In our special ICIS Top 100 Chemical Distributors issue, we present the most comprehensive listing of the world’s chemical distributors. Plus, see interviews with CEOs of leading companies on strategy, and messages from our partner associations.
Brenntag in China strike

Distribution company plans to move its warehouses in Shanghai and Tianjin to chemical parks as it complies with government policy to relocate chemical activities

WILL BEACHAM BARCELONA

T he world’s largest distributor, Brenntag, is transforming its China warehouse operations to two new sites following the government’s drive to move chemical-related activities into chemical parks. Existing warehouses in Shanghai and Tianjin will move to new locations which will be fully operational by 2020-2021, according to CEO Steve Holland.

“There is some pressure in China relating to the government’s crackdown on environmentally unacceptable behavior; with a number of Chinese and other companies being closed down. We see a determination by the government to put most chemical-related activities into chemical parks,” said Holland.

He said the company supports this move and, following the transfer, all Brenntag facilities in China will be in chemical parks. Warehouses are transitioning from existing locations into the chemical parks as the new facilities come on line.

Brenntag’s acquisition in China from the environmental shutdown. Holland says suppliers in the lower tiers may find it more challenging as the stricter environmental laws are implemented, adding: “We haven’t had any major issues relating to our supply chains or our customers.”

In 2016 Brenntag took full ownership of the Zhong Yang joint venture with the former partner now chairing Brenntag’s entire China business. This business is performing strongly. Holland said China “has been a good experience for Brenntag, though he is aware this has not always been the case for other companies.

GLOBAL GROWTH STRATEGY

Brenntag’s growth strategy is focused on growing its North American and European businesses both organically and by adding acquisitions, particularly in specialty chemicals as the company aims to grow this segment within its full-line business. In Asia-Pacific, on the other hand, acquisitions are more important than organic growth.

In early May the company closed the deal announced in December last year to buy a 65% stake in Raj Petro Specialties. “We are delighted about this as it will significantly increase our presence in the Indochina market,” said Holland.

Headquartered in Mumbai and Chennai, it distributes own-blended brands of petrochemical-related products in India, Asia-Pacific plus Africa and the Middle East. Brenntag will buy the remaining 35% after five years.

Brenntag is sticking to its long-term target of €200-300m spend on acquisitions per year. Closing deals is not always a smooth process and last year the company announced five in service as part of our 2016 budget. As well as the Raj Petro agreement, it acquired UK food ingredients groups Kluman and Balter and AI Cake Mixes plus Colombia’s Compunica and Portugal’s Quintamica.

According to Holland: “Acquisitions don’t always follow in straight lines. December 2017 testimony how three are multiple re- negotiations going on at any one time, so it may be a little bumpy from one year to the next. We have a number of active discussions relating to our supply chain to accommodate different end markets and our sense is that the vast majority of other businesses see the country’s future with chemical activities in chemical parks.”

Overall industrial demand has also turned around from negative territory 12 months ago and that is reflected in good organic growth across almost all customer segments. However, steep falls in the value of the US dollar brought as reported sales and profits down significantly.

Latin American still has its challenges, with double-digit drops in sales and profits made worse by the dollar devaluation. According to Holland: “Clearly, Latin America is a more volatile environment. But it has got through a serious period of volatility we saw towards the start of last year and the year before. It is less pronounced now, especially in Brazil, though overall it is quite a volatile environment.”

Holland pointed out that for the first time in a number of years there is a degree of synchronisation with GDP growth in Europe, Asia-Pacific and North America. “It’s been quite a few years since we had North America and Europe in sync and that bodes well for organic growth.”

PREPARED FOR BREXIT

For Brenntag, the UK is very much part of the European operation and will remain so irrespective of what form Brexit takes. Holland insists the group is fully committed to the UK for capital investment or potential acquisitions, adding: “The UK is a highly sophisticated end market and my sense is that the vast majority of other businesses see the country in the same light. It seems to me that the UK will remain an important destination for most major manufacturers in the world.”

He says Brenntag will deal with any difficulties in tariffs, duties or regulations following Brexit as and when they occur. He points out that most manufacturers and distributors are already dealing successfully with companies which are outside of the EU.

“We have not had any significant increase in enquiries from customers about how to deal with any disruptions to supply chains post-Brexit. I’d like to think that people buy from Brenntag not just because it is a UK company but also as a [globally] renowned company so they can rest assured, we will maintain supplies.”

Brenntag allocates around €150-160m/year for capital expenditure on new and existing infrastructure. Holland says it will be flexible in responding to industry trends such as the US ethane-based startups. “We are adept at altering our supply chain to accommodate different sources. New production has to find a home, so if there are new sources, we’d like to take advantage of them, though we do have longstanding relationships which we’d continue to support.”

INDUSTRY TRENDS

Asked about industry trends, Holland says he expects to see more companies wishing to outsource their supply chain and even minor processing such as mixing and blending, Brenntag has seen increasing demand from customers wanting a more service-based offering to deliver a partly processed product.

“Overall it has been a challenging environment. Demand for oil and gas exploration and production-related chemicals is flat, while demand for oil and gas exploration and production-related chemicals is flat, while demand for petrochemical products has been extremely complimentary to Brenntag’s business model. Its industrial business can pack thousands of tonnes of product into returnable containers.”

“We offer a large recycling service as part of our business model. We see a number of manufacturers questioning why they should use one-trip containers when they could use a distributor who could offer them the security of quality, assurance and supply reliability.”

Digitisation is a major buzzword for 2018 across the industry. With IMAR and Grosstox joining others on China’s Alibaba platform, there are also significant opportunities for the distribution sector. Brenntag created a digital start-up last year which transferred to a digital park in Amsterdam at the end of 2017. It is trial-ling a number of digital options with Brenntag’s customers and the company expects to offer new digital options towards the end of 2018.

“Already a number of companies are promoting digital marketplaces and expect to see search capabilities plus track and trace. It wouldn’t be too surprising to see these sorts of functions coming into the B2B sector.”

Brenntag is sticking to its long-term aim of €200-300m spend on acquisitions per year in the same timeframe.
Special Report
Top 100 Chemical Distributors

Univar advances growth strategy

New CEO David Jukes is aiming to build on six consecutive quarters of earnings growth by making greater use of digitisation as part of a cultural transformation

JOSEPH CHANG NEW YORK

Univar is aiming to reshape chemical distribution by using data to take costs and “noise” out of the supply chain

DIGITISATION A KEY GROWTH DRIVER

A key aspect of Univar’s growth plan is digitisation, where it will continue to make investments. The company has been a leader in e-commerce with investments in Elinema and ChemPoint many years ago, he pointed out.

“We want to disrupt our core markets and business by expanding our digital capabilities to help customers and suppliers — not just ship chemicals,” said Jukes.

“Our ambition is to be the No 1 digital destination for commerce in our space.”

President and CEO, Univar

US TAX REFORM IMPACT

US tax reform has allowed Univar to repatriate overseas cash to pay down debt, said Jukes. Univar has reduced leverage to around 4x earnings before interest, tax, depreciation and amortisation (EBITDA) and aims to bring levels down to about 3x, he noted.

“Our blended average tax rate is slightly less but not massively different. We’re asset light anyway so it also hasn’t had a major impact on capital spending, but we are investing in digitisation and technology,” said Jukes.

M&A STRATEGY

Univar also sees mergers and acquisitions (M&A) as an important part of its growth strategy as it aims to consolidate a fragmented market.

“We have a very clear plan for our business and know the geographies, products, end markets and technologies where we have gaps. We use a little more proactive in looking at those opportunities to expand our footprint,” said Jukes.

DAVID JUKES
President and CEO, Univar

“We’re just scratching the surface of uses and applications of data to support growth”

Univar plans to allocate “a couple hundred million dollars a year for M&A” and focus on its core markets.

Focus end markets include food, personal care, pharmaceuticals, coatings and adhesives, and household and industrial cleaning, he said. The company will look at both specificity — what Jukes calls differentiated — and commodity or undifferentiated assets.

Specialities would be more pure growth plays, whereas certain commodities could offer greater cost synergies.

BEST ASSETS

“We probably have the best assets in NAFTA for petrochemicals and solvents,” where acquisitions in these areas would be “more of a [cost] synergy play than pure growth”, said Jukes.

On 8 May, Univar reached an agreement to acquire Earthoil, a subsidiary of UK-based Treat. Earthoil is a supplier of pure, organic, fair trade essential and cold-pressed vegetable seed oils used in the natural, organic beauty, and personal care markets.

These vegetable origin and naturally derived ingredients are a frequent consumer demand in the beauty and personal care market, according to Univar. Earthoil had sales of around £1.1 million in 2017.

Univar sources most of the products it distributes from local markets, so the implementation of tariffs would not have a “huge or material impact”, the CEO said.

However, positive resolution of trade issues is important, as it relates to business confidence. “The NAFTA uncertainty needs to be resolved. Mexico is a small but important part of our business, and has shown good signs of recovery after the US election,” said Jukes.

While trade disputes can influence demand patterns, “we’ll watch it closely, deal with it, and manage our way through”, he added.

CONSTRUCTIVE MACROECONOMICS

Avoid the trade uncertainty, global markets are largely constructive with strength in Europe, the Middle East and Africa (EMEA) and North America, Latin America recovering, and China demand “fairly consistent.”

“We use a broadly supportive market, but always run our business as if a recession is just around the corner. As a distributor, we have to be agile and nimble to adapt to whatever the market conditions are,” said Jukes.

“This includes greater autonomy in the field to adapt to changing markets, he added.

JOSEPH CHANG NEW YORK

Univar will continue to advance its global growth strategy, including through greater use of digitisation.

“We continue on our cultural transformation to becoming a high performing growth company, he noted.

“We’ve delivered six straight quarters of earnings growth — something we haven’t done for years,” said David Jukes, president and CEO of Univar.

For the first quarter of 2018, Univar’s adjusted earnings before interest, tax, depreciation and amortisation (EBITDA) rose 19% year on year to $116m on 8% higher sales of $2.16bn. Sales in the US accounted for 56% of the total. For all of 2018, the company said it expects EBITDA to reach $2.6bn, 20% higher than 2017.

“Our ambition is to be the No 1 digital destination for commerce in our space,” said Jukes.

“It’s not just about making it easier for customers to buy, but using the data to help drive better processes for customers and suppliers,” he added.

Univar aims to reshape

Univar aims to be the leading e-commerce platform for distribution

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LBB has platform to deliver growth

LBB Specialties CEO Charlie Hinnant is seeking ‘tuck-in’ acquisitions in the range of $10-50m to complement the Charkit and AIC distribution businesses and drive growth.

**JOSEPH CHANG NEW YORK**

LeBaronBrown Specialties (LBB Specialties) aims to build a new chemical distribution entity by rolling up acquisitions to its two platform businesses Charkit Chemical and American International Chemical (AIC).

“Our growth strategy will be to acquire companies with a large brand identity and owners that are not quite ready to retire but want to take some chips off the table,” said Charlie Hinnant, CEO of LBB Specialties and president and CEO of Charkit Chemical, in an interview with ICIS.

“They would manage the growth of their individual brands but under the auspices of LBB,” he added.

Acquisitions would be “tuck-ins” in the range of $10-50m that would go with Charkit or AIC, but LBB could also acquire a larger business in the range of $100m in annual sales that could become another platform company.

“We’re looking at several companies in both categories,” said Hinnant.

LBB Specialties has annual sales of over $200m with its acquisitions of Charkit and AIC, with each having over $100m in annual sales. Both companies have had robust growth averaging 7-8%/year over the last decade, the CEO noted.

Hinnant, who founded specialty chemicals distributor Charkit in 1982, was looking for a buyer for the business and was approached by a number of players – from large strategic acquirers (major distribution companies), to distributors owned by private equity firms, to pure private equity firms.

“I was attracted to LeBaronBrown as they were a little different than the typical private equity firm. They were a large family office looking to build a platform company through strategic acquisitions of distributors in the specialty chemicals space,” recalled Hinnant.

“This makes it an attractive buyer to companies. They aren’t going to get gobbled up and lose their brand. It’s an opportunity for them to continue on for a number of years,” he added.

In addition, multiple employees have become shareholders under the new ownership structure.

“We didn’t build these companies ourselves. At Charkit we have over 60 employees and AIC has over 100. We, as owners, kind of shared the wealth and now there are a number of new shareholders that are employees,” said Hinnant.

“This is an exciting opportunity for both companies and motivates them a lot more.”

**BUILDING PLATFORMS**

LeBaronBrown acquired Charkit in July 2017, and insisted Hinnant stick around as CEO to see through the build-out strategy while retaining an equity stake, he said.

“Most people recognised that selling to another large distributor would disrupt the way we do business. With this deal, nothing’s really changed,” said Hinnant.

In December 2017, LeBaronBrown acquired AIC, adding the second platform company, or leg of the stool. Like Hinnant with Charkit, AIC founder and president Mike Schrage continues to manage the AIC business.

“Nothing’s changed there either – they maintain their brand and structure. The sales and marketing strategy is the same,” said Hinnant.

Charkit and AIC retained their management, employees, brands and strategies. The only change has been sharing services in IT, finance and human resources where beneficial, he said.

Both companies are strong in personal care ingredients, food ingredients, aroma chemicals and nutraceuticals, while also having industrial chemicals. These areas comprise almost 40% of Charkit’s sales, and nearly 50% of AIC’s revenues, with the rest in industrial chemicals.

Charkit’s other products include hydrazine derivatives, imaging components, metal treatment and electronic chemicals, pharmaceutical ingredients and water treatment chemicals. AIC also has a wide range of industrial chemicals.

Charkit and AIC mainly represent companies from outside the US on an exclusive basis to sell to the US market, essentially becoming their US marketing arm. However, they also represent larger companies in certain specialty areas.

Charkit has represented Arkema’s hydrazine and derivatives in the US on an exclusive basis for over 30 years. It also represents INEOS for its chlorinated toluene derivatives, the CEO noted.

“Our marketing coverage and product knowledge is extensive. Many supplier companies are rearranging their sales forces so quickly with people changing jobs frequently, so they see the value we bring to their sales organisations,” said Hinnant.

**US-CHINA TARIFF THREAT**

The escalating tariff dispute between the US and China is a major cause of concern for LBB Specialties, along with many others in the chemical industry.

“The US chemical industry is at the best point I’ve seen in many years. Having punitive duties on chemicals from China would make it cost prohibitive. US companies may move manufacturing operations elsewhere,” said Hinnant.

**[LBB is a large family office looking to build a platform company through strategic acquisitions of distributors in the specialty chemicals space]**

**[Charlie Hinnant CEO, LBB Specialties]**
GTM’s quantiQ distribution center in Guarulhos, Sao Paulo, Brazil looks set to ride the tailwind of Latin America’s economic recovery

Purchases lift GTM sales target to $1bn

Jose Berges, CEO of Latin America’s largest chemical distributor, is aiming to consolidate after the integration of quantiQ, and take advantage of an ongoing recovery in the region.

JOSEPH CHANG NEW YORK

Brazil-based chemical distributor GTM Holdings is targeting annual sales of around $1bn in the next three years as it benefits from the integration of major acquisitions and a recovery in Latin America. “By the end of 2018 we are expecting around $700m in sales, and in the next three years in the range of $1bn,” said Jose Berges, CEO of GTM Holdings, in an interview with ICIS.

“The distributor landscape in Latin America is very fragmented with a huge number of smaller and mid-size companies. It’s just calling for the market to consolidate, and we will be part of the process. There’s also a lot of potential for organic growth,” he added.

INTEGRATION OF ACQUISITIONS

The largest chemical distributor in Latin America, which had sales of around $617m in 2017, is in the process of integrating three acquisitions over the past two years, the...
largest being Brazil’s quantiQ, which was completed in April 2017.

“quantiQ was a transformative acquisition, making us the largest independent chemical distributor in Latin America. We are playing in a different league,” said Berges.

The company moved its headquarters from Costa Rica to Sao Paulo, Brazil, and set up corporate functions and structures in a huge undertaking, he noted.

“The integration is going very well, and it is almost done. We are number one in Brazil where before we did not have a significant presence. We have strong positions in specialties and customer solutions which includes blending and formulations,” said Berges.

The quantiQ acquisition brought in additional expertise in paints, cosmetics, agricultural chemicals, rubber and lubricants, he said.

GTM Holdings, which is owned by private equity firm Advent International, essentially comprises four companies – the legacy GTM, quantiQ, High Chem Specialties and Peruquimicos.

GTM acquired Mexico-based High Chem Specialties in September 2016. The company, which had sales of around $40m in 2015, served the graphic arts, construction, coatings, plastics and adhesives industries.

Shortly after, in October 2016, came the acquisition of Peruquimicos, adding local markets in paints and coatings, solvents, adhesives, resins, inks, foam, leather, paper, personal care, household care, sealants and silicas.

GTM now has a presence in Brazil, Mexico, Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica, Panama, Colombia, Ecuador, Peru and Argentina. The company sources products worldwide for the Latin America market, and especially from the US where it has an office in Houston, Texas.

US PETROCHEMICAL OPPORTUNITY
The US petrochemical expansion wave spurred by shale gas will bring greater opportunities for GTM to source products to its markets, said the CEO.

“The US is the major source of products for GTM and we expect that to increase because of the cost competitiveness and logistics advantage – it will be petrochemicals and also more specialty chemicals where capacity is increasing,” said Berges.

Almost half of GTM’s business is in specialties and customer solutions, with the other half in industrial chemicals, he noted.

US-MEXICO TRADE TENSIONS
Berges is monitoring the trade developments between the US and Mexico amid the renegotiation of NAFTA, and is hopeful for a positive outcome. “A trade war cannot be won – it only generates losses for everyone involved. We are convinced people will be intelligent enough to find a solution,” said Berges.

The US providing cost competitive chemicals on a wide scale to Mexico makes Mexico’s manufacturing sector stronger. “A very large portion of our business in Mexico is based on products imported from the US, so we are watching this closely,” said Berges.

Sales in Mexico account for around 10% of GTM’s total sales.

LATIN AMERICA OUTLOOK
GTM hopes to ride a tailwind from Latin America’s ongoing recovery, even as progress is moving slower than many anticipated.

“Latin America has not grown to its potential, mainly due to political instability. Corruption scandals in Brazil have spread to Colombia and Peru, interfering with these markets. It has not helped in the recovery,” said Berges.

“On the positive side, if the markets are as stable as they are now, even with those political problems, look at what the potential is. There is a huge backlog in consumption from a growing middle class,” he added.

Brazil should see economic growth in 2018, but a real recovery will only take place after the presidential election in October and if a business friendly government is installed, he said.

With varied and complex regulatory and tax laws, along with infrastructure and logistics challenges, “doing business in Latin America is not easy and requires very specific knowledge”, said Berges.

“In the end, we’re the Latin America guys – we know how to do business here,” he added.

GTM’s position in specialty chemicals, along with close relationships with suppliers and customers, will allow it to grow faster than market rates, he said.

“We have a deep knowledge of Latin America, and this will open up new opportunities. And with the recovery in markets, we should be able to take advantage,” said Berges.

GTM is gearing up towards an initial public offering (IPO) when market conditions are favourable. Private equity owner Advent International acquired GTM back in December 2014. A typical holding period for private equity ranges from 3-5 years.

“Whether we get a strategic investor or go public, it depends on the market environment, and how fast we can achieve our goals,” said Berges.
IMCD seeking Asia, North America M&A

The Netherlands-based specialty chemicals distributor has a track record of 43 acquisitions and aims to boost its presence beyond its historical core in Europe.

WILL BEACHAM BARCELONA

Acquisitive specialty chemical distributor IMCD is looking for mergers and acquisitions (M&A) opportunities in North America and Asia as it seeks to beef up operations and globalise from its European core.

The Dutch-headquartered group, which saw 60% of 2017 sales derived from Europe, wants to grow particularly in North America where it made acquisitions in 2014 and 2017 that significantly boosted its presence there.

CEO Piet van der Slikke says: “We really want to further grow in North America. Last year we made a significant acquisition in Canada and we also now have a significant presence in the US. We want to further expand our presence in the US to focus our national strategy.”

In September 2017 IMCD purchased Canada’s LV Lomas which had 2016 sales of Canadian dollar (C$)383m with a normalised earnings before interest, tax, depreciation and amortization of C$18m. Its big US acquisition was $300m sales MF Cachat in 2015.

IMCD only derived €340m of its €1.9bn sales from Asia-Pacific last year, so the company is also seeking inorganic growth opportunities there too. “Asia is challenging for everyone: it’s huge and diverse. China is by far the biggest market in Asia and is a huge market with cultural challenges.”

He said IMCD will take a cautious, step-by-step approach, expanding its presence there without rushing. IMCD has not made direct acquisitions in China, but has a presence there via a Singapore company it bought which has significant China operations.

IMCD has also been acquisitive in Europe but here the strategy is to strengthen in selected end market segments rather than pure regional growth. The company has grown out of Western Europe as it globalises. Its biggest segment (almost €1bn) is in Europe, but it is
also expanding rapidly in North America, Asia and Latin America.”

Van der Slikke says: “Our growth strategy has always been centred around first, and most importantly, organic growth. This is fuelled by GDP growth, but we benefit from the outsourcing trends of our suppliers. We are also taking market share from our competitors.”

He says the company continues to be a consolidator in the market via acquisitions in industrial markets such as coatings and construction, plastics, detergents, lubricants and in life sciences – pharma, food and personal care.

“If we can expand to adjacent markets we would look at that. But first and foremost we look at these existing segments,” says van der Slikke.

IMCD has grown rapidly by acquisition since its inception in 1995. Asked about the challenges of integrating newly purchased companies he says: “We always look to see if a target fits with us culturally and in terms of product and supplier portfolio. It requires a skill set, and to remain focused; also you should not be too deal-hungry and prepared to say ‘No’. Over the years we have proven that we are most of the time taking the right steps and didn’t make any big mistakes.”

IMCD does not communicate to the market any budget or target for M&A spend each year. Although its size means it would not run up against competition concerns if it took out a large competitor, the group is more focused against competition concerns if it took out a large competitor. The group is more focused in terms of its suppliers’ products and promoting their brands. “Some chemicals are less complicated to market, so we don’t want to compete with our principal suppliers,” says van der Slikke.

Everything is focused on selling its suppliers’ products and promoting their brands.

Van der Slikke picks out consolidation as one of its biggest segments such as coatings, construction, lubricants, and technical sales people. So our role in the chain is different from the usual commodity distributor such as Brenntag or Univar.”

PIET VAN DER SLIKKE
CEO, IMCD

“The core of our activity is not to bring the product from A to B but to be the extended sales arm of our suppliers”

With a main focus on marketing, sales and distribution of specialty chemicals IMCD does not focus itself on owning logistics and warehousing.

“We have a long-standing policy to outsource most of our logistics to third parties. For most of our warehousing is outsourced although we do have a few of our own that we lease with our own people in them – we have very asset-light from the start of our existence.”

He says the big advantage of this is that costs are variable rather than fixed. It is important for IMCD staff to be as strong with their knowhow on the applications and use of the chemical or food or pharma ingredient as its suppliers are themselves.

“Our people need more-or-less similar knowledge to sell these products. We have 2,200 employees with around 70% engaged in marketing and technical sales activity. We also have regulatory and finance people.”

IMCD recruits similar personnel to its suppliers such as chemists and food technologists. It provides training either by in-house in its own 39 labs with highly skilled technical people, or by the supplier.

The group has labs in 20 countries for each of its biggest segments such as coatings, construction, lubricants, detergents, food, pharma and personal care.

Van der Slikke says that circumstances for chemicals generally are favourable, linked to the growth of economies.

“We are seeing some chemical price inflation so generally in most major markets, particularly Europe and North America, conditions are favourable: there is always a bit of a lag but we have never had problems pushing price increases through. We have been able to maintain margins and we don’t expect that to change.”

IMCD has a portfolio of over 40,000 products with no single one accounting for more than a few percentage points of the total. It sells a lot of non-petrochemical products such as minerals plus food and pharma ingredients. This means it is not possible to link oil price changes directly back to its products because the portfolio is so diverse. “For certain products it is easier to make that link but not for the bulk of our business,” he says.

Van der Slikke picks out consolidation as a major distribution trend which is continuing as well as the professionalisation of the sales channel.

He adds: “We try to make our customers’ lives easy by digitalising our interactions with them. So, for specialty chemical distribution in particular, trends include more formulation expertise plus easier communication and transactions with customers.”
Government drive to boost domestic production and substitute imports is changing the mix of products customers demand from chemical distributors in Russia.

WILL BEACHAM BARCELONA

Russia’s drive for industrial self-sufficiency, and the depreciating rouble, mean that distributors such as UTS are changing the product mix they offer to the domestic market.

Government policy to boost the sophistication of the country’s manufacturing base is working, and many chemicals and polymers which used to be imported are now produced locally. Distributors have to understand these changes and be flexible in altering their portfolios to suit a market which is changing quite dramatically, according to Swedish/Russian distributor UTS.

Managing director Lars Hjorth says that with a big programme under way for import substitution, distributors have to be on their toes to see where the market is going.

The state wants more to be produced inside Russia and the country has access to abundant petrochemical raw materials. The devaluation of the rouble is also boosting that driver as imported goods are now more expensive in roubles.

“For example acrylic dispersants for paint used to be imported but now you can see a lot being produced locally. They are very cost-efficient compared to product which has to be transported across Europe and duties paid. A lot of surfactants, high-end paint, plasticizers for concrete are now domestically produced.”

UTS still sources around 90% of its portfolio from Europe, but the mix is changing. In the past the company used to import simple things such as styrene and acrylic dispersants. Now it supplies more additives to Russian producers who themselves are now making the products which were formerly imported.

“It is a healthy development of the Russian economy. There is a big chemical industry in Russia and it is not standing still,” he says.

For example Sibur is a UTS key account but now UTS supplies it with more specialties that it needs to produce its products. Lukoil and Gazprom have chemical projects under construction and BASF produces plasticizers locally. There are also some mid-sized companies with good technical knowledge which are taking advantage of Russia’s raw materials and investing in equipment.

“Government policy is encouraging import substitution. Domestic production of food, nutrition, packaging, cosmetics and home care is developing and we can supply the raw materials for this.”

Ten years ago Russia was a big importer of plastics with Russia exporting oil which was converted in crackers in the West and then re-exported as plastic. Now Russia is a net exporter of plastic.

“As a distributor you have to adjust your business model. Today it would be very difficult to sell imported plastics, for example. But to sell plastic additives is another story. You have to be on your toes and I’m very pleased we have a team which is thinking ahead three to four years,” says Hjorth.
UTS aims to inform its suppliers about what is changing or ongoing in the Russian market, including legislation, and sees this as a core part of its value-added service. It’s also about legislation. It wants to act as the extended marketing arm of its suppliers in market.

The company is always working to expand its supplier base in Europe as well as new territories in Asia, but without jeopardising long-term partnerships with principals. A sourcing office in Shanghai is helping to develop a lot of business among suppliers there.

“We have a very good experience in Shanghai, a team there developing new business. Sometimes big clients like Sibur want to audit their approved suppliers and we can help them with this.”

THINKING LONG TERM

About 30% of UTS’s imports today come from China and across all areas of the business, Hjorth has noticed that the portfolio is more advanced today than it was even a couple of years ago. Although China is shifting from exports to more domestic consumption, he says his suppliers in China are thinking long term so want to maintain export markets.

“China is not cheap any more. It’s good material and it’s competing with European product. Some of our suppliers are struggling because their downstream suppliers have closed down [due to the tougher environmental rules],” he adds.

Longer term there is an objective to open an office in India too because the country has very good products and knowledge of chemicals though it remains a challenging environment to do business.

Meanwhile, UTS opened a new warehouse in Kazan, the capital city of Tatarstan, at the beginning of December. Hjorth says this region is the centre of the Russian chemical industry.

“No we have a local team and warehouse and our customers like that. They don’t want to wait for two days for supplies from Moscow – now we are covering the CIS market very well.”

There are no plans for further expansion of offices or warehouses this year but Hjorth wants to strengthen the company’s understanding distribution better. UTS currently understands distribution very well.

“Now we have a local team and warehouse and our customers like that. They don’t want to wait for two days for supplies from Moscow – now we are covering the CIS market very well.”

But when it is -15°C in April no-one is thinking of painting his house. The paint stays on the shelves. The shop delays payment to the supplier who delays payment to the producer of the raw materials.”

First quarter 2018 sales rose 26% compared to last year. For the full year, growth will be driven by an expanded product portfolio and more consumption by clients.

“We are taking market share: we always expand in traditional areas of polymers, construction and composites as we try to add to our existing stronghold.

“But we are also moving into promising new areas such as cosmetics, nutrition and home care where we see great potential,” adds Hjorth.
The global Top 100 listing

Our 2018 rankings feature a total of 258 chemical distributors around the world, a wealth of diversity to choose from

JOSEPH CHANG NEW YORK

We are delighted to once again present the ICIS Top 100 Chemical Distributors – the most comprehensive global listing of these critical enablers in the chemical supply chain.

This year the listings appear within two special supplements – those of the National Association of Chemical Distributors (NACD) and the European Association of Chemical Distributors (Fecc).

We give our big thanks to these partners, as well as our other partners Associquim (Brazilian Association of Chemical and Petrochemical Distributors), Responsible Distribution Canada (RDC) and UK-based Chemical Business Association (CBA), for helping make this a truly global listing with record levels of participation.

While we brand this the ICIS Top 100 Chemical Distributors, we welcome all players to participate – large and small. This year’s listing has companies ranging from $14bn in sales for the largest, to $1.5m for the smallest.

It’s not all about size. Indeed a number of distributors continue to grow larger through mergers and acquisitions (M&A), actively seeking to consolidate and build scale. However, there are plenty of smaller companies in specialised areas serving local markets that generate healthy profits and growth.

Many chemical distributors have also grown sales organically amid the overall synchronous global economic upswing, although challenges remain.

CHALLENGES REMAIN

A healthier economic outlook comes with its own challenges, in particular rising transportation costs amid a shortage of qualified labour.

Global trade uncertainties as the US administration seeks to redraw rules also pose a threat to chemical distribution, as many of these companies source products from other regions to serve local markets, or export local products to customers abroad. However, the industry is resilient as it deals with complex supply chains and will no doubt find ways to service customers as well as suppliers.

Along with our main listing we also break out sales by geographic region – North America, Europe, Asia Pacific, Latin America, and Middle East and Africa.

NACD highlights transport, security

These issues potentially could have a positive impact on chemical distributors’ ability to ensure that their products are stored and delivered safely and securely while also helping them grow their businesses and run them efficiently.

Eric Byer NACD

At the beginning of each year, NACD staff and member companies sit down to determine the legislative and regulatory issues the association will focus on. This year’s two most urgent concerns are the reauthorisation of the Chemical Facility Anti-Terrorism Standards (CFATS) program, set to expire in January 2019, and transportation issues including freight rail reform and trucking.

Following the 9/11 tragedy in 2001, NACD was the first US chemical industry association to incorporate security into our NACD Responsible Distribution program. We take national security seriously, and urge Congress to reauthorise CFATS, the nation’s first regulatory program focused specifically on security at high-risk chemical facilities.

Having a multi-year extension would give industry the certainty to make long-term facility security investments and enable the Department of Homeland Security to run the program efficiently. With ever-growing burdensome procedures to allow customers to request competitive switching successfully, speed up resolution of rate case disputes, and minimise costs.

Distributors also heavily rely on trucking. But the employment environment for truck drivers is reaching a critical point where companies can no longer find qualified drivers to take the place of retirees. Furthermore, drivers can be 18 to drive, but must be 21 to cross state lines.

NACD is supporting a measure in Congress to lower the interstate driver age to 18. This would help address the driver shortage and encourage more young people to get into an economically important and well-paid profession.

National security and transportation concerns are two issues that, if addressed, will have a positive impact on chemical distributors’ ability to ensure their products are stored and delivered safely and securely while also helping them grow their businesses.

Congress must work to resolve these issues to ensure the American economy can grow and the people are kept safe.

Eric Byer
President, National Association of Chemical Distributors

“CFATS is a critical bulwark against terrorism and other bad actors”
Bringing together chemical distribution for a brighter future

ELISA SETIEN FECC

European chemical distributors, striving to continue increasing the added value to their partners in the supply chain, have stressed for many years the need for greater collaboration in the chemical supply chain in order to seize market opportunities and develop business models for the future.

While the globalisation of chemical distribution continues in an increasingly complex regulatory framework, the sector explores the potential of digitalisation and reinforces the commitment to sustainability and corporate social responsibility, placing them at the core of their strategies as new ways to achieve profitable growth.

Building on the success of last year’s Congress, focused on digitalisation, Fecc is becoming a permanent platform to exchange experiences of chemical distribution companies in the digital world. Although digitalisation represents both an opportunity and a threat, the sector has embraced the challenge as a possibility both to strengthen operational excellence and to redesign relationships with the customers.

Europe is transitioning to a more circular economy where the value of products, materials and resources is maintained for as long as possible, minimising the generation of waste. With a political agreement on the EU Waste Package, and the new EU Plastics Strategy, such a transition holds promise for chemical distributors. It is an opportunity to generate new business models, like chemical leasing (where performance is more important than sales volumes), to minimise the use of chemicals and their emissions.

REACHING A MILESTONE

On the European regulatory front, the last Reach registration deadline in May represents a key milestone of a decade of work. However, for chemical distributors the real challenge remains the huge amount of information that has to be exchanged along the supply chain. To support chemical distributors in these endeavours, Fecc has hosted a technical workshop on digitalisation of the supply chain information to ensure that members are well equipped to cope with the challenge and will redouble the efforts to make the implementation of the new European requirements to notify hazardous mixtures to Poison Centres workable for the chemical distribution sector. Security will also remain very much in focus, with the revision of the European explosive precursors regulation ongoing, and the continuous efforts of the supply chain to increase its robustness.

Today operating as the voice of the chemical distribution industry in Europe, Fecc represents 836 chemical distributors and 30,000 employees, with around €28bn turnover.

ELISA SETIEN
Director General, Fecc

“For chemical distributors the real challenge remains the huge amount of information that has to be exchanged along the supply chain”

Brazil on right track amid challenges

Associquim is optimistic on the continuing business recovery amid an election year while challenges exist in distribution

RUBENS MEDRANO ASSOCIQUIM

The chemical distribution industry in Brazil is undergoing major changes and challenges. Our performance last year can be defined in two distinct phases – a weak first half still influenced by the economic recession, and a second semester when we began to experience a substantial improvement in sales driven by the increase in domestic consumption.

OPTIMISM FOR 2018

We look upon 2018 with optimism that businesses are gradually adjusting with a bias towards growth. We will hardly recover to pre-crisis levels in 2018, but the industry is optimistic and this creates a virtuous cycle in business. The speed of recovery may not be as fast as we expect, but the important thing is we are on the right track.

ELECTION YEAR

We must not forget that 2018 is an election year which comes with the expectation of a new government and its platform, particularly with respect to reforms needed to truly achieve the ideal conditions for continued and sustainable growth.

Challenges still exist in the distribution sector. Deficient road and port infrastructure increases our operating costs. A tax system of extreme complexity with ancillary obligations demands time and human resources to be fulfilled. And then there are the natural and implicit challenges of our activities, aggravated by the regulations of different public agencies that impact our activities.

Another challenge is the accelerated process of modernisation that is imposing several changes in distribution. Disruptive changes, artificial intelligence and the cycle that starts with industry 4.0 are forcing distributors, as an important link in the production chain, to adapt to these new concepts. Relationships with our trading partners require investment, not only in equipment, but also in the preparation and qualification of employees to face all these changes.

ADAPTING TO CHALLENGES

The adjustment process is dynamic and requires a long period of maturation, and the distribution sector is continuously evolving its trading methods.

Trade associations have a mission to meet and defend the interests of their members. We do this in a number of ways, including through the Prodir (Responsible Distribution Process). We also are always attentive and willing to defend our members in an efficient way against the problems that impact our sector, whether in the legal, tax or operational field.
RDC tackles transport challenge

With transportation issues becoming increasingly challenging, distributors must take action to collaborate with rail and trucking partners to seamlessly deliver product responsibly, on time throughout the supply chain.

CATHY CAMPBELL  RDC

Distribution is being challenged at every level. This is about product movement, or the lack thereof. As distributors of chemicals and ingredients, it is our job to meet the needs of the entire supply chain, focusing on the supplier and the customer. How can we do our job when there are issues with the transport segment of the supply chain?

This year has been exceptionally problematic, with suppliers and customers shut down or close to being shut down. This is not just an RDC issue – it’s a Canada/US problem with our colleagues experiencing the same concerns.

How did we get to this? For rail in Canada, two choices are simply not enough, because trains are rolling at full capacity and the railways cannot handle the amount of business they have.

For trucking, it is the misfortune of many things happening at the same time – a shortage of drivers, not enough truck capacity, Electronic Logging Devices (ELDs) implementation in the US, issues at the border and no desire to come to Canada when there is enough work in the US.

**Distributor as Partner**

What can we do? We must tell our story to those who need our products – pretty much everyone. With hundreds of thousands of safe shipments by rail and transport, our voices should be heard, because we are integral to every market sector.

CATHY CAMPBELL

President, Responsible Distribution Canada (RDC)

“With hundreds of thousands of safe shipments by rail and transport… we are integral to every market sector”

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Brexit’s rhetoric and reality reach a tipping point

PETER NEWPORT  CHEMICAL BUSINESS ASSOCIATION

As the grains in the hourglass continue to disappear, the chemical industry is still a long way from understanding the final outcome of the Brexit negotiations.

In business terms, this uncertainty is increasingly debilitating. Key investment decisions are being delayed. The regulatory horizon is indistinct. Future commercial relationships are being questioned. Trading patterns are being redrawn. New customs processes remain ambiguous. The impact of a new tariff regime on international competitiveness is being calculated.

**Solidarity Preferred**

CBA’s survey evidence is quite clear: The majority of companies in the UK’s chemical supply chain prefer to remain part of the Single Market and the Customs Union. They also want continued regulatory alignment with the European Union (EU) – ideally continuing to comply with Reach and other key aspects of the EU’s regulatory framework.

The government’s negotiating position is that the UK will leave the Single Market and the Customs Union.

Regulatory alignment, in a form that protects the access of UK companies to EU markets and the millions of pounds spent in Reach compliance, seems increasingly doubtful.

**Companies Voting with their Feet**

Against this backdrop, it is unsurprising that there is a growing body of evidence that companies in the chemical supply chain are voting with their feet. A significant number of UK companies are creating subsidiaries in an EU27 member state. These are not just “brass plate” companies, but full-blown operations with premises and personnel.

There is also evidence that European parent companies are repatriating products from their UK subsidiaries to avoid the regulatory and commercial consequences of Brexit.

As the debate on the two forms of Custom Union currently being considered shows, the UK is no nearer achieving a situation that resolves Brexit uncertainty. Quite the reverse: Distributors are the link between supplier and customer. To deliver products responsibly, on time and without issue, it is necessary to have the following in place:

- Relationships and communication at all levels. Building long-term commitments is key in times like this.
- Adding predictability whenever and wherever possible. Optimise freight shipments where you can.
- Consider the region you do business in. Depending on your shipping and delivery locations, these trends may influence your business more or less than in other regions.
- Shorten loading and unloading time. Make freight more attractive by cutting driver time as much as possible.
- Remember, lead times matter. Adding just 24 hours of lead time can have a big impact on acceptance rates.

If the supply chain works together and collaborates with rail and trucking partners, this story may even have a happy ending. Let’s move that product along for Canada!

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PETER NEWPORT  CEO, Chemical Business Association

“In business terms, this uncertainty is increasingly debilitating. Key investment decisions are being delayed”

The so-called “customs partnership” is plagued with complexities while the “maximum facilitation” approach involves frontier checks and does not pretend to deal with the Irish border problem.

**In Search of Certainty**

Like most other business associations, CBA is concerned about the ongoing uncertainty and its potential impact on commercial transactions, investment and jobs.

Time is short. Decisions have to be made. Our industry requires a higher level of certainty on the commercial and regulatory framework on which its future depends.
Critical market data, tools and expertise

**Pricing Intelligence**
Access independent price assessments that meet IOSCO’s PRA Principles and which are widely trusted and used as benchmarks in the industry. ICIS coverage is unrivalled, publishing pricing data and market information for over 180 commodities, across all key regions. Make fast and confident decisions and determine the best time to buy or sell with access to:
- Spot and contract price assessments, including personalised alerts to notify you of changes
- In-depth analysis and price history to help you track and understand price drivers and trends
- Easy access to information, with multiple delivery options

**Analytics Solutions**
ICIS offers a unique combination of analytics tools designed to help you navigate and optimise opportunities in an ever-changing market, making complex analytics simple for you. Our solutions help you react quicker to market developments in a demand-led, price-sensitive global marketplace, enabling you to:
- Spot opportunities and minimise risk
- Shape future strategy
- Maintain a competitive advantage
- Supplement your in-house analytics

**Supply & Demand Database**
Receive an end-to-end perspectives across the global petrochemical supply chain for over 100 petrochemical commodities. Data include import and export volumes, consumption, plant capacities, production and product trade flows – from 1978 up to 2040, providing you with a long-term view of the rapidly changing petrochemical market. The database enables you to:
- Determine the local or regional scenario in a global context to support your planning
- Identify, evaluate and optimise opportunities
- Validate commercial and growth strategies
- Identify and manage financial or investment risks

**Industry News**
Our extensive global network of local experts report breaking news stories that impact chemical markets, influence commodity prices, and affect your daily business decisions. Alerts and our one-stop platform keep you fully informed and support your planning, with access to:
- Real-time news round-the-clock
- Market analysis and the likely impact on your markets
- Production news and force majeures

**Specialist Services**
The global team of ICIS experts brings extensive knowledge of the industry sectors through:

<table>
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<tr>
<th>Services</th>
<th>Description</th>
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<tr>
<td><strong>SPECIALISED TRAINING</strong></td>
<td>Expand your knowledge to navigate complex markets more confidently</td>
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<tr>
<td><strong>INDUSTRY CONFERENCES</strong></td>
<td>Get the latest insights into current issues and trends from a hand-picked selection of experts</td>
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<tr>
<td><strong>BESPOKE CONSULTANCY</strong></td>
<td>Get tailored advice and guidance to address your company’s key challenges</td>
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For more information about ICIS products and services, please contact [csc@icis.com](mailto:csc@icis.com)
SARAH CRESWELL LONDON
JOSEPH CHANG NEW YORK
WILL BEACHAM BARCELONA

1
BRENNTAG
2017 SALES: €11.7BN ($14.0BN)
Essen, Germany
WWW.BRENNTAG.COM
CEO: Steven Holland
Products: Full-line range of over 10,000 products; industrial chemicals; adhesives; paints; oil and gas chemicals; food ingredients; water treatment chemicals; personal care ingredients; pharmaceutical ingredients; cleaning chemicals; coatings and construction chemicals; animal nutrition products; pulp and paper chemicals
Services: Tailor made distribution solutions; one-stop-shop solutions; specific application technologies; extensive technical support; just-in-time delivery; product mixing and blending; formulation; storage; repackaging; inventory management; drum return handling
Assets: More than 530 locations in 74 countries; workforce of more than 15,000 employees

2
UNIVAR
2017 SALES: $8.25BN
Downers Grove, Illinois, US
WWW.UNIVAR.COM
CEO: David Jukes
Products: Full range of more than 1,500 specialty and basic ingredients and chemicals; coatings chemicals; adhesives; composites; sealants and elastomers; food and beverage ingredients; nutraceuticals; beauty and personal care ingredients; active pharmaceutical ingredients (APIs); water treatment chemicals; agriculture chemicals; vegetable and pest control chemicals; oilfield chemicals; mining chemicals; household and industrial cleaning chemicals; lubricants and metalworking fluids; plastics; specialty, commodity and performance chemicals
Services: Application expertise and development; warehousing and logistics solutions; technical services; formulation; laboratories and development kitchens offering expertise in multiple end-markets; 24/7 digital commerce and document access; on-time delivery; custom blending and packaging; on-site customer storage and delivery; chemical waste management and recycling; industry specific sales solutions; sophisticated digital marketing; end-to-end visibility and data capture throughout entire supply chain from development to delivery
Assets: Over 600 distribution facilities delivering to over 140 countries; several hundred tractors, railcars, tankers and trailers; nearly 9,000 employees located in 31 countries; extensive and diverse network of supply chain resources across a broad geographic footprint

3
TRICON ENERGY
2017 SALES: $6.57BN
Houston, Texas, US
WWW.TRICONENERGY.COM
President and CEO: Ignacio Torras
Products: Chlor-alkalis; aromatics; glycols; fibre intermediates; solvents; olefins; polymers; fertilizers
Services: Marketing; pre-export financing; shipping; logistics; packaging; blending; storage; just-in-time delivery; repackaging; inventory management; risk management for commodity price and foreign exchange
Assets: Global presence with sales into over 100 countries; 28+ offices; more than 450 employees

Our comprehensive global listing of chemical distributors gives you a wide and diverse range of choices for your supply chain needs.
**ICIS TOP 100 CHEMICAL DISTRIBUTORS**

**4 HELM**

**2017 SALES: €4.18BN ($4.9BN)**

**Hamburg, Germany**

**WWW.HELMAG.COM**

**CEO:** Hans-Christian Sievers

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

**Services:** International marketing; logistics; production; project development; scientific and technical services

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

**Trading sales:** 34%

**5 NEXEO SOLUTIONS**

**2017 SALES: $3.68BN**

**The Woodlands, Texas, US**

**WWW.NEXEOSOLUTIONS.COM**

**President and CEO:** David Bradley

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

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

**Assets:** Over 1,000 fleet assets; over 1,100 bulk storage tanks and silos

**Trading sales:** 10%

**6 IMCD**

**2017 SALES: €1.91BN ($2.29BN)**

**Rotterdam, Netherlands**

**WWW.IMCDGROUP.COM**

**CEO:** Piet van der Slikke

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

**Services:** Technical sales and marketing; application laboratories; local and central stock holding; drumming; repackaging; blending; sampling

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

**7 AZELIS**

**2017 SALES: €1.80BN ($2.16BN)**

**Luxembourg**

**WWW.AZELIS.COM**

**CEO:** Dr Hans Joachim Mueller

**Products:** Animal nutrition ingredients; food and health ingredients; personal care ingredients; home care and industrial cleaning chemicals; pharmaceutical ingredients; specialty agricultural/horticulture chemicals; coatings, adhesives, sealants, elastomers (CASE); electronic chemicals; essential chemicals; fine chemicals; lubricants and metalworking fluids; rubber and plastic additives; textile and leather chemicals; paper chemicals

**Services:** Laboratory analysis; formulation development and blending; expert technical and regulatory support; repackaging; flexible pack sizes; local stockholding; market research and trend analysis; GMP and cleanroom pharmaceuticals facilities; integrated supply chain services; sampling

**Assets:** 41 application laboratories; offices and access to warehouses across EMEA, Americas and Asia-Pacific; high quality sales force technically trained for the market segments they serve

**8 SINOCHEN PLASTICS**

**2017 SALES: $2.11BN**

**Beijing, China**

**WWW.SINOCHENPLASTICS.COM**

**General manager:** Zhang Xiaolei

**Products:** Engineering plastics (ABS, AS, PS, PMMA, MS, PC, PA, POM, PC/ABS, ASA, POE, PVC, EVA, Q-resin, ABSSH); high performance plastics (modified nylon, modified PBT, modified polyformaldehyde, polystyrene, PES), plastic additives (antioxidants, flame retardants, lubricants, matting agents, compatibilizers, titanium dioxide); epoxy resin (BPA and crude glycerine); UPR (phthalic anhydride, 2-methyl-1, 3-propanediol, Neopentyl glycol); coatings (organic silicon, emulsion, coating agents, surfactants); hygiene products (fluff pulp, SAP); synthetic rubber (IIR, SSBR, EPDM, SBC, TPE); automotive plastics (PE, modified PP, modified polycarbonate); polyurethane; rubber chemicals; specialty chemicals; agricultural products; food ingredients; textile chemicals; oleochemicals

**Services:** Agent distribution; one-stop purchase; supply chain management; technical support; manufacturing consignment; after-sale service; brand maintenance; customs clearance and storage; logistics; information consulting; market analysis; e-commerce; HSE

**Assets:** 4 warehouses with gross area of 82,834 square metres and total construction area of 57,124 square metres; 2 office buildings with gross area of 9,939 square metres

**Trading sales:** 34%

**9 BIESTERFELD**

**2017 SALES: €1.175BN ($1.41BN)**

**Hamburg, Germany**

**WWW.BIESTERFELD.COM**

**CEO:** Thomas Arnold

**Products:** High performance polymers and engineering polymers; thermoplastic elastomers, styrene polymers; acrylic polymers; standard polymers and additives; cosmetics and pharmaceutical ingredients; organic synthesis chemicals; household cleaning chemicals; functional food and beverage ingredients; coatings, adhesives, sealants and elastomers; performance products; synthetic rubbers; silicone and fluorosilicone rubber compounds; carbon blacks; industrial and agricultural chemicals; plant protection products and fertilizers; animal nutrition and health care ingredients; salts

**Services:** Technical expertise and consulting; active application development and product specification; direct and warehouse distribution; blending; storage; formulation and technical assistance; laboratory support of specialty chemicals; less-than-truckload (LTL) quantities; customised logistical solutions; marketing; consultancy and advisory services for Europe’sReach regulation; legal compliance; silicone rubber compounding

**Assets:** Subsidiaries in more than 30 countries; application laboratories; mixing, blending and storage facilities for solid and liquid chemicals

**Trading sales:** 10%

**10 PLUSCHEM EEIG**

**2017 SALES: €1.12BN ($1.34BN)**

**Dublin, Ireland**

**WWW.PLUSCHEM.COM**

**President:** Alan Looney

**Products:** Specialty and fine chemicals

**Services:** Marketing; logistics; warehousing; product handling and repackaging

**Assets:** Offices in Ireland, UK, France, Germany, Spain, Italy, Finland, Netherlands, India, South Africa, Brazil; operations in north Africa (Tunisia, Algeria, Morocco); warehouses in France, Spain, Italy, Finland, South Africa, Brazil; warehousing and logistics operation (Netherlands); logistics operations in Spain, Netherlands South Africa, Brazil; freight operations and trucks in Italy; bulk liquid storage vessels in Netherlands, Spain and Italy; 530 employees; European logistics affiliate NBK

**Trading sales:** 10%

**11 BARENTZ INTERNATIONAL**

**2017 SALES: €1.08BN ($1.29BN)**

**Hoofddorp, Netherlands**

**WWW.BARENTZ.COM**

**CEO:** Hidde van der Wal

**Products:** Starches and derivatives; amino acids; proteins; active pharmaceutical ingredients (APIs); additives; flavours

**Services:** Blending; spray drying; formulat-
Special Report
ICIS Top 100 Chemical Distributors

ASIA CHEMICAL DISTRIBUTION LEADERS (2017 SALES)

<table>
<thead>
<tr>
<th>Company</th>
<th>Sales ($m)</th>
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<tr>
<td>1 Tricon Energy</td>
<td>2,611</td>
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<td>2 Sinochem Plastics</td>
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<td>3 Brenntag</td>
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<td>4 Behn Meyer</td>
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<td>8 Redox</td>
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<td>9 Jebsen &amp; Jessen</td>
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<td>10 ICC Chemical</td>
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<td>11 IMCD</td>
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<td>12 Pluschem</td>
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<td>13 Deepak Fertilisers and Petrochemicals – chemicals trading division</td>
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<td>14 Pon Pure Chemicals</td>
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<td>15 TOP Solvent</td>
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<td>21 RAI Rakha Al Khaleej International</td>
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<td>22 Omya</td>
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DKSH figures are based on industry estimates. NOTE: Sales are by region and may differ from the total sales figures in the main Top 100 listing. Table excludes companies that do not break out sales by geography.

Products: PE; PP; PVC; PET; PS; ABS; engineering polymers; polyols; TDI; industrial chemicals
Services: Trading; packaging; technical support

Antwerp, Belgium
CEO: Philippe Huybrechts
Products: Sodium sulphate; soda ash; STPP; zeolite; caustic soda; sodium bicarbonate; calcium chloride; sodium laurel ether sulphate (SLES); linear alkyl benzene sulphonylic acid (LABSA); glycerine; surfactants and oleochemicals; home care and detergent chemicals; textile chemicals; personal care and cosmetics ingredients; construction chemicals; mining chemicals; oilfield chemicals; food and feed additives
Services: Local know-how and technical support in emerging markets; tailor-made warehousing and logistics/supply chain services; financial solutions

ASSETS: 50+ affiliates worldwide across 35+ countries; 140+ locations; 380,000+ square metres of warehouse space
Trading sales: 40%
SPECIAL REPORT
ICIS TOP 100 CHEMICAL DISTRIBUTORS

17 QUIMIDROGA
2017 SALES: €847M ($1.02BN)

Barcelona, Spain
WWW.QUIMIDROGA.COM
CEO: Vicente Munoz
Products: Solvents; monomers; glycols and intermediates; fine chemicals and specialties for food and feed; agrochemicals and fertilisers; pharmaceutical ingredients; cosmetics ingredients; detergents; coatings; adhesives; paper chemicals; water treatment chemicals; resins; plastics; elastomers
Services: Storage of liquid and packed products; blending; standard and tailor-made packaging; dissolution
Assets: Logistics complex at the Port of Barcelona with capacity of 30,000 tonnes of packed products and 12,000 cubic metres of liquids in 155 tanks; 2 regional sites for liquids and packed solids; 7 distribution centres; fully equipped quality control laboratory
Trading sales: 5%

18 CALDIC
2017 SALES: €800M ($959.9M)

Rotterdam, Netherlands
WWW.CALDIC.COM
CEO: Olav C van Caldenborgh
Products: Personal care ingredients; pharmaceutical ingredients; rubber additives; plastics and composites additives; coatings and construction chemicals; water treatment chemicals; food, feed and beverage ingredients; nutritional ingredients; dairy and confectionary ingredients
Services: Sourcing and procurement; production; supply chain services; technical and formulation services; regulatory services; blending; mixing; repackaging
Assets: 23 entities with 45 sites comprising offices, warehouses, production facilities, laboratories and innovation centres

19 JEBSEN & JESSEN GROUP
2017 SALES: £796.0M ($955.1M)

Bangkok, Thailand and Hamburg, Germany
WWW.INGREDIENTS.JJSEA.COM
WWW.JEBSEN-JESSEN.DE
CEOs: Marc Deschamps; Fritz von der Schulemburg
Products: Coatings and resins; plastics and rubber additives; food and nutrition ingredients; feed additives; oil and gas chemicals; oil derivatives; bioethanol; pharmaceutical and personal care ingredients; home care specialties; adhesives; water treatment specialties; mining components; agrochemicals; modified starches; collagen and sweeteners; malt ingredients and specialties
Services: Sales and marketing; applications R&D; import/export; regulatory services; warehousing; sourcing; factory audit; credit report; local currency financing
Assets: 24 offices worldwide; 15 warehouses; 6 laboratories

20 ICC CHEMICAL
2017 SALES: $945.9M

New York, New York, US
WWW.ICCHEMA.COM
CEO: Naveen Chandra
Products: Acrylonitrile; aromatics; glycols; plastics; solvents; specialty chemicals; olefins; oxo-alcohols; sebacic acid
Trading sales: 95%

21 TER GROUP
2017 SALES: €768M ($921.5M)
WWW.TERGROUP.COM
CEO and managing shareholder: Christian A Westphal
Products: Waxes; gum rosin; thermoplastic and thermostet polymers; adhesives; hot-melts; additives; polybutenes; SBS/SIS block copolymers; butyl rubber; caseine; amorphous polyethylene; hydrocarbon resins; pigments; dyes; polyvinyl alcohol; food ingredients; fibreglass; vaseline
Services: Blending; packaging; storage; production
Assets: Numerous office buildings; warehouses; trucks
Trading sales: 25%

22 DKSH HOLDING
2017 SALES: CHF889.4M ($917.3M)

Zurich, Switzerland
WWW.DKSH.COM/PM
CEO: Stefan P Butz
Products: Food and beverage ingredients; personal care and cosmetics ingredients; pharmaceutical ingredients; specialty chemicals
Services: Marketing and sales; logistics; blending and repackaging; after-sales services; sourcing services; innovation and formulation services; regulatory services
Assets: 29 innovation centres with 36 application laboratories; 100 business locations

23 BEHN MEYER GROUP
2017 SALES: €763.8M ($916.5M)

Hamburg, Germany
WWW.BEHNMEYER.COM
Products: Fertilizers; crop protection chemicals; food ingredients; personal care ingredients; home care and pharmaceutical chemicals; feed additives; specialties for rubber and plastics; water treatment chemicals; petrochemicals; coatings; leather and textiles process chemicals
Services: Technical support; customer service; regulatory and risk management; laboratory testing; production; blending and tailoring; packaging; warehousing and logistics; supply chain management; marketing
Assets: Over 1,100 employees; office and warehouses in 13 countries; 38 warehouse locations; global production facilities in Malaysia, Thailand, Indonesia, Italy, Netherlands and US; laboratory facilities in Malaysia, Indonesia, Thailand, Vietnam, Italy and Netherlands

24 OQEMA
2017 SALES: €754M ($904.7M)

Monchengladbach, Germany
WWW.OQEMA.COM
Executive board members: Peter Overlack, Heinrich Eckmann, Sabine Moritz
Products: Adhesives and sealants; automotive and machinery chemicals; construction chemicals; energy and electronics chemicals; personal care and industrial cleaning chemicals; lubricants; metal and surface treatment chemicals; paint and coatings materials; plastics and rubber additives; surface technology; printing, packaging and paper chemicals; textile and leather chemicals; cosmetic and personal care ingredients; feed and food ingredients; flavours and fragrances; pharmaceutical ingredients
Services: Tailored logistic solutions; technical support; filling and repackaging; blending; dilution and mixing; distillation and recycling; tail-end spending solutions
Assets: 40 locations; 50 warehouses; trucks; laboratories; workforce of 1,000 Europe-wide
Trading sales: 60%

25 CONNELL BROTHERS
2017 SALES: $800M

San Francisco, California, US
WWW.CONNELLBRATHERS.COM
President: Dr Azita Owlia
### Special Report
#### ICIS Top 100 Chemical Distributors

**Products:** Food and nutritional ingredients; personal and home care chemicals; pharmaceutical ingredients; coatings, adhesives and sealants (CAS); construction chemicals; inks; rubber; plastics; lubricants; metal-working fluids

**Services:** Application development and technical services including pilot plant and efficacy testing for life sciences; marketing and concept creation; supply chain management; product registration; regulatory and risk management

**Assets:** Extensive footprint across Asia Pacific – 48 offices in 18 countries with laboratories and warehouses across the region

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**RAVAGO Chemicals**

**2017 Sales:** €600M ($720M)

**Luxembourg**

**WWW.RAVAGO CHEMICALS.COM**

**General Manager EMEA:** Filip Van Camfort

**General Manager US:** Kevin Wettstein

**Products:** Coatings; polyurethanes and polymers; construction chemicals; asphalt; personal care ingredients; life science chemicals; performance chemicals; water treatment chemicals; solvents; inorganics; intermediates

**Services:** Technical expertise; warehousing; logistics; blending; repackaging, laboratory services

**Assets:** Network of warehouses (owned and third party); blending facilities; laboratories; feed premix plant; pressure vessel manufacturing equipment

**Trading Sales:** 10%

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**SAFIC-ALCAN**

**2017 Sales:** €565M ($677.9M)

**Puteaux, France**

**WWW.SAFIC-ALCAN.COM**

**CEO Safinc (Holding Company):** Martial Lecat; **CEO Safic-Alcan:** Philippe Combette

**Products:** Rubber elastomers and chemicals; polymers; plastics additives; resins; pigments; coatings and construction additives; PU additives; cosmetics and personal care ingredients; active ingredients for pharmaceuticals; excipients for pharmaceuticals and nutraceuticals; synthesis chemicals; lubricants and metal-working fluids and additives; detergent additives; composite chemicals

**Services:** Blending; packaging

**Assets:** 9 state-of-the-art laboratories

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**SOLVADIS Group**

**2017 Sales:** $673.9M

**Frankfurt/Main, Germany**

**WWW.SOLVADIS.COM**

**CEO:** Andreas Weimann

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

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

**Assets:** 10 tank farms; 2 storage facilities/warehouses; 1 production facility

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**GTM Holdings**

**2017 Sales:** $621M

**Sao Paulo, Brazil**

**WWW.GTM.NET**

**CEO:** Jose Manuel Berges

**Products:** Oilfield chemicals; coatings, inks, adhesives, sealants and elastomers; cosmetics ingredients; personal care ingredients; fragrances and flavours; pharmaceutical ingredients; agricultural chemicals; water treatment chemicals; food ingredients; animal feed; pulp and paper chemicals; mining chemicals; lubricants; household and industrial cleaning chemicals

**Services:** Product mixing and blending; formulation; packaging; storage (bulk and packed warehousing); preparation of samples; chemical analysis; production of lubricants (automotive and industrial); labelling; stock control; logistics; just-in-time delivery; drum return handling; inventory management; technical support; waste management

**Assets:** 47 facilities throughout Latin America, including 4 owned maritime terminals; tank farms and blending units in all countries; 9 laboratories (product development, application technology, quality control)

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**Hydrite Chemical**

**2017 Sales:** $600M

**Brookfield, Wisconsin, US**

**WWW.HYDRITE.COM**

**CEO:** Hans Blossey

**Products:** Food and nutritional ingredients; personal and home care chemicals; pharmaceutical ingredients; coatings, adhesives and sealants (CAS); construction chemicals; inks; rubber; plastics; lubricants; metal-working fluids

**Services:** Application development and technical services including pilot plant and efficacy testing for life sciences; marketing and concept creation; supply chain management; product registration; regulatory and risk management

**Assets:** Extensive footprint across Asia Pacific – 48 offices in 18 countries with laboratories and warehouses across the region

**Trading Sales:** Less than 5%
ICIS TOP 100 CHEMICAL DISTRIBUTORS

SPECIAL REPORT

CEO: John Honkamp
Products: Chlor-alkali; foam control chemicals; food processing chemicals; liquid sulphites; pulp and paper chemicals; organics; inorganics; metal finishing chemicals; solvents; wastewater treatment chemicals
Services: Blending; manufacturing; solvent reclaimation; hazardous waste removal; technical training; customer product research
Assets: 12 locations; bulk storage of 15m gal; private fleet of trucks and professional drivers

31 NORDMANN, RASSMANN
2017 SALES: €440M ($528M)
Hamburg, Germany
WWW.NRC.DE
Managing directors: Irina Zschaler, Dr Gerd Bergmann
Products: Adhesives and sealants; composites materials; construction and coatings chemicals; contact lens, dental and medical materials; flame retardants; food additives; industrial chemicals and intermediates; lubricant additives; monomers; oleochemicals; personal care additives; pharmaceutical and nutraceutical ingredients; polyurethane chemicals; synthetic rubber and rubber chemicals; thermoplastics and polymer additives
Services: Laboratory, study and R&D services; chemical synthesis and compounding; marketing and market intelligence; legislative and regulatory support; quality management and safety; global supply chain management; repackaging and refilling; sample service
Assets: Warehouses located all over Europe, Asia and North America

32 INDUKERN
2017 SALES: €426.9M ($512.2M)
Barcelona, Spain
WWW.INDUKERN.COM
WWW.GRUPOINDUKERN.COM
CEO: Daniel Diaz-Varela
Products: Food ingredients; pharmaceutical ingredients; pharmaceutical APIs; flavour and fragrance ingredients; industrial chemicals; veterinary and animal nutrition ingredients
Services: Blending; packaging; storage
Assets: 11 Warehouses in Spain; subsidiaries
Trading sales: 9%

33 HAWKINS
2017 SALES: $492.0M
Roseville, Minnesota, US
WWW.HAWKINSINC.COM
President and CEO: Patrick Hawkins
Products: Alkalis and acids; food ingredients; health and nutritional ingredients; water treatment chemicals; agricultural nutrients; pharmaceutical ingredients, surface finishing chemicals
Services: Blending; acid/base reactions; formulation and packaging
Assets: 5 barge terminals; 4 bleach manufacturing plants; 31 water treatment branches; 4 food ingredient manufacturing plants

34 REDOX
2017 SALES: $472.7M
Sydney, Australia
WWW.REDOX.COM
Managing director and chairman: Robert Coneliano
Products: More than 1,000 products serving over 140 different industries; commodity and specialty chemicals; food ingredients; agricultural chemicals; household and personal care chemicals; mining chemicals; surface coatings; plastic additives; grease and lubricants; water treatment chemicals; building and construction chemicals; pharmaceutical ingredients
Services: Custom blending; dilutions; repackaging; bulk storage of powders, solvents, acids, alkalis
Assets: 11 regional sales offices; 2 manufacturing sites; 7 warehouses

35 CG CHEMIKALIEN
2017 SALES: €444M
Laatzen, Germany
WWW.CG-CHEMIKALIEN.DE
CEO: Uwe Klass
Products: Organic and inorganic chemicals; solid matter and acids; alkaline solutions; solvents; specialties; food and feed ingredients; intermediates; pharmaceutical ingredients; cosmetic ingredients; paints and varnishes; water chemistry products
Services: Storage; packaging; filling; blending; single sourcing; toll manufacturing; tank monitoring; application engineering; consulting; manufacturing of paints/varnishes; GMP certification
Assets: 6 warehouses; 100 trucks
Trading sales: 40%

36 LEHMANN & VOSS / LEHOVSS GROUP
2017 SALES: €356M ($427M)
Hamburg, Germany
WWW.LEHOVSS.DE
Managing partners: Knut Breede, Soenke Thomsen, Dr Thomas Oehmichen
Products: Compounds; masterbatches; pastes; magnesia; diatomaceous earths; rare earths; cosmetic raw materials; food supplement raw materials; additives, fillers, blowing agents
Services: Tailor-made products; repackaging; storage; sourcing; masterbatching; pastes
Assets: 5 production facilities on 3 continents; 8 warehouses, repackaging facility

Trading sales: Around 30%

37 QUADRA CHEMICALS
2017 SALES: $408.3M
Vaudreuil-Dorion, Quebec, Canada
WWW.QUADRACHEMICALS.COM
WWW.QUADRAINGREDIENTS.COM
CEO: Tony Infilise
Products: Performance adhesives; flexible packaging; household, industrial and institutional cleaning chemicals; water treatment chemicals; mining and smelting chemicals; soluble fertilizer; pulp and paper chemicals; metal treatment and galvanizing chemicals; construction chemicals; coatings, adhesives, sealants and elastomers (CASE); pool and spa chemicals; oil refining and gas processing chemicals; nutritional and functional ingredients; health and personal care ingredients; pharmaceutical ingredients
Services: Storage; packaging; blending
Assets: 6 locations (warehouses and tank farms)

38 EMCO CHEMICAL DISTRIBUTORS
2017 SALES: $357M
Pleasant Prairie, Wisconsin, US
WWW.EMCOCHEM.COM
President: Edward Polen
Products: Acids and alkalis; additives; aliphatic and aromatic hydrocarbons; amines; carbonates; chelating agents; ester and ether esters; glycols; ketones; pigments; plasticizers; resins; silicones; surfactants; terpene and citrus solvents
Services: Blending and packaging; waste services; application laboratory services; warehousing; order fulfillment; USP and food grade packaging; private fleet delivery
Assets: 3 production facilities (US – North Chicago, Illinois; Columbia, Illinois; Pleasant Prairie, Wisconsin); 6 warehouses (US – Elkhart, Indiana; Minneapolis, Minnesota; Cincinnati, Ohio. Canada – Calgary, Alberta; Toronto, Ontario; Montreal, Quebec); 5,000 square foot CASE applications laboratory; 40 trucks; 85 trailers

39 PROTEA CHEMICALS
2017 SALES: $345.8M
Johannesburg, South Africa
WWW.PROTEACHEMICALS.CO.ZA
WWW.OMNIA.CO.ZA
Divisional managing director: Martin Kears; CEO of Omnia: Adrian de Lange
Products: Food ingredients; animal feeds; watercare chemicals; consumer care specialty products; bulk and packed acids; alkalis and solvents; coatings, adhesives, sealants and elastomers; bulk liquids; caustic soda; monomers and glycols; bulk powders (soda

CHEMICAL DISTRIBUTOR | April-June 2018
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<th>NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS (2017 SALES)</th>
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NOTE: Sales are by region and may differ from the total sales figure in the main Top 100 listing. Table excludes companies that do not break out sales by geography.
ash, sodium sulphate, ammonium sulphate); oil and gas commodities and specialties; polymer commodities and specialties; mining chemicals

**Services:** Importing; warehousing; breaking bulk; packaging; hydrating; proprietary blending to recipe; watercare specially flocculant and coagulant manufacture; ship to ship transfer of bulk liquids to offshore-based FPSO units

**Assets:** 20 warehouses (50,000 square metres under roof); 140 distribution vehicles; 350 liquid bulk tanks with capacity of over 40,000 kilolitres; 5 main distribution sites; production and blending plants; manufacturing sites in main cities in South Africa, along with sales and distribution sites in Kenya, Angola, Namibia, Ghana and Zimbabwe

**Trading sales:** Less than 5%

### 40 EIGENMANN & VERONELLI

**Rho, Italy**

**President:** Dr Nathalie Veronelli

**Products:** Adhesives chemicals; construction chemicals; cosmetics ingredients; dyes; detergents; ecology products; food ingredients; feed and veterinary ingredients; leather chemicals; paper chemicals; pharmaceutical ingredients; flavors and fragrances; animal health ingredients; agricultural chemicals; rubber; household and auto care chemicals; lubricants; plastics; polyurethanes; paints and coatings; resins and adhesives; food and feed ingredients; sports nutrition ingredients

**Services:** Storage; blending; packaging; bulk distribution; trading; cargo consolidation; dedicated procurement

**Assets:** 6 warehouses in Brazil – 2 in Sao Paulo, 1 in Santa Catarina, 1 in Goias, 1 in Rio de Janeiro, 1 in Pernambuco

**Trading sales:** 5%

### 41 VIKUDHA OVERSEAS

**Hong Kong, China**

**CEO:** Vikash Adukia, Deap Kumar Adukia

**Products:** Agrochemicals and feed ingredients; cosmetics and personal care ingredients; detergents and home care chemicals; food and beverage ingredients; mining and oilfield chemicals; paints and coatings materials; plastics additives; polyurethane chemicals; rubber and paper chemicals; textile and leather chemicals; water treatment chemicals

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

**Assets:** Sales offices across the globe; 275+ employees worldwide; multiple warehouses globally; facility in Malaysia

**Trading sales:** 70%

### 42 INDUSTRIA QUIMICA ANASTACIO

**2017 SALES:** $335.7M

**Sao Paulo, Brazil**

**CEO:** Jan Felix Krueder

**Products:** Cosmetics and personal care ingredients; pharmaceutical chemical ingredients; flavors and fragrances; animal health ingredients; agricultural chemicals; rubber; household and auto care chemicals; lubricants; plastics; polyurethanes; paints and coatings; resins and adhesives; food and feed ingredients; sports nutrition ingredients

**Services:** Storage; blending; packaging; bulk distribution; trading; cargo consolidation; dedicated procurement

**Assets:** 6 warehouses in Brazil – 2 in Sao Paulo, 1 in Santa Catarina, 1 in Goias, 1 in Rio de Janeiro, 1 in Pernambuco

**Trading sales:** 57%

### 43 POCHTECA MATERIAS PRIMAS

**Mexico City, Mexico**

**CEO:** Eugenio Manzano

**Executive director:** Egonio Manzano

**Products:** Inorganic chemicals; solvents and blends; food ingredients; chemical specialties; lubricants

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

**Assets:** More than 310,000 square metres of logistics capacity; capacity to store 20.6m litres of liquids and 111,000 square metres of storage of dry goods; 32 distribution centres in Mexico, 3 in Central America and 6 in Brazil; fleet of more than 200 units; solvent recycling plant; 10 product application laboratories

**Trading sales:** 30%

### 44 RAI RAKHA AL KHALEEJ INTERNATIONAL

**Dubai, UAE**

**CEO:** Henry F Roth

**Products:** Polymers – polyethylene (PE), propylene (PP), engineered thermoplastics (ETP), polyvinyl chloride; paraxylene (PX); aromatics; masterbatches and fillers

**Services:** Trading

**Assets:** 4 owned warehouses; leased warehouses

**Trading sales:** 25%

### 45 PON PURE CHEMICALS GROUP

**Chennai, Tamil Nadu, India**

**CEO:** M Ponnuswami

**Products:** Acids and derivatives; solvents; ketones; esters; ethers; chlorinated solvents; alcohols; aliphatic solvents; hydrocarbons; monomers; coatings and inks; plastics and composites; textile chemicals; leather and paper chemicals; sugar chemicals; water treatment chemicals; lubricants

**Services:** Small packaging; underground storage; technical service; R&D; custom blending; just-in-time delivery; transportation

**Assets:** 27 branches in India; 4 overseas branches in Singapore, Australia, Sri Lanka and Dubai; 23 warehouses across India (inclusive of 7 explosive repackaging warehouses); leased terminal facility at Kandla, Mumbai, Ennore, Kakkanad and Haldia, India; high-tech R&D laboratory; underground storage facility

**Trading sales:** 5%
credited ISO 17025 laboratory
Trading sales: 1%

48 HORN
2017 SALES: $315M
La Mirada, California, US
WWW.ETHORN.COM
President (Life Sciences): DJeff Martin;
President (Industrial): Bob Ahn; CFO and
Chairperson: Julie Wubbena; Director: Patrick Marantette
Products: Thermoset resins; rheology modifiers; specialty formulation additives; pigments/colourants; surfactants; flow aids; colloids; incipients; flavours; sweeteners; fragrances; emollients; vitamins; proteins
Services: Business development; technical support; logistics; drumming and packaging; bulk breaking; local storage and warehousing; sampling; blending and formulating; laboratory formulations and analysis
Assets: 2 laboratories
Trading sales: 100%

50 WEGO CHEMICAL GROUP
2017 SALES: $301M
Great Neck, New York, US
WWW.WEGOCHEM.COM
Principal and President: Dr Bert Eshaghpour
Products: Agricultural chemicals; animal nutrition and feed ingredients; antifreeze and coolants; coatings, adhesives, sealants, elastomers (CASE); corrosion inhibitors; lithium battery and electrolyte chemicals; lubricants and greases; pharmaceutical and fine chemicals; HI&I chemicals; flame retardants; food and beverage ingredients; metalworking fluids; finishing and flux chemicals; oilfield chemicals; plastics, resins and rubber additives; pulp and paper chemicals; water treatment and pool chemicals
Services: Chemical supply; supply chain solutions; logistics; warehousing; outsourcing
Assets: 100+ worldwide professionals; 14 international offices; global distribution network of 50+ warehouses
Trading sales: 20%

51 QUIMTIA
2017 SALES: $294M
Buenos Aires, Argentina
WWW.QUIMTIA.COM
President: Diego Collard Bovy
Products: Industrial specialties; environment solutions; industrial chemicals; amino acids; premixes and other specialities for animal nutrition additives; animal health products; food and pharmaceutical ingredients and premixes
Services: Storage; blending; dilutions; packaging; end-user product development; formulation; application; laboratory testing; customer process development
Assets: 9 distribution centres; 10 laboratories; 3 feed premix facilities; 2 food premix facilities; 3 peroxide dilution plants; 1 savoury manufacturing facility; 2 industrial chemicals blending facilities; 1 animal vaccine and health products facility

52 CCC (CANADA COLORS & CHEMICALS)
2017 SALES: $285M
Toronto, Ontario, Canada
WWW.CCC-GROUP.COM
President: Patrick Haineault
Products: Coatings specialties; environmental and water treatment chemicals; food and personal care ingredients; oilfield chemicals; mining chemicals; polymer additives; pulp and paper chemicals; solvents; inorganics; plastic resins; colour concentrates
Services: Blending; packaging; storage;
WWW.TENNANTSDISTRIBUTION.COM
Managing director: Andrew Mitchell
Products: Acids and alkanes; animal feed raw materials; fatty acids, alcohols and esters; flotation reagents; food ingredients and flavours; general chemicals; Greenox AdBlue diesel exhaust fluid; personal care ingredients; pharmaceutical products; resins; solvents; specialty products; surfactants; water treatment chemicals
Services: Warehousing and storage; repackaging; blending; formulating; relabelling
Assets: 20 sites (including warehousing and storage); own vehicles
Trading sales: 2%

57 TOP SOLVENT
2017 SALES: $269.3M
Bangkok, Thailand
WWW.TOPSOLVENT.COM/EN
CEO: Acharae Tiyabhorn
Products: Hydrocarbon solvents (hexane, pentane, SBP group, toluene, xylene, aromatic solvents, white spirits); chemical solvents (isopropyl alcohol, acetone, methyl ethyl ketone, ethyl acetate, butyl acetate; styrene monomer; ethylene glycol (MEG, DEG); food ingredients; pharmaceutical ingredients; personal care ingredients
Services: Manufacturing of hydrocarbon solvent products; storage; blending; drum filling; multi-delivery mode offerings (vessel, bulk lorry, ISO tank, drum)
Assets: 1 hydrocarbon solvents manufacturing plant with nameplate capacity of 141,000 tonnes/year via subsidiary Sak Chaisidhi (SAKC); 2 tank terminals in Thailand; 2 tank terminals in Vietnam; 73 chemical storage tanks with total capacity of over 46m litres; 5 warehouses with total capacity of 27,000 drums (200 litres); loading and unloading facilities with both trucks and vessels; drum filling station; laboratory (QC and technical); 59 bulk trucks (contracted); 42 pack trucks (contracted)
Trading sales: 3%

58 PVS DISTRIBUTION GROUP
2017 SALES: $260M
Detroit, Michigan, US
WWW.PVSCHEMICALS.COM
CEO: Timothy F Nicholson
Products: Full line of inorganics; surfactants; water treatment chemicals; H&I chemicals; metalworking chemicals; food ingredients; oilfield chemicals; agricultural chemicals
Services: Blending; packaging; storage; delivery; bulk; minibulk; microbulk; transloading
Assets: 6 warehouses; 100 company owned trucks; multiple terminals
Trading sales: 5%

59 SOLVOCHEM HOLDINGS
2017 SALES: $250M
Cyprus
WWW.SOLVOCHEM.COM
Managing director: Anthony Joseph Flouty
Products: Solvents; plasticizers; urethanes; plastics; additives; construction chemicals; mineral oil; mining products
Services: Storage; drumming; blending; packaging
Assets: Storage tanks with capacity of 1,650,000 cubic metres; 11 warehouses; 10 trucks
Trading sales: 25%

60 SOLVENTIS
2017 SALES: €207M ($248.4M)
Guildford, Surrey, UK
WWW.SOLVENTIS.NET
CEO: David Lubbock; Managing director: Nick Johnson
Products: Alcohols; antifreeze; brake fluids; acetate esters; glycols; glycol ethers; hydrocarbons; ketones; monomers; propylene glycol ethers; white oils; airplane deicers
Services: Imports of bulk chemicals; global bulk and drum distribution; blending of automotive products
Assets: Antwerp, Netherlands storage terminal with drumming and blending facilities; UK storage and blending facility

61 NORKEM HOLDINGS
2017 SALES: €247.2M
Knutsford, Cheshire, UK
WWW.NORKEM.COM
Group managing director: A Nicholson
Products: Iodine and iodine salts; zinc oxide and zinc salts; manganese compounds; copper salts; barium carbonate; citric acid; potassium carbonate and hydroxide; food chemicals; pharmaceutical intermediates; feed chemicals
Services: Blending; packaging; manufacturing; liquid suspensions; liquid solutions
Assets: 12 locations worldwide

62 KTM
2017 SALES: $245.6M
Istanbul, Turkey
WWW.KTM.COM.TR/EN
CEO: Keyan Zulfiikari
Products: Olefins; polymers; o xo alcohols; solvents; alcohols; acrylates; plasticizers; monomers; rubber and rubber chemicals; polyurethane raw materials; titanium dioxide (TiO2); organic and inorganic chemicals
Services: International marketing; logistics; packaging; storage; inventory management (VMI); just-in-time delivery; blending; fi-
nancing; risk management; pan European coverage

**Assets:** Offices; shore tanks and bulk storage facilities; numerous warehouses covering Europe and Turkey; truck fleet; road tankers

**Trading sales:** 93%

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**ORKILA**

**2017 SALES:** $245M

**Istanbul, Turkey**

**WWW.ORKILA.COM**

**Chairman and CEO:** Levend Kokulu dag

**Products:** Monomers; hydrocarbon solvents; alcohols; ketones; esters; glycols; glycol ethers; chlorinated solvents; oleochemicals; specialty chemicals; cosmetic, pharmaceutical and food ingredients

**Services:** Sales and marketing; warehousing; blending; filling; packaging

**Assets:** 1 deep sea tank terminal at Gebze/Turkey with capacity of 84,000 cubic metres; logistics company with 95 transport units and 1,000 ISO tanks

**Trading sales:** 5%

---

**CELLMARK CHEMICALS**

**2017 SALES:** $233M

**Gothenburg, Sweden**

**WWW.CELLMARK.COM**

**President:** Hugo Galetta; President (Basic Chemicals): Ersin Alkan

**Products:** Basic chemicals; lignosulfonates; caustic soda; semiconductor and renewable battery materials; oil and gas chemicals; water treatment chemicals; coatings materials; agrochemicals; flame retardants; food and beverage age ingredients; cosmetics, oral care and active pharmaceutical ingredients; organic chemicals; inorganic chemicals; vitamins; plant extracts; nutraceuticals; amino acids; specialty and fine chemicals

**Services:** Sales and marketing; sourcing; custom manufacturing; packaging; blending; milling and granulations; technical support; regulatory services; market research; logistics

**Assets:** Production equipment and inventory held at public warehouses in over 20 locations worldwide

**Trading sales:** Less than 30%

---

**ARKEM KIMYA**

**2017 SALES:** $245M

**Istanbul, Turkey**

**WWW.ARKEM.COM**

**Managing directors:** Boznur Alpar, Hakan Yilmaz

**Products:** Basic chemicals; food and feed ingredients; pharmaceutical ingredients; plastic and rubber additives; home care chemicals; water treatment chemicals

**Services:** Sales and marketing; warehousing; centralised purchasing; consolidated shipment; local currency invoicing; laboratory services; local technical support to improve formulations; in-house market data collection and analysis; ISO and GDP certifications; coverage of 60 countries

**Assets:** 3 regional free zone warehouses located in Dubai, Alexandria and Beirut; European hub based in Rotterdam, Netherlands; 18 regional centres; more than 45 warehouses throughout the Middle East and Africa; technically qualified sales force

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**GAMMA CHIMICA**

**2017 SALES:** $226.2M

**Lainate, Italy**

**WWW.GAMMACHIMICA.IT**

**President:** Giuseppe Meinini

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

**Services:** Storage; packaging; blending; anti-freeze production

**Assets:** Head office; warehouse of 54,000 square metres (15,000 square feet covered)

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**DONAUCHEM**

**2017 SALES:** €188M ($225.6M)

**Vienna, Austria**

**WWW.DONAUCHEM.COM**

**Member of the board:** Bogdan Banaszczzyk

**Products:** Food ingredients; pharmaceutical ingredients; paint and construction chemicals; cosmetics and detergents ingredients; metalworking chemicals; printing chemicals; water treatment chemicals; customer specific compositions

**Services:** Mixing; blending; environmentally friendly consultancy; formulation; training sessions on safety and the law; waste disposal; consultancy on chemical law and Reach

**Assets:** 14 warehouses

**Trading sales:** 20%

---

**BUFFA CHEMIKALIEN**

**2017 SALES:** $210M

**Altmoorhausen, Germany**

**WWW.BUEFA.DE**

**CEO:** Ronald Iizer

**Products:** Ethanolamines; ethylene glycol ethers; ethylene glycols; polyethylene glycols; propylene glycol ethers; propylene glycol; isopropanol; propionic acid; formic acid; caustic soda; solvents; aromatics; styrene; surfactants; oxo alcohols

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

**Assets:** 5 warehouses; 14 trucks

**Trading sales:** 30%
BANG & BONSOMER
2017 SALES: £272M ($326.4M)
Helsinki, Finland
WWW.BANGBONSOMER.COM
CEO: Mikko Tettinen
Products: Specialty raw materials; coatings and construction chemicals; food ingredients; personal and home care chemicals; packaging and plastic additives; composites and polyurethane materials; polymer materials.
Services: Process chemistry solutions with engineering, remote control and digitization; manufacturing of intermediate products and functional blends; application laboratory services; R&D and formulations; blending; dilution; packaging; warehousing; logistics.
Assets: 5 application laboratories and technical centers; 4 manufacturing sites; 15 warehouses.

ATLANTIC CHEMICALS TRADING
2017 SALES: £170M ($204M)
Hamburg, Germany
WWW.ACT.DE
CEO: Dr Kamil Ghaffari
Products: Vitamins; amino acids; sweeteners; energy ingredients; sports nutrition ingredients; preservatives; additives; flavors and fragrances; plant extracts; feed additives; food additives.
Services: Customising; global supply chain.
Assets: 13 offices worldwide; several warehouses worldwide.
Trading sales: 13%.

BANDEIRANTE QUIMICA
2017 SALES: $203.4M
Maua, Sao Paulo, Brazil
WWW.BQQUIMICA.COM.BR
CEO: Carlos Eduardo Marin
2017 SALES: €170M ($204M)
New Delhi, India
WWW.UTFSRUS.COM
Managing director: Surinder Kumar Kak
Products: Polymers; paper and allied chemical specialties; paints and coating chemicals; industrial and specialty gases; en-gineering consumables; dafting tools.
Services: Development of new products and applications; repackaging; market intelligence; technical and after-sales support; sourcing, report, procurement and auditing services; sourcing and exporting from India.
Assets: 8 branches; 95 tanks; 5 warehouses; 100,000 gal capacity; tank farm with over 1m gal capacity; fleet of trucks and trailers; flares; nitrogen access; dock with full waterfront access; access and licensed tankerman on staff.

KPL INTERNATIONAL
2017 SALES: €51.78BN ($200.3M)
Hamburg, Germany
WWW.KSOLV.COM
Products: Plastics; additives; composites; coatings, adhesives, sealants, elastomers (CASE).
Services: Market studies; consulting; blending packaging; storage.
Assets: Public warehouses in over 20 locations worldwide.
Trading sales: 5%.

VELOX
2017 SALES: €160.2M ($123.3M)
Hamburg, Germany
WWW.VELOX.COM
Managing directors: Ricardo Machado, Amin Razi.
Products: Aromatics; aliphatic and oxygenated solvents; coatings additives; ethaneamines; titanium dioxide (TiECA); specialty chemicals; carbon black; tailo-made blended; UV monomers/oilimers; household and personal care chemicals; silicas; amines; agricultural chemicals; epoxy resins; glycols; resins; mining chemicals.
Services: Blending; agency sales (indent sales); formulation; technical assistance; storage; packaging.
Assets: 9 Branches; 95 tanks; 5 warehouses; truck fleet; 2 laboratories; 1,000 intermediate bulk containers (IBCs).

GARNERSOUL
2017 SALES: $190M
Houston, Texas, US
WWW.LEVERSTONE.COM
Owner and CEO: Rusu Allen
Products: Aliphatics; aromatic solvents; alcohols; glycols; glycidyl ethers; nitriles; chlorinated solvents; ketones; base oils; white oils; acids.
Services: Packaging; blending small and large quantities; laboratory services; maritime services; emergency spill response; disaster response; industrial services; waste management; transportation.
Assets: Tote and drum warehouse with over 100,000 gal capacity; tank farm with over 1m gal capacity; fleet of trucks and trailers; flares; nitrogen access; dock with full waterfront access; access and licensed tankerman on staff.

VEO
2017 SALES: $523.4M ($190.3M)
St Petersburg, Russia
WWW.UTSRUS.COM
Managing directors: Lars Hjorth, Andrey Nizhko.
Products: Paints and coatings chemicals; dry mixture and construction chemicals; plastics and polymer additives; rubber chemicals; resins and chemicals for composites; firefighting chemicals for detergents; cosmetics household chemicals; oil and stiffledl chemicals; lubricants; refinery additives and chemicals; food additive specialties; specialty industrial chemicals; pharmaceutical raw materials; agricultural chemicals.
Services: Storage, mixing/blending; laboratory services; technical support; applications development; certification.
Assets: 11 offices; 11 warehouses; 40,000 square metres of warehouse space; 14,000 square metres of office space; 4 laboratories; 424 employees.

KPL INTERNATIONAL
2017 SALES: €51.78BN ($200.3M)
Hamburg, Germany
WWW.KSOLV.COM
Products: Plastics; additives; composites; coatings, adhesives, sealants, elastomers (CASE).
Services: Market studies; consulting; blending packaging; storage.
Assets: Public warehouses in over 20 locations worldwide.
Trading sales: 5%.

VELOX
2017 SALES: €160.2M ($123.3M)
Hamburg, Germany
WWW.VELOX.COM
Managing directors: Ricardo Machado, Amin Razi.
Products: Aliphatics; aromatic solvents; alcohols; glycols; glycidyl ethers; nitriles; chlorinated solvents; ketones; base oils; white oils; acids.
Services: Packaging; blending small and large quantities; laboratory services; maritime services; emergency spill response; disaster response; industrial services; waste management; transportation.
Assets: Tote and drum warehouse with over 100,000 gal capacity; tank farm with over 1m gal capacity; fleet of trucks and trailers; flares; nitrogen access; dock with full waterfront access; access and licensed tankerman on staff.

SPECIAL REPORT
ICIS TOP 100 CHEMICAL DISTRIBUTORS

81 IMPAG
2017 SALES: €159M ($180M)
Zurich, Switzerland
WWW.IMPAG.COM
WWW.IMPAG.CH
CEO: Romo Bernardi
Products: Coatings additives; anhydrides; alcohols; polyurethane; geotextiles; detergents; rubber; textile chemicals; paints; coatings; adhesives; sealants; elastomers; solvents and intermediates.
Services: Market intelligence; R&D; laboratory services; technical consultancy.
Trading sales: 14%.

ISOCHEM GROUP
2017 SALES: $180M
Sydney, Australia
WWW.ISOCHEM.COM.AU
CEO: Alizoealmi
Products: Polyurethane systems; aromatic isocyanates; polyols; surfactants; catalysts; glycols; hydrocarbons; refrigerants; polylimes and plastics.
Services: Warehousing; transloading; sourcing; supplier due diligence and audit; sales channel development; technology and machinery services.
Assets: 10 warehouses; corporate headquarter.
Trading sales: 15%.

82 GRUP RO
2017 SALES: $618.8M
Malanicko, Portugal
WWW.ROME.COM
Chairman of the board, CEO: Ricardo Machado
Products: Calcium; soda; hydrogen peroxide; sulphuric acid; hydrochloric acid; sodium hypochlorite; plastics (PVC, PP, PV, P, PET, PPV); solvents; glycerol; propylene glycol; glycerol.
Supply and Demand Database

Single searchable source of historical data on global petrochemical and energy markets

- Historical and forecast data (1978-2040)
- Over 100 petrochemical products
- Over 12,000 refinery units
- Over 18,500 petrochemical plants
- Import, export and consumption volumes
- Plant capacity, production and operating status

- Upcoming plants, including speculative and announced projects
- Data breakdown by country, region, product or product family
- GDP, population, and consumer price index by country

More than just data, the ICIS Supply and Demand Database is a powerful analytics tool which gives end-to-end perspectives across the global petrochemical supply chain, including refineries. Data is derived by ICIS’s team of consultants using a ‘bottom-up’ approach – reconciling demand with supply, production, local capacity and net trade. Forecasts are validated against economic indicators such as GDP and per capita consumption.

Request a one-to-one demo now. www.icis.com/supplydemanddata enquiry@icis.com
col ethers; surfactants; silicones; methanol; epoxy resins; inorganics; specialty chemicals
Services: Storage of liquid and packed products; blending; standard and tailor-made packaging; stock control and telemetry; logistics operations consulting
Assets: Logistics complex at the Famalicao, Santo Tirso, Madrid, Valencia, Vigo, Cartagena, Lisbon with 45,000 square metres, capacity for 30,000 tonnes of packed products and 8,000 cubic metres of liquids in 45 tanks; four tank terminals for liquids with 12,000 cubic metres and packed solids; our own fleet of 45 trucks, 40 cisterns, 6 semi-trailers and 65 stainless steel Isotainers of 26 cubic metres
Trading sales: 10%

86 THE PLAZA GROUP
Houston, Texas, US
WWW.THEPLAZAGRP.COM
President: Randy Velarde
Products: Solvents; intermediates; elastomers; styrenics; polyolefins
Products: Additives; pigments and dyes; actives and intermediates; performance materials and fillers; resins
Services: Marketing; logistics; storage
Assets: 1 warehouse; 1 bulk storage tank; 86 railcars

87 HAFFNER
Asperg, Germany
WWW.HAFFNERGROUP.COM
CEOs: Jurgen Martin, Thomas Dassler
Products: Water treatment chemicals; paints, inks, coatings, adhesives and resin additives; paint, textile and leather auxiliaries; food additives; feed additives; metal treatment chemicals; household and personal care ingredients; lubricant additives
Services: Mixing, blending and formulating; repackaging; contract packaging; warehousing of hazardous goods; just-in-time delivery; applications advice; single sourcing
Assets: 6 warehouse facilities across Europe with tank farm for acids/lyes/solvents and Hazard Analysis and Critical Control Points (HACCP) filling and blending area; 1 laboratory; 22 trucks
Trading sales: 10%

88 GROLMAN GROUP
Neuss, Germany
WWW.GROLMAN-GROUP.COM
Managing directors: Dirk Grolman, Florian Grolman, Jurgen Grolman, Mike Dorsam
Products: Pigments; dyes; mineral fillers; performance materials; binders and resins; additives; personal care ingredients; pharmaceutical ingredients
Services: Laboratory services
Assets: 3 labs; 1 warehouse

89 BARTON SOLVENTS
Des Moines, Iowa, US
WWW.BARSOL.COM
President: David M Casten
Board member: Pavel Tomaszkiewicz
Products: Aliphatics; aromatics; alcohols; glycol ethers; acetates; ketones; glycols; epoxy resins; surfactants; distilled spirits; specialty chemicals; USP/NF pharmaceutical ingredients; oils; lubricants
Services: Custom packaging; custom blending; delivery to customer or job site; waste services; laboratory services
Assets: 6 stocking locations; delivery fleet of 81 power units and 147 trailers

90 ELTON GROUP
Athens, Greece
WWW.ELTON-GROUP.COM
CEO: Nestor Papathanasiou
Products: Coatings and adhