialchemcorp.com



www.omni-chem.com

TOP 100 CHEMICAL DISTRIBUTORS

www.mayschem.com

CEO: William Mays

Products: Acids, adhesives and sealants, alcohols, amines, chlor-alkali, esters, fatty chemicals, flavors and fragrances, food additives, glycol ethers, hydrogen peroxide, industrial gases, inorganics, lubricants, pigments, plasticizers, polyglycols, resins and solvents

Services: Custom blending, packaging, storage and logistics, warehouse services

65

CELLMARK CHEMICALS (FORMERLY ALCAN INTERNATIONAL NETWORK)

2011 SALES: \$169M

Stamford, Connecticut, US

www.cellmark.com

President, CEO and managing director, chemicals Americas: Hugo Galletta; Managing director, chemicals Europe, Middle East Gulf: Henri-Marc Perrin; Managing director, chemicals Asia and India: Jason Yu

Products: Semiconductor chemicals, renewable batteries, oil and gas chemicals, water treatment chemicals, coatings, agrochemicals, flame retardants, food ingredients, beverage ingredients, beauty and oral care ingredients, active pharmaceutical ingredients, organic chemicals, inorganic chemicals, specialty and fine chemicals

Services: Sales and marketing, sourcing, custom manufacturing, packaging, blending, technical support, regulatory support, market research, logistics, trade finance

Assets: Public warehouses in over 20 locations worldwide

66

HSH CHEMIE

2011 SALES: €129M
(\$167M)

Hamburg, Germany

www.hsh-chemie.com

Group managing directors: S. Rather, S.P. Lohden, F. Raabe

Products: Specialty chemicals for paint, adhesives and building products, cosmetic and household, food

and pharmaceuticals, plastic and rubber, industrial specialty applications

Services: Technical consultancy, transport, storage, financing, full compliance support, marketing

Assets: Two office buildings

67

ATLANTIC CHEMICALS TRADING

2011 SALES: \$165.6M

Hamburg, Germany

www.act.de

CEO: Ramin Ghaffari

Products: Vitamins, amino acids, sweeteners, caffeine, taurine, carnitine, saccharine, preservatives, flavors and fragrances, potassium sorbate, aspartame, acesulfame K, feed additives, food additives

Services: Distribution, customizing, global supply chain services

Assets: 13 offices worldwide, several warehouses worldwide

68

HUGOHAFFNER GROUP

2011 SALES: \$159M

Asperg, Germany

www.hugohaeffner.com

Managing directors: Jurgen Martin and Derk Proff

Products: Water treatment chemicals, paint and coating additives, food and feed additives, metal treatment chemicals, household and personal care ingredients, lubricant additives

Services: Blending and formulating, drumming, and hazardous chemical storage

Assets: Six warehouse facilities across Europe with tank farm for acids/lyes/solvent and Hazard Analysis and Critical Control Points (HACCP) filling and blending area, one laboratory, 22 trucks

69

2M HOLDINGS (BANNER CHEMICALS, SURFACHEM)

2011 SALES: £100M (\$155M)

Runcorn, UK

www.bannerchemicals.com, www.surfachem.com, www.samplerite.

CSC jäcklechemie

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Competence in Chemical Distribution

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 - High Quality Parts Cleaning
 - Life Science
 - Water & Environment



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THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
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. Now, with the addition of **Sweetlake Chemical**, their service area has expanded to include Houston and Monterey, Mexico. Discover what Industrial Chemicals' customers already know; service sells.



Sweetlake Chemical, Inc.
Birmingham, AL
800.476.2042



Industrial Chemicals, Inc.
Birmingham, AL
800.476.2042



www.omni-chem.com

TOP 100 CHEMICAL DISTRIBUTORS

com, www.mpstorage.co.uk

Chairman and CEO: Mottie Kessler

Products: Surfactants, biocides, pharmaceutical intermediates, preservatives, reology modification chemicals, pigments, solvents, completion and drilling fluids, chlorinated solvents, reducing agents, refinery catalyst regeneration, perchloroethylene (perc), trichloroethylene (TCE), precision and electronic cleaning chemicals

Services: Blending, packaging, storage, personal and home care formulation advice, samples management, chemical waste transfer
Assets: Three warehouses; China, UK, Ireland sales locations

70

ALGOL CHEMICALS

2011 SALES: €118M (\$153M)

Espoo, Finland

www.algolchemicals.com

Managing director: Raul Henriksson

Products: Chemicals for paints and coatings, food and feed, polymers, metal treatment, industrial chemicals

Services: Blending; packaging; storage; laboratories (paint and metal); health, safety, environment and quality (HSEQ) services; logistics

Assets: Sales offices and warehouses in Finland, Norway, Denmark, Sweden, Estonia, Latvia, Lithuania, Russia, Ukraine and Belarus; 14 warehouses in 10 countries; laboratories in two countries

71

SPECIAL MATERIALS COMPANY

2011 SALES: \$142M

New York, US

www.smc-global.com

President and CEO: Adam Feldman

Products: Phosphorous derivatives, VOC-compliant solutions, paper and pulp chemicals, cyanide salts, photoimaging chemistry, glass etching acids, chemical intermediates, raw materials, CASE (coatings, adhesives, sealants, elastomers) products

Services: Blending, formulating, packaging, storage, grinding

Assets: 14 warehouses, six trucks and tankers

72

HARKE GROUP

2011 SALES: €105M (\$136M)

Mulheim an der Ruhr, Germany

www.harke.com

President: Thorsten Harke

Products: Cleaning and detergent chemicals, coatings, electronic chemicals, food ingredients, health and functional food, industrial chemicals, personal care ingredients, pharmaceutical excipients, phosphates, plastics, speciality films, specialty chemicals, synthetic polymers, water-soluble films, water treatment chemicals

Services: Packaging, storage, blending, mixing, refilling, consulting, sales and marketing

Assets: Warehouse, packaging machines, filling stations, tanks

73

CHEMICALS INC. USA (CHEMGROUP)

2011 SALES: \$133.5M

Cincinnati, Ohio, US

www.chemgroup.com

President: Marty Wehr

Products: Acids, chlor-alkali, alcohols, solvents, surfactants, hydrogen peroxide, soda ash, sodium hypochlorite, amines, industrial gases, water treatment chemicals, borates, sodium formate

Services: Blending, solvent reclamation, warehousing, technical and safety training

Assets: Nine warehouses with 360,000 square feet of warehouse space, 2.75m gal bulk storage, 17 tractors, 16 straight trucks, 24 trailers, seven tankers

74

THOMMEN-FURLER

2011 SALES: SWFR 124M (\$132M)

Buren, Switzerland

www.thommen-furler.ch

CEO: Franz Christ

Products: Industrial chemicals (inorganics, organics, liquids and solids), hygiene and surface cleaning products, activated carbon, inter-

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TOP 100 CHEMICAL DISTRIBUTORS

mediates, plasticizers, high-purity solvents and reagents, electronic grade chemicals, industrial and automotive lubricants, marine and aviation lubricants, automotive fluids, automotive car-care products, reducing agents, wastewater treatment chemicals, wastewater treatment installations

Services: Storage, blending, mixing, packaging, laboratory services, quality and control tests, hazardous waste management, OptiTank tank farm management by telemetry
Assets: Three dedicated sites for chemical and hazardous waste handling, tank farms; warehouses for chemicals and hazardous waste, blending, mixing and filling installations, waste treatment installations; 50 road tankers and trucks for general cargo

**75 CSC
JAECKLECHEMIE**
2011 SALES: €100.7M
(\$130.5M)
Nuremberg, Germany

www.csc-jaekle.de
CEO: Robert Spath and Bernd Kurth
Products: Industrial chemicals (acids, alkaline solutions, solvents, solids), specialties (coatings, adhesives and sealants, high quality parts, cleaning, life science, water and environment)
Services: Technical expertise and field service, warehouse distribution, direct distribution, inventory management, blending and repackaging, disposal of chemical waste, worldwide shipment, trucking
Assets: Storing, filling and trans-shipment site; warehouse; laboratory for quality assurance; seven tank wagons for chemicals; 15 trucks; 26 company vehicles

76 TILLMANN'S
2011 SALES: €99.5M
(\$128.9M)
Milan, Italy
www.tillmanns.it
Stefan Vollmer
Products: Pigments, binders, additives, resins, waxes, preserva-

tives, antioxidants
Assets: Two warehouses

**77 NOVASOL
CHEMICALS**
2011 SALES: \$126.7M
Wezembeek-Oppem, Belgium
www.novasolchemicals.com
General manager: Thomas Hoesch
Products: Monomers, specialty monomers, specialty solvents, process and performance chemicals, additives and intermediates, denaturants, oil and gas specialty chemicals
Services: Blending, packaging, storage, distribution, vendor-managed inventory; REACH consulting and representation

78 VELOX
2011 SALES: €96.5M
(\$125.1M)
Hamburg, Germany
www.velox.com
Managing directors: Max Schlenzig and Bernard Goursaud; General manager Francois Minec

Products: Plastics, flame retardants, impact modifiers, functional fillers, resins, pigments, polyols
Services: Blending, packaging, storage, sampling, chemical analysis

**79 HARWICK
STANDARD
DISTRIBUTION**
2011 SALES: \$125M
Akron, Ohio, US
www.harwickstandard.com
President and CEO: Ernest Pouttu
Products: Polymers, rubber chemicals, plasticizers, process oils, flame retardants, activators, chemical and color dispersions, processing aids, organic peroxides, resins, vulcanizing agents, colorants, fillers, stabilizers, dry liquid concentrates
Services: Warehousing, bulk break cargo, logistics, storage, technical support, regulatory support
Assets: Eight warehouses

80 SOLVENTIS
2011 SALES: £80.3M
(\$124.6M)



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After 14 years, Special Materials Company (SMC) has transformed from a small start-up to a \$120 MM+ global specialty chemical company combining expertise in manufacturing, distribution and efficient supply chain management.

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Providing a competitive advantage...

www.smc-global.com



THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
TransChemical Inc.

Transchemical Inc. is a proud new member of Omni-Chem¹³⁶ chemical distribution network. We have been providing chemical needs in the Midwest for nearly 40 years. We are an ISO 9001-2008 certified company offering a wide array of products, custom blending, and transportation services. Our transportation fleet and large storage capacity allows us to provide just-in-time services for our customers. Our goal is to reduce the cost of doing business with our customers through innovative solutions. Let us solve your chemical and logistic needs.



Ph: 314-231-6905
Toll Free: 888-873-6481
Fax: 314-231-5851
sales@transchemical.com



www.omni-chem.com

TOP 100 CHEMICAL DISTRIBUTORS

Guildford, Surrey, UK

www.solventis.net

Managing director and owner: David Lubbock; Commercial director: Nick Johnson

Products: Acrylates, alcohols, automotive products, esters, glycols, glycol ethers, hydrocarbons, ketones, monomers, propylene glycol ethers

Services: Importing of bulk chemicals, global bulk and drum distribution, blending of automotive products

81

VIMAL INTERTRADE

2011 SALES: \$120.1M

Mumbai, India

www.vimalagencies.net

Chairman and managing director: Bimal Shah

Products: Amines, biocides, matting agents, isocyanates and polyols, monomers, propylene glycols, epoxy resins and epoxy curing agents, hydroxyethyl cellulose, additives, surfactants, glycol ethers, solvents, redispersible powders, 2-amino-2-

methyl-1-propanol, metallocenes, organoclays, carbonyl powders, carbon black, vinyl resin, specialty coatings additives

Services: Repacking, drumming

Assets: Five offices, nine warehouses

82

GACHES CHIMIE

2011 SALES: €89M

(\$115.3M)

Toulouse, France

www.gaches.com

CEO: Pierre Gaches

Products: Raw chemicals, composites and adhesives, surface treatment chemicals, water treatment chemicals, aeronautic chemicals, swimming pool and filtration chemicals, caustic soda, paper chemicals, solvents, aromatics

Assets: Bulk and cool rooms; seven storage facilities; one Seveso high-level storage facility; 25 trucks

83

SOLVCHEM

2011 SALES: \$115.1M

Pearland, Texas, US

www.solvchem.com

President Jean-Pierre Baizan;

Executive vice president: Mark Hacas

Products: Solvents, organic and inorganic chemicals, epoxies, silicones, silicone emulsions, hydrocarbon resins, hydroxy ethyl cellulose and vinyl acetate monomer (VAM)

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

Assets: Eight trucks, 10 trailers, 10 tankers, four railcars

84

RAHN GROUP

2011 SALES: \$115M

Zurich, Switzerland

www.ahn-group.com

CEO: Marcel Gatti

Products: Ultraviolet/electron beam curable resins; diluents; photoinitiators and additives for the inks, coatings and adhesives industries; cosmetic actives, antioxidants, emulsifiers, amino acids, enzymes, gelling agents, aloe vera and other

raw materials for the cosmetics industry

Services: Application laboratories, custom synthesis, starting point formulas, regulatory consulting, product registrations, analytics

85

ALLCHEM INDUSTRIES

2011 SALES: \$112M

Gainesville, Florida, US

www.allchem.com

CEO: Josh Feldstein

Products: Industrial chemicals, solvents, water treatment chemicals, aviation fuel additives

Services: Packaging, toll manufacturing, tableting, blending, private-label packaging and design


Assets: 150,000 square feet manufacturing, warehousing and packaging facility in Corsicana, Texas; bulk storage throughout the US Gulf and East Coast

86

K-SOLV

2011 SALES: \$111M


Houston, Texas, US




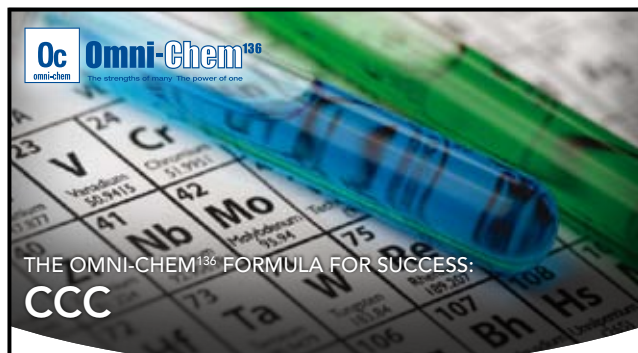
Oc Omni-Chem¹³⁶
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THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
PVS Nolwood Chemicals, Inc.

Quality is more than just a word at **PVS Nolwood**. A registered ISO 9001:2008 member of Omni-Chem¹³⁶, careful attention to customer requirements and exceeding customer expectations is the norm. For service that makes a difference, contact PVS Nolwood.

 Detroit, MI
313.921.1200
www.pvschemicals.com



www.omni-chem.com




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The strengths of many. The power of one.

THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
CCC

CCC is a proud member of the Omni-Chem¹³⁶ chemical distribution network. For over 90 years, CCC has provided quality products and distribution service to its customers. Customer service and product integrity are the cornerstones of our company. With our tradition of excellence, make CCC your time-honored partner for chemical distribution.

 CCC
Mississauga, ON
905.454.6900
www.canadacolors.com


www.omni-chem.com

TOP 100 CHEMICAL DISTRIBUTORS

www.ksolv.com

President: Russell Allen

Products: Alcohols, aliphatic hydrocarbons, amines, aromatic hydrocarbons, esters, chlorinated solvents, diesel fuel and diesel blends, gasoline and gas blends, glycols, glycol ethers, ketones, styrene monomer

Services: Chemical blending, renewable fuels blending, bulk storage, packaging, delivery and lab testing, 24-hour barge stripping and blowing, de-gasing pressurized barges, light repair

Assets: Terminal and warehouse drumming and toting facility in Channelview, Texas; in-house fleet of 20 tractors and trailers; lab facility and equipment; vapor combustion control system; barge terminal and dock

87

TANNER INDUSTRIES

2011 SALES: \$109.8M

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: 17 distribution locations, full fleet of tractors and trailers

88

HB CHEMICAL

2011 SALES: \$109M

Cuyahoga Falls, Ohio, US

www.hbchemical.com

President and CEO: Jeffrey Rand

Products: Synthetic and natural rubber, rubber chemicals, plasticizers, waxes, process oils, bonding agents

Services: Packaging, storage

89

ELTON

2011 SALES: €83.1M
(\$107.7M)

Athens, Greece

www.elton.gr

President and managing director:

Nestor Papathanassiou

Products: Industrial raw materials

and additives for coatings, adhesives, construction products, cosmetics, detergents, pharmaceuticals, water treatment, metal treatment, leather, textiles, plastic, rubber, food and beverage, agriculture

Services: on-time deliveries, technical promotion and customer support, full coverage of Greece, Bulgaria, Romania, Serbia and Ukraine markets

Assets: Six warehouses (four privately owned, two rented), privately owned trucks and tank trucks

90

HAVILAND ENTERPRISES

2011 SALES: \$107.3M

Grand Rapids, Michigan, US

www.havilandusa.com

CEO: E. Bernard Haviland

Products: Caustic soda, mineral acids, solvents, chromic acid, surface finishing chemicals, RoHs (restriction of the use of certain hazardous substances in electrical and electronic equipment)-compliant finishing chemistry, pool chemicals, spa

chemicals, water treatment specialty chemicals, anodizing chemicals, industrial cleaners, household cleaners, agricultural and lawn chemicals, spiral hose, blow-molded hose

Services: Liquid blending, liquid packaging, dry blending, dry packaging, high speed filling, private labeling, formulation, liquid chrome blending and delivery, reaction chemistry

Assets: Seven warehouses, 12 trucks, five blending facilities, three laboratories

91

UNION PETROCHEMICAL

2011 SALES: \$106M

Bangkok, Thailand

www.unionpetrochemical.com

Managing director: Virat

Suwannaparsi

Products: Solvents, aromatics, lubricants

Services: Blending, packaging, storage

Assets: Five warehouses, 40 tank trucks

Oc Omni-Chem¹³⁶
The strength of many. The power of one.

THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
Tilley Chemical Co.

While we distribute an impressive list of chemicals and lubricants, our greatest product is our service. Backed by large inventories, supported by knowledgeable staff, and a large fleet to provide on-time delivery, **Tilley** delivers. Call us and discover why Tilley has proven to be a supplier of choice for over 50 years.

TILLEY Chemical Company
Baltimore, MD
800.638.6968
www.tilleychem.com

www.omni-chem.com

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THE OMNI-CHEM¹³⁶ FORMULA FOR SUCCESS:
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Grupo Pochteca serves Mexico, Central America and Brazil with 34 locations strategically located to provide top of the class service to industrial and food processing companies. A proud member of NACD and Omni-Chem¹³⁶, Grupo Pochteca was awarded the 2008 RDP Excellence Award. Grupo Pochteca distributes products for more than 100 leading suppliers from the U.S., Europe and Asia to more than 8,000 clients in fields that range from cheese to high tech electronics and appliance manufacturing. Our team is committed to service, safety and value generation for customers and suppliers. If you are looking to sell your products in our markets or need world class supply for your local operations, allow us to be of service.

grupo pochteca
Mexico City, Mexico
Tel. 011(525)5278-5900
ventas@pochteca.com.mx
www.pochteca.com.mx

www.omni-chem.com

TOP 100 CHEMICAL DISTRIBUTORS

92

WHITAKER OIL COMPANY

2011 SALES: \$105.1M

Atlanta, Georgia, US

www.whitakeroil.com

President and CEO: C.B. Whitaker III
(Bart)

Products: Alcohols, solvents, resins, oils, glycols, glycol ethers, fiberglass
Services: Blending, packaging, transporting

Assets: 81 employees, four warehouses totaling 250,000 square feet, 31 trailers, 25 trucks, truck scales

93

MAKENI

2011 SALES: \$103.5M

Diadema, Sao Paulo,

Brazil

www.makeni.com.br

Superintendent director: Rubens Medrano

Products: Acids, alcohols, adhesives, construction and civil engineering chemicals, chemical formulations, cleaning and detergent chemicals, coatings, caustic soda, food and

feed additives, personal care ingredients, pharmaceutical ingredients, paint and varnish chemicals, plastics and paper chemicals, petrochemicals, solvents

Services: Blending liquids, packaging and drumming/filling, storage of liquids and packed products, supply chain management, just-in-time deliveries, labeling

Assets: Three warehouses, 28 stainless and carbon steel tanks, 25 trucks, specialized and dedicated transportation fleet, physical/chemical laboratories

94

GIUSTO FARAVELLI

2011 SALES: €74M

(\$95.9M)

Milan, Italy

www.faravelli.it

CEO: Luca Benati

Products: Fine chemicals, food, nutraceutical, cosmetic and pharmaceutical raw materials and ingredients

Services: Blending, packaging, storage

Assets: Four warehouses, cosmetic application laboratory, food application laboratory

95

INDUSTRIAL CHEMICALS INC.

2011 SALES: \$95.0M

Vestavia, Alabama, US

www.industrialchem.com

President and CEO: William Welch

Products: Caustic soda, paper chemicals, solvents, aromatics

Services: Blending, packaging, storage

Assets: 10 warehouses, 40 trucks

96

QUIMISA

2011 SALES: \$95M

Brusque, Brazil

www.quimisa.com.br

Rogério Gilberto Wehmuth

Products: Caustic soda, chlorinated solvents, oxygenated solvents, aromatic solvents, glycols, hydrogen peroxide, organic acids, inorganic chemicals, ethanalamines, heat transfer fluids, textile auxiliaries and dyestuffs, enzymes and chemical products for household care

and industrial & institutional applications, water treatment chemicals
Services: Liquid and dry storage, packaging and blending, flexible deliveries, technical support, product development

Assets: Four warehouses, 57 trucks, application and development laboratories

97

TILLEY CHEMICAL

2011 SALES: \$93.6M

Baltimore, Maryland, US

www.tilleychem.com

President: John Tilley

Products: Food, pharmaceutical, personal care chemicals; ethanol

Services: Packaging, liquid blending

Assets: Two facilities with 186,000 square feet and 400,000 gal bulk storage, 24 power units, 21 tank trucks, 17 box trailers, one railcar

98

MEADE-KING, ROBINSON & CO.

2011 SALES: £60M

(\$93.1M)

Liverpool, UK

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NASi manufactures a variety of anti-icing/deicing applications in a quality controlled environment to ensure that product features and performance characteristics are consistently of the highest quality. Our products are high performance fluids designed specifically for industrial applications. NASi products do not contain glycols or chloride salts, so they are both environmentally friendly and non-corrosive.

Various applications include conveyors, walkways, scaffolding, power lines, drilling rigs, roads, and coking operations.

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(800) 622-4877 ext. 305

www.nasindustrial.com

TOP 100 CHEMICAL DISTRIBUTORS

www.mkr.co.uk

Managing director: Philip Tarleton

Products: Base oils, process oils, epoxy resins, waxes, castor oils, food additives, oleochemicals, silicas, flame retardants, alcohols, coating additives

Services: Blending, packaging, storage

99

MAROON

2011 SALES: \$92M

Avon, Ohio, US

www.marooninc.com

President and CEO: Mark Reichard

Products: Specialty additives, resins, pigments, packaging

Assets: 120,000 square foot facility in Avon, Ohio

100

AUG. HEDINGER

2011 SALES: €70M

(\$90.7M)

Stuttgart, Germany

www.hedinger.de

General manager: Johann-Ludwig Raiser

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

Services: Customized test methods and processes, laboratory testing and batch certification, pharmacopoeia standards, extended specifications, blending, labeling, packaging, storage and repackaging in eight class-100,000 clean rooms

Assets: Eight warehouses, 16 trucks (five dedicated tank trucks)

BUBBLING UNDER

Bigger is not always better in chemical distribution. Here are the players falling under the ICIS Top 100.

101

BARCELONESA DE DROGAS

2011 SALES: €68.3M

(\$88.5M)

Barcelona, Spain

www.grupparcelonasa.com

President and CEO: Enric Collell

Products: Basic inorganic chemicals; chlor-alkalies; acids and bases; metallic salts; petrochemicals; solvents; resins; curing agents for composites, food additives; blends for fish, meat and bakery producers; feed additives; agrochemicals; metal-working formulations; detergent and personal care chemicals; textile and leather chemicals, coatings, inks, adhesives, construction chemi-



cal, paper chemicals, pool chemicals, water treatment chemicals

Services: Blending, storage, packaging, transport, laboratory analysis, vendor managed inventory

Assets: Five warehouses with 48,712m² of space, six trucks, tank capacity of 2,756m³, storage capacity of 40,000 pallets, commercial network of 80 people located in southwest Europe and Africa

102

CHEMSOLV

2011 SALES: \$87M

Roanoke, Virginia, US

www.chemsolv.com

President and CEO: L. Glenn Austin

Products: Solvents, surfactants, glycols, polyethylene glycols, amines, chelating agents, plasticizers, acrylates, metal working fluids, process oils, phosphates, chlor-alkali, acids, reagents

Services: Packaging, transportation, blending, solvent distillation and purification, laboratory services, safety and environmental consulting, rail service terminal

Assets: Five warehouses, 27 trucks, 42 trailers, 1.5m gal bulk storage (110 storage tanks)

103

SEA-LAND CHEMICAL

2011 SALES: \$84.5M

Westlake, Ohio, US

www.sealandchem.com

President: Joseph Clayton

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

Services: Blending, market development, packaging, storage, technical expertise

Assets: 10 warehouse locations, bulk storage

104

MOELLER CHEMIE

2011 SALES: €64M

(82.9M)

Steinfurt, Germany

www.moellerchemie.com

CEO: Rainer Berghaus

Products: Benzyl alcohol, methyl ethyl ketoxime, propylene carbonate, nonylphenol, triethylamine, alcohols, solvents, plasticizers, inorganic and organic acids, alkalies and liquid specialties

Services: Blending, technical advice, analytics, product development, tank monitoring, production of customized formulas, contract filling, single sourcing, support for waste disposal

Assets: Warehouses, tank storage, 11 trucks, laboratory

105

CLEARTECH INDUSTRIES

2011 SALES: C\$83M

(\$81.2M)

Saskatoon, Saskatchewan, Canada

www.cleartech.ca

President and chief operating officer: Randy Bracewell

Products: Acids; alkalies; chlorine; coagulants; oxidizers; phosphates; carbons; related equipment for application, measurement, and monitoring of chemical products and processes

Services: Blending, packaging
Assets: Nine sales offices and warehouse/packaging/manufacturing facilities in seven major cities across Canada

106

LINTECH INTERNATIONAL

2011 SALES: \$80M

Macon, Georgia, US

www.2lintech.com

President: Dennis Gillespie

Products: Adhesives and sealants raw materials; advanced composite resins; additives for paint and coatings, plastic, rubber and metal-working; crosslinkers; personal care ingredients; resins; fillers; colorants; printing ink materials; dyes; rubber adhesion promoters; lubricants; industrial & institutional cleaner ingredients; building product chemicals; textile auxiliary chemicals

Services: Technical support, contract packaging, vendor managed inventory

Assets: 10 warehouses

TOP 100 CHEMICAL DISTRIBUTORS

107 ALPHA WAX
2011 SALES: €61.0M
(\$79.0M)

Alphen aan den Rijn, Netherlands
www.alphawax.com
CEO: Dick Haan

Products: Paraffin wax, slack wax, polyethylene wax, petroleum jelly, palm stearin, triglycerides, alpha-olefins, base oils, white oils, micro-crystalline waxes

Services: Storage (tank), blending, packaging, product development

108 THE CHEMICAL COMPANY
2011 SALES: \$78.6M

Jamestown, Rhode Island, US
www.thechemco.com
CEO: Robert Roach Jr.

Products: Resins, fertilizers, alcohols, intermediates, plasticizers, flame retardants, bio chemicals, oil drilling/fracking chemicals, specialty chemicals, food chemicals, water treatment chemicals, pollution control chemicals, industrial chemicals, fiberglass, pigments

Services: "The View from Jamestown" newsletter, just-in-time deliveries, vendor-managed inventory, consignment, procurement services, warehousing, trucking, packaging, drumming, manufacturing
Assets: Shore tanks, railcars, eight warehouses, procurement offices in Nanjing, China and Portland, Maine (North American Free Trade Agreement (NAFTA) and Europe)

109 COLE CHEMICAL & DISTRIBUTING
2011 SALES: \$78.2M

Houston, Texas, US
www.colechem.com
President and CEO: Donna Fujimoto Cole

Products: Amines, butylated hydroxy toluene, electrohydraulic control fluids, ethylene glycol (EG), diethylene glycol (DEG), drilling specialties, diethylene glycol monomethyl ether (glycol ether DM), ketones, methanol, nitric acid, sodium bicarbonate, sodium carbonate, sulfolane, sulfuric acid, solvents

Services: Chemical management, process improvements, blending, warehousing, packaging, storage, logistics, importing, exporting, chemical business technology integration

Assets: Five warehouses, 50 bulk terminals

110 CHEMICAL SOLVENTS
2011 SALES: \$73M

Cleveland, Ohio, US
www.chemicalsolvents.com
Owner and CEO: Ed Pavlish

Products: Aromatics, aliphatics, silicones, base oils, acetic acid, alcohols, low vapor pressure solvents
Services: Custom flammable blending; hazardous and non-hazardous waste treatment; bulk terminaling
Assets: Part B permitted waste facility, two thin-film evaporation units, over 1m gal total storage

111 COYNE CHEMICAL
2011 SALES: \$72.1M

Croydon, Pennsylvania, US
www.coynechemical.com
President: Thomas Coyne Sr.

Products: Chlor-alkali, solvents, phosphates, water treatment chemicals, hydrogen peroxide, metal treatment chemicals, surfactants, acids, paint and coating chemicals, pharmaceutical ingredients, food ingredients, flavors and fragrance ingredients, personal care ingredients

Services: Bulk, mini-bulk, LTL (less-than-truckload) packaging, blending, contract services, rail terminal transload services
Assets: Four company-owned warehouses, four contracted storage facilities, 27 trucks, over 30 trailers and over 15 tank trailers, over 100,000 gal bulk storage, rail terminal for transloading, over 20 railcars

112 TARR
2011 SALES: \$71.7M

Portland, Oregon, US
www.tarrchemical.com
President and CEO: Skip Tarr

Products: Solvents, alcohols, ketones, glycol ethers, glycols, hydrocarbons, specially denatured alcohol and pure ethyl alcohol, surfactants, lubricants, commercial fuels
Services: Packaging, purification, high purity packaging, blending, bulk storage, delivery, sales, rail, export, private label packaging, Distilled Spirits Permit (DSP) certification Portland, Oregon and Phoenix, Arizona

Assets: Four warehouses, three tank farms, 36 trucks and trailers (bulk and package)

113 MELROB
2011 SALES: £45.8M
(\$71.1M)

Crawley, UK
www.melrob.com

Managing director: Ian Melliush
Products: Specialty chemicals, carbon black, base oils, polymers, pigments, adhesives, agrochemicals, coatings, composites, fine chemicals, monomers, plastics, resins, rubber, surfactants
Services: Blending, repackaging, storage, logistics, synthesis, formulation and technical support
Assets: Office locations and facilities for services provided

114 PHT INTERNATIONAL
2011 SALES: \$70.3M

Charlotte, North Carolina, US
www.phtchemical.com
President: Li Hong Yu

Products: Crop protection intermediates, pharmaceutical intermediates, fine and specialty chemicals
Services: Custom synthesis, sourcing, logistics, sales, marketing, research and development, sample generation, quality assurance, contract research, import/export services in the US and China
Assets: Two administrative offices

115 TCR INDUSTRIES
2011 SALES: \$70M

La Palma, California, US
www.tcrindustries.com
President and chief operating officer: Sam Rumfola

Products: Resins, pigments, additives, specialties
Services: Warehousing
Assets: Eight warehouses

116 ILARIO ORMEZZANO
2011 SALES: €53.5M
(\$69.3M)

Gaglianico-Biella, Italy
www.ilarioormezzano.it
CEO: Giancarlo Ormezzano
Products: Base chemicals, solvents, water treatment chemicals, polymers
Services: Blending, storage, packaging, production
Assets: Two warehouses, four trucks

117 WALSH & ASSOCIATES
2011 SALES: \$68.2M

St. Louis, Missouri, US
www.walsh-assoc.com
President: Ellen Murphy
Products: Food additives, ink materials, paints and coatings materials,

personal care ingredients, plastic additives, rubber chemicals, sealants, surfactants, green chemicals
Services: Manufacturing, blending, contract packaging, technical training
Assets: Seven warehouse locations

118 D'ALTOMARE QUIMICA
2011 SALES: \$68M

Sao Paulo, Brazil
www.daltomare.com.br
CEO: Senia Machado Zoppetti
Products: Specialty chemicals; personal care ingredients; pharmaceutical active ingredients and excipients; household and institutional cleaning chemicals; additives, resins and dispersants for coatings and inks; special lubricants; adhesives and sealants for electronics and automotive; performance chemicals; silicones; silanes; metal-working chemicals; antifoams; release agents; textile elastomers
Services: Market development, sampling, product specification, product and application technical support, product development, blending, repacking, storage, logistics
Assets: Warehouses and offices, product development and application laboratories, training center, clean room

119 CHEMSERVICE
2011 SALES: €50.7M
(\$65.7M)

Paderno Dugnano, Milan, Italy
www.chemservice.eu
Managing partner: Oliver Fox
Products: Agrochemicals, home/personal care chemicals, plastics/rubber additives, paint/varnish additives, water treatment chemicals, building additives, paper chemicals, leather processing aids, food ingredients, nutraceutical additives, pharmaceutical intermediates and excipients, feed and pet food additives
Services: Import/export, sourcing, storage, logistics
Assets: Two offices, four warehouses, two trucks

120 SKYHAWK CHEMICALS
2011 SALES: \$65.6M

Houston, Texas, US
www.skyhawkchemicals.com
President: Clark Knickerbocker
Products: Acids, alcohols, aliphatics, amines, ammonia, aromatics, calcium chloride, esters, glycols, glycol

TOP 100 CHEMICAL DISTRIBUTORS



Reo Features

ethers, ketones, lubricants, metal salts, phosphates, specialties, solvents, urea and water-treatment chemicals

Services: Safety seminars, custom blending, custom packaging

121 ZEUS QUIMICA
2011 SALES: €49M
(\$63.5M)

Barcelona, Spain
www.zeusquimica.com, www.zeusquimica.pt

President: Pedro Mercado; Financial managing director: Nuria Mercado; Business managing director: Ramon Vinas

Products: Specialties for industrial, personal care, nutrition and pharmaceutical markets

Services: Sales and marketing

Assets: Offices in Barcelona and Porto, Portugal; 42 employees

122 QUELARIS INTERNACIONAL
2011 SALES: \$60M

Panama

www.quelaris.com

CEO: Paul Vanhauw

Products: Polyurethanes (PU), rubber, coatings, adhesives, plastics, packaging, graphic arts materials

Services: 11 country distribution network, storage, transport, on-time delivery, credit

123 FITZ CHEM
2011 SALES: \$59.5M
Itasca, Illinois, US

www.fitzchem.com

President Don Deihns; Chairman Robert Becker

Products: Specialty carbon blacks; acrylic emulsions; waterborne urethanes; minerals – carbonates, clays, mica, talc, feldspar; additives – defoamers, wetting agents, rheological modifiers; titanium dioxide, silica gels

124 CONCHEMCO
2011 SALES: \$58.2M
Dallas, Texas, US

www.conchemco.com

President and CEO: Tommy Mrazek

Products: Caustic soda, solvents, aromatics, aliphatics, xylene, toluene, acetone, diethylenetriamine, amines, glycerin 99%, diethyl ether, methanol, isopropanol (IPA) 99%, glycols, glycol ethers, citric acid, chlorinated solvents

Services: Custom blending

Assets: Bulk terminal in Texas City, Texas; 40+ railcars

125 CORNELIUS GROUP
2011 SALES: \$58M
Bishops Stortford, UK

www.cornelius.co.uk

Chairman: Neville Prior

Products: High-purity monomers, active pharmaceutical ingredients (APIs), excipients, pigments, additives, resins, personal care ingredients, food ingredients

Services: Repacking, distillation, chemical reactions/manufacturing, research and development, storage, special labeling, technical support, legislative support, site auditing, sales and marketing

Assets: Six warehouses, five laboratories, one manufacturing site, six offices, one clean room

126 BHS MARKETING
2011 SALES: \$57.8M
Salt Lake City, Utah, US

www.bhsmarketing.com

President and CEO: Bruce Schechinger

Products: Boiler and water treatment chemicals, cleaning and sanitation chemicals, food additives, industrial chemicals, oil-field chemicals, paper chemicals, phosphates, rubber additives, soda ash

127 WEBB CHEMICAL SERVICE
2011 SALES: \$56M

Muskegon Heights, Michigan, US

www.webbchemical.com

President: Pat O'Toole; CEO: Brad Hilleary

Products: Acids, chlor-alkalies, aliphatics, aromatics, alcohols, ketones, surfactants, ethanolamines, glycols, glycol ethers, dairy chemicals

Services: Inventory management, blending

Assets: Over 240,000 gal bulk storage, over 80,000 square feet of warehouse space, 30+ tankers, 10+ box trucks

128 CHEMISPHERE
2011 SALES: \$55.9M
St. Louis, Missouri, US

www.chemispherecorp.com

President: Matt Schwent

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

Services: Custom blending, packaging, USP packaging, storage, railcar trans-loading

Assets: 1.1m gal storage, 60,000+ square feet of warehouse space, bulk tanker fleet

129 IDEAL CHEMICAL & SUPPLY
2011 SALES: \$54.97M

Memphis, Tennessee, US

www.idealchemical.com

President and CEO: Sam Block

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

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

Assets: Warehouses at four locations with combined 170,000 square feet of space, 1.5m gal liquid bulk storage, distilled spirits plant, 15 tractors, 20 trailers, six tankers

130 GREENCHEM INDUSTRIES
2011 SALES: \$54.9M

West Palm Beach, Florida, US

www.greenchemindustries.com

Director: John Lagae

Products: Solvents, aromatics, glycols, acrylates, acetates, plasticizers, acids, alcohols, chlorinated solvents, amines, ketones, oxo alcohols

Services: Sourcing, import, logistics, sales and marketing

Assets: Public warehouses throughout North America

131 TRINTERNATIONAL
2011 SALES: \$54.6M
Seattle, Washington, US

www.tritrading.com

CEO and owner: Anthony Ridnell

Products: Acids, adhesives and sealants, alcohols, amines, chlor-alkali, chlorinated solvents, esters, glycol ethers, inorganics, polyglycols, resins, solvents, surfactants, thickening agents

TOP 100 CHEMICAL DISTRIBUTORS

Services: Product marketing and sales, warehousing, storage, chemical blending

132 MCCULLOUGH & ASSOCIATES 2011 SALES: \$54M

Atlanta, Georgia, US
www.mccanda.com

President: George McCullough
Products: Specialty additives, pigments, fumed silica, resins, oleochemicals, silicones, specialty extenders, biocides, specialty surfactants, synthetic silicas, actives for personal care, waxes, polyols and polymers, industrial machinery
Services: Technical sales and support, local warehousing

133 THE DEWOLF COMPANIES (DEWOLF CHEMICAL, GLENN) 2011 SALES: \$53.5M

Warwick, Rhode Island, US
www.dewolfchem.com;
www.glenncorp.com

President and CEO: Hank DeWolf
Products: Technical specialties to the personal care, color cosmetics and household, industrial and institutional markets
Services: Technical development and trend analysis
Assets: Six North American warehouses

134 ASTRO CHEMICALS 2011 SALES: \$53M

Springfield, Massachusetts, US
www.astrochemicals.com

President: Christopher Diamond
Products: Acids, alkalies, ketones, glycols, alcohols, solvents, aliphatics, aromatics, phosphates, inorganics, soda ash, borate chemicals, food chemicals, adhesives
Services: Next-day delivery, logistical storage, packaging
Assets: Lease fleet of trucks consisting of three tank trucks, eight tractor trailers, two van trucks delivering out of two chemical plants – both located in Springfield, Massachusetts; Acid alkalai drumming plant of 60,000 square feet; main plant of 90,000 square feet

135 TH HILSON 2011 SALES: \$52.6M

Wheaton, Illinois, US
www.thhilton.com

President and CEO: Lori Hilson-Cioromski

Products: Specialty additives and raw materials for the adhesives, coatings, construction, consumer care, graphic arts, lubricants, personal care and plastics industries
Services: Chemical resale
Assets: 12 automobiles

136 NORTEX 2011 SALES: \$52.3M

Moscow, Russia
www.nortex-chem.ru

President: Vladimir Yakushin
Products: Isocyanates, polyols, polyacrylates, synthetic rubber, natural rubber, antioxidants, phenolic resins, plasticizers, catalysts, alkylphenols, fillers, flame retardants, natural rubber, castor oil, organic acids, blowing agents
Services: Handling liquids and solids, packaging, storage, delivery, technical consulting, providing samples
Assets: Two offices, four warehouses

137 F.B. SILBERMANN 2011 SALES: €39M (\$50.5M)

Gablingen, Germany
www.silbermann.de

Managing director: Kurt Koch
Products: Industrial chemicals, solvents, acids and lyes, activated carbon, water treatment chemicals, reducing agents, agrochemicals, specialty chemicals, additives for renewable energies, lab chemicals
Services: Storage, mixing, blending, packaging, polymerization

138 DEEKS & CO. 2011 SALES: \$50M

Stone Mountain, Georgia, US
www.deeks.com

President: Donna Boldt
Products: Chemicals for paints and coatings; inks; wastewater treatment; food processing sanitation; household, institutional and industrial; plastics, baked goods
Services: Storage, Responsible Distribution training
Assets: Four warehouses, two trucks

139 HUBBARD-HALL 2011 SALES: \$49.9M

Waterbury, Connecticut, US
www.hubbardhall.com

President and CEO: Andrew Skipp
Products: Bright dips, water treat-

ment chemicals, green cleaners, caustic soda, acids, solvents
Services: Blending, packaging, storage, delivery, analytical services, product design
Assets: Three warehouses, two manufacturing facilities, two laboratories, tank farm with rail siding

140 ANDES CHEMICAL 2011 SALES: \$48.4M

Doral, Florida, US
www.andeschem.com

President and CEO: Fernando Espinosa
Products: Acrylic resins, alkyd resins, cellulose, solvents, driers
Services: Storage, consolidation, export services
Assets: Two warehouses

141 T.Z. GROUP 2011 SALES: \$47.6M

The Woodlands, Texas, US
www.tzgroupusa.com
President: Alejandro Trevino Egloff;
CEO: Fernando Zavala

Products: Caustic soda liquid and caustic soda flakes; chlorine gas, sulfuric acid, acetic acid, acetic anhydride, formic acid, phosphoric acid, citric acid, soda ash, calcium chlorite, calcium chloride, sodium bicarbonate, sodium metabisulfite, sodium hypochlorite, sodium hydrosulfite
Services: Blending, packaging
Assets: Four warehouses and tank storage as well as packaging facilities in Mexico, 26 tank trucks, and headquarters building in The Woodlands, Texas

142 UNITED MINERAL & CHEMICAL 2011 SALES: \$46.75M

Lyndhurst, New Jersey, US
www.umccorp.com

President: Nurhan Becidyan
Products: Ultrahigh-purity metals, organic and inorganic colored pigments, specialty (fluorescent, phosphorescent and thermochromic) colorants, water treatment chemicals, resins, petrochemicals
Services: Technical training, customer product research and development, safety training

143 ANDREAS JENNOW 2011 SALES: €36M (\$46.7M)

Copenhagen, Denmark
www.jennow.com

President and owner: Peter From

Products: Coating additives, construction additives, plastic additives, adhesion additives, water-based and solvent-borne binder systems, rheological additives, inorganic and organic pigments, waxes, biocides
Services: Storage, toll manufacturing, research as well as formulation work

144 ARCSUL INDUSTRIA E COMERCIO DE PRODUTOS QUIMICOS 2011 SALES: \$45.2M

Cotia, Sao Paulo, Brazil
www.arcsul.com.br

CEO: Antonio Carlos Prado
Products: Polyurethanes (PU; polyols, isocyanates), cosmetic ingredients, household cleaning chemicals, textile chemicals (hydrogen peroxide, caustic soda), water treatment chemicals, dairy chemicals
Services: Storage, packaging
Assets: Two warehouses, nine trucks

145 CHEM ONE 2011 SALES: \$43.7M

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 and full truckloads
Assets: Headquarters and warehouse in Houston, Texas; independent contract facilities in Laredo, Texas, and Tampa, Florida

146 TRANSCHEMICAL 2011 SALES: \$43M

St. Louis, Missouri, US
www.transchemical.com

President and CEO: Daniel Croghan
Products: Alcohols, aromatics, aliphatics, glycols, ketones, acetates, and process oils serving the personal care, pharmaceutical and industrial markets
Services: Custom blending, packaging, rail transloading, vendor-managed inventory, storage, transportation
Assets: Warehouse (60,000 square feet), 1m gal liquid storage, five tractors, 20 tankers, two freight boxes, 10 railcars

147 MATTESON-RIDOLFI 2011 SALES: \$42.7M

Riverview, Michigan, US
www.mattrid.com

TOP 100 CHEMICAL DISTRIBUTORS

President: Scot Westerbeek

Products: Paint, coatings and ink raw materials; adhesive and sealant ingredients; plastic and composite chemicals; lubricant and metal-working additives; pharmaceutical and personal care ingredients; cleaning chemicals; polyurethane (PU) chemicals; resins; color pigments; filler pigments; functional pigments and additives
Assets: Five public warehouse locations

148 BUCKLEY OIL COMPANY

2011 SALES: \$41M

Dallas, Texas, US

www.buckleyoil.com

President: R.E. Dodson

Products: Alcohols, aliphatics, aromatics, chlorinated solvents, glycols, ketones, volatile organic compound-exempt solvents, base oils, lubricants

Services: Blending, packaging, storage, transportation

Assets: Three distribution facilities, 14 trucks

149 METACHEM

2011 SALES: \$40.6M

Sao Paulo, Brazil

www.metachem.com.br

General manager: Ricardo Rego Freitas

Products: Basic luboils, food ingredients, feed additives, paint additives

Services: Blending, packaging

Assets: Six warehouses

150 RAM CHARAN

2011 SALES: \$40M

Chennai, India

www.ramcharan.org

Managing partner: Divyesh Palicha

Products: Latex products, adhesives, inks, coatings, plastics, food ingredients, personal care ingredients, metallurgical chemicals, conductive cables, batteries

Services: Micronizing, repackaging, blending, compounding, import license warehousing, raw material testing

Assets: Co-owner of a third-party logistics firm, 16 warehouses with 3,000 tonnes of cargo capacity, dedicated commercial fleet, repackaging infrastructure

151 QUIMITECNICA.COM - COMERCIO E INDUSTRIA QUIMICA

2011 SALES: €30M (\$38.9M)

Lisbon, Portugal

www.quimitecnica.com

CEO: Jose Antonio Magalhaes

Products: Inorganic industrial chemicals (acids, alkalies), water treatment chemicals (coagulants, flocculants, disinfectants), feed ingredients (feed phosphates, fillers, acidifiers)

Services: Blending, packaging, storage and logistics, vendor managed inventory, outsourcing, safety and process application training

Assets: Four warehouses, two blending plants, one bulk storage facility with 12,000m³ liquid storage

152 FERGUSON CHEMICAL INNOVATION

2011 SALES: C\$39M (\$38.2M)

Brampton, Ontario, Canada

www.fergusonchemical.com

President and CEO: David Jackson

Products: Additives for coatings, graphic arts, rubber, plastics, functional applications, personal care, cosmetics, and food additives

Services: Blending, packaging, storage

Assets: Three warehouses, five sales offices

153 D.B. BECKER

2011 SALES: \$37.1M

Clinton, New Jersey, US

www.dbbecker.com

President and CEO: Daniel Canavan

Products: Specialty additives; resin emulsions; urethane resins; tackifier resins; specialty chemicals to the paint, inks, coatings and adhesives, plastic, rubber, personal care, and allied industries

Services: Packaging, storage

Assets: Seven warehouses

154 NATIONAL CHEMICAL

2011 SALES: \$36M

Dublin, Ireland

www.ncc.ie

Managing director: Alan Looney

Products: Chemicals, polymers, food ingredients

Services: Supply chain management services for the pharmaceutical and medical device industries

155 SLACK CHEMICAL

2011 SALES: \$35.7M

Carthage, New York, US

www.slackchem.com

President and treasurer: Robert Stutz



Products: Caustic soda, sodium hypochlorite, sulfuric acid, aluminum sulfate, polymers, water treatment chemicals, flocculants, pool chemicals, ice melters, soda ash, aqua ammonia, hydrogen peroxide, urea products, methanol
Services: Warehousing, blending, repackaging
Assets: Three warehouses, 29 tractors, 41 tankers, 29 box trailers, two flatbeds, 10 straight trucks, one flat liner

156 MY-CHEM

2011 SALES: €27M (\$35.0M)

Buchholz, Germany

www.my-chem.de

Owner: Ralf Meinecke

Products: Phthalic anhydride, maleic anhydride, pentaerythritol, di-pentaerythritol, paraformaldehyde, sodium formate, adipic acid, styrene monomer, butyl acetate, butanol, acetic acid, tall oil fatty acid, crude tall oil, phenolic molding compounds

Services: Packaging, storage

Assets: One warehouse

157 INDEPENDENT CHEMICAL

2011 SALES: \$34.2M

Glendale, New York, US

www.independentchemical.com

President: Jonathan Spielman

Products: Cosmetic actives and other ingredients, surfactants, oxidizers, alkalies

Services: Packaging, warehousing, specialty sourcing

Assets: One warehouse, six trucks, three tankers

158 SAMECA PRODUTOS QUIMICOS

2011 SALES: €25M (\$32.4M)

Porto, Portugal

www.samecapq.pt

CEO: Eduardo Moura e Sa

Products: Native starches and derivatives; food additives including vitamins, sweeteners and process aids, phosphates; coating chemicals, including resins, pigments, fillers, additives and thickeners; filtrations aids, including diatomites and other minerals; detergents/personal care raw materials, including surfactants and colorants; inorganic chemicals such as acids and salts; textile and paper chemicals; additives and raw materials for polyurethane (PU) foam, polyvinyl chloride (PVC), master-batch formulations and rubber



Reynolds

Services: Storage, repackaging/drumming of bulk chemicals
Assets: Warehouses totaling 4,500m² of space in three locations in Portugal; six trucks; two vans; two offices in Oporto and Lisbon, Portugal

159 GULF COAST CHEMICAL
2011 SALES: \$31.6M

Abbeville, Louisiana, US
www.gulfcoastchemical.com
President and CEO: Jim Fusilier
Products: Glycols, methanol, ethanolamines, coolants, lubricants, production chemicals, heat transfer fluids, solvents, specialty drilling and completion products
Services: Blending, packaging, laboratory services, pump repair
Assets: Six warehouses, one dock-side methanol terminal, 22 delivery trucks, 95,000 square feet of warehouse storage, 460,000 gal bulk storage

160 COMET CHEMICAL
2011 SALES: \$31.4M

Innisfil, Ontario, Canada
www.cometchemical.com
President: James Stewart
Products: Solvents, aromatic and aliphatic hydrocarbons, chlorinated

solvents, glycols, glycol ethers, glycol ether acetates, ester acetates, amines, alcohols, ketones, volatile organic compound alternatives, caustic soda, acids
Services: Blending, packaging, storage, drum and tote services, delivery, environmental services
Assets: 40,000 square foot warehouse with laboratory, six stainless compartment tankers, three tractors and van trailers, rail siding, 50+ bulk storage tanks

161 R.E. CARROLL
2011 SALES: \$31.3M

Trenton, New Jersey, US
www.recarroll.com
President: Robert Carroll III
Products: Chlorinated paraffin, 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 (American Society for Testing Material) reference oils
Services: Capacity to repack 6,000–12,000 gal/week at several locations for aromatic, naphthenic, paraffinic base and process oils; and storage
Assets: Corporate office and warehousing in New Jersey; warehouse locations in California, Ohio, Georgia, Tennessee, Texas and Wisconsin

162 CHEMICAL DISTRIBUTORS INC.
2011 SALES: \$30.1M

Buffalo, New York, US
www.cdibuffalo.com
President: Mark Russell
Products: Acids, alkalies, food ingredients, pharmaceutical ingredients, reagents, solvents, dry and liquid chemistry, process equipment
Services: Customized blending, packaging, storage, analytical services, technical support
Assets: 82,000 square foot warehouse, nine trucks, 20 tankers/trailers, laboratory

163 MIN-CHEM/LAWRASON'S GROUP
2011 SALES: \$30.21M

Oakville, Ontario, Canada
www.min-chem.com,
www.lawrasons.com
President: David Luciani

Products: Composite thermosets (roving, resin and peroxide), composite thermoplastics, rubber additives, adhesives, waxes, flame retardants, pharmaceutical ingredients, mineral and industrial acids, water treatment, pool and spa chemicals, janitorial and sanitation chemicals, industrial specialty chemicals
Services: Manufacturing, logistics
Assets: Three warehouses in Ontario, Quebec and British Columbia

164 VECKRIDGE CHEMICAL
2011 SALES: \$30.2M

Kearny, New Jersey, US
www.veckridge.com
President: Mark Veca
Products: Amines, acids, alkalies, inorganic, salts
Services: Packaging, warehousing, dilutions
Assets: Three-acre site – ISO certified, kosher certified; five trucks; 25,000 square foot warehouse; rail spur

165 VENDICO CHEMICAL
2011 SALES: €22.9M

(€29.7M)
Malmo, Sweden
www.vendico.se
General manager: Anders Hakansson
Products: Surfactants, emulsifiers, chelating agents, silicates, preservatives, personal, home and vehicle-care specialties
Services: Local Nordic storage and formulations

166 MCKINN INTERNATIONAL
2011 SALES: \$29.1M

Singapore
www.mckinn.com.sg
Managing director: Chau Tak Vui
Products: Plastic additives, plastic stabilizers, flame retardants, solvents, oleochemicals, acids, anhydrides, polymers, catalysts, phosphorus compounds and metal powders
Services: Storage

167 E.W. KAUFMANN
2011 SALES: \$29M

Bristol, Pennsylvania, US
www.ewkaufmann.com
President: Brian O'Connor
Products: Aluminum paste and powders, corrosion inhibitors/stain blockers, titanium dioxide, zinc dust

and powders and zinc oxide, resins, castor oils/wax, chlorinated paraffin, defoamers, dispersing agents, driers, epoxy curing agents, rheological modifiers, wetting agents, fillers
Assets: One private warehouse, two public warehouses

168 VIVION
2011 SALES: \$28.3M

San Carlos, California, US
www.vivioninc.com
President: Michael Poleselli
Products: Acidulants, sweeteners, humectants, preservatives, chelants, hydrocolloids, surfactants, vegetable oils, antifoams, fibers, tableting aids, micronutrients, vitamins, minerals
Assets: Five warehouses/offices, three trucks

169 GJ CHEMICAL
2011 SALES: \$26M

Somerset, New Jersey, US
www.gjchemical.com
President: Diana Colonna
Products: Acids and anhydrides, alcohols, amines, aliphatic solvents, chlorinated solvents, cosmetic preservatives, epoxy resins, esters, glycol ethers, glycols, heat-transfer fluids, ketone, monomers, and plasticizers
Services: Testing, bulk storage, repackaging, liquid bulk handling, custom blending, purifying, and stabilizing
Assets: Three locations, six trucks, 30 tankers, 10 box trucks, full analytical laboratory

170 COAST SOUTHWEST
2011 SALES: \$24.7M

Placentia, California, US
www.coastsouthwest.com
President: Joseph Cimo
Products: Surfactants, silicones, personal care ingredients
Services: Liquid blending, liquid bulk storage, drumming, transportation, formulating
Assets: Five locations, six trucks

171 DINACO IMPORTACAO, COMERCIO
2011 SALES: \$24.5M

Rio de Janeiro, Brazil
www.dinaco-sa.com.br
President: Alexandre Kaplan
Products: Carbomers, chemical pa-

TOP 100 CHEMICAL DISTRIBUTORS



Daniel Ramirez

pers, polyethylene waxes, biocides, dye stuffs, pearl pigments, optical brighteners, plasticizers
Services: Storage, packaging, just-in-time deliveries
Assets: Two warehouses, two offices, four sub-distributors, 18 salespeople

172 INDUSTRIAL CHEMICALS CORP. 2011 SALES: \$24M

Arvada, Colorado, US
www.industrialchemcorp.com
President: Robert Wilson II
Products: Acetates, acids, aliphatic and aromatic solvents, alcohols, biofuel chemicals, chelating agents, chlor-alkali, detergent chemicals, glycols and glycol ethers, heat transfer fluids, hydrogen peroxide, metal finishing chemicals, oil-field chemicals, organic and inorganic chemicals, pharmaceutical chemicals, surfactants, water treatment chemicals
Services: Contract blending, warehousing
Assets: Three warehouses, 22 tankers, 12 tractors, five vans, 700,000 gal bulk storage

173 VALUDOR PRODUCTS 2011 SALES: \$23.6M

Rancho Santa Fe, California, US

www.valudor.com
President: Semyon Melamed
Products: Agricultural chemicals, micronutrients, phosphates
Services: Storage, dry and liquid blending, repackaging

174 TRI-ISO 2011 SALES: \$23.5M Cardiff, California, US

www.tri-iso.com
President and CEO: Jason Scott
Products: Paint, coatings and ink raw materials; adhesive and sealant ingredients; plastic and composite chemicals; lubricant and metal-working additives; polyurethane (PU) chemicals
Services: Product marketing and sales
Assets: Multiple public warehouses

175 MULTICHEM SPECIALTIES 2011 SALES: \$23M

Mumbai, India
www.multichemindia.com
Director: Manish Karmani
Products: Pharmaceutical intermediates, agrochemicals, water treatment chemicals, dye intermediates, food processing chemicals
Services: Ready stock availability of imported chemicals
Assets: Seven warehouses and 15 trucks

176 CHEMSPEC 2011 SALES: \$22.08M Uniontown, Ohio, US

www.ChemSpecLtd.com
President: David E. Moreland
Products: Silanes, plasticizers, rubber accelerators, antioxidants, blowing agents and activators, process aids, paraffin wax, chlorinated paraffin wax, coupling agents for wood plastic, composites, co-agents, polyethylene glycol, polymers, oxides and borate
Services: Import/export, blending/grinding, packaging, storage
Assets: Company vehicles, four contracted warehouses locations, two office locations

177 JNS-SMITHCHEM 2011 SALES: \$22M Paterson, New Jersey, US

www.jns-smithchem.com
CEO: Darren Jachts; Co-presidents: Alan Newfield and Michael Smith
Products: Pigments, minerals, additives, resins, specialty chemicals, containers
Services: Packaging
Assets: Six warehouses

178 RADCHEM PRODUCTS 2011 SALES: \$21M

Orland Park, Illinois, US
www.radcheminc.com
President: William M. Radostits
Products: Acetates, alcohols, aliphatic hydrocarbons, glycol ethers, process oils, reuse solvents, resins, K-1 kerosene
Services: Blending

179 A.G. LAYNE 2011 SALES: \$20.4M Los Angeles, California, US

www.aglayne.com
President: Michael Lee
Products: Solvents, aromatics, alcohols, lubricants, industrial coatings, specialty chemicals
Services: Blending, packaging, plant safety surveys
Assets: Two warehouses, five trucks, two tankers, one tractor, and one trailer

180 PRIMARY CHEMICALS 2011 SALES: \$19.2M

Houston, Texas, US
www.primarychemicals.com
President: Wayne Black
Products: Aliphatics, aromatics, ke-

tones, alcohols, inorganics, oil-field chemicals
Services: Chemical brokerage
Assets: 6,000 square foot office building

181 BRISCO DO BRASIL INDUSTRIA QUIMICA E

COMERCIO 2011 SALES: \$19M Sao Paulo, Brazil

www.brisco.com.br
Commercial director: Guillermo Castillo
Products: Styrene monomer, maleic acid, iso and n-butanol, acetates, acrylic esters, titanium dioxide, thermoplastics
Services: Agency services, blending, drum filling, logistics
Assets: One warehouse, three trucks

182 CLARIQUIMICA COMERCIO DE PRODUTOS QUIMICOS

2011 SALES: R34.3M (\$18.4M) Sao Paulo, Brazil

www.clariquimica.com
President: Sergio Mastrorosa
Products: Pigments and additives, dyes and chemicals for textiles and paper, caustic soda, carbon black, specialty chemicals
Services: Blending, packaging, storage
Assets: Two trucks

183 BIACHEM 2011 SALES: \$16M London, UK

www.biachem.com
Managing director, owner: Bob Beaumont
Products: Caustic soda, salt, magnesium chloride, potassium chloride, sodium percarbonate, anionic surfactants, sodium sulfate, sodium hydrosulfite
Services: Repackaging, blending, detergent formulations

184 GLOBAL CHEMICAL RESOURCES 2011 SALES: \$15.9M

Toledo, Ohio, US
www.globalchemicalresources.com
President: Thomas Oppold Sr.
Products: Acetic acid, hydrofluoric acid, phosphoric acid, sodium phosphates, sodium nitrite solid, sodium nitrite liquid, potassium hydroxide, borates, reclaim

products, solvents, aromatics
Services: Blending, packaging, storage, regranulation, custom labeling
Assets: Four warehouses

185 P.A.T. PRODUCTS
2011 SALES: \$15.5M
Bangor, Maine, US

www.patproducts.com

CEO: Leo Coyle Sr.

Products: Adhesion promoters, coatings additives, corrosion inhibitors, gum arabic, liquid color dispersions, matting agents, phenolic resins, plasticizers, shellac, silanes

Services: Custom color matching, blending, custom packaging, just-in-time shipping

Assets: Six warehouses

**186 INTERATLAS
 CHEMICAL**
2011 SALES: \$13.2M

St. Catharines, Ontario, Canada

www.interatlaschemical.com

President: Alex Van Zijl

Products: Paraformaldehyde,

hexamethylene tetramine, phenol, pentaerythritol, phthalic anhydride, melamine, urea

Services: Transportation, storage, blending, packaging

187 KIC CHEMICALS
2011 SALES: \$8.4M
New Paltz, New York, US

www.kicgroup.com

President: Edward Kort

Products: Acids, esters, fatty chemicals, flavors, fragrances, as well as food additives

Services: Blending, packaging, storage, logistics

Assets: Two warehouses, one tanker

**188 ADVANCED
 CHEMICAL
 CONCEPTS**

2011 SALES: \$7.6M

Middleburg Heights, Ohio, US

www.advancedchemicalconcepts.com

President and CEO: Craig Tungate

Products: Surfactants, metal-working fluid additives, specialties,

commodities, food ingredients
Assets: Three warehouses servicing the US Midwest

189 THORNLEY
2011 SALES: \$7.4M
Newark, Delaware, US

www.thornleycompany.com

President and CEO: H. Douglas Thornley

Products: Surfactants, esters, fragrances, silicones, thickeners, pigments, polyalphaolefins

Services: Warehousing

Assets: Corporate cars

190 ESKISA
2011 SALES: \$6M
Sao Paulo, Brazil

www.eskisa.com.br

President: Franz Hefti

Products: Active pharmaceutical ingredients, synthetic colors for pharmaceutical industry

Services: Import, representation, repacking into smaller units

Assets: One warehouse, two delivery trucks

191 J.H. CALO
2011 SALES: \$5.1M
Westbury, New York, US

www.jhcalo.com

President: Catherine Canavan

Products: Tackifiers, plasticizers, rosin resins, hydrocarbon resins, pine oils, terpene chemicals and solvents, silicones and defoamers, amines, tall oil fatty acids, metal oxides, feed supplements, aroma chemicals, as well as personal care and cosmetic chemicals

NOTES

Currency conversion rates as of December 31, 2011:

Euro = \$1.2959

UK Pound = \$1.5524

Canadian Dollar = \$0.9789

Brazilian Real = \$0.5369

Swiss Franc = \$1.0655

South African Rand = \$0.1238

Indian Rupee = \$0.0188

Germany's Helm is not listed because it did not provide 2011 chemical distribution figures

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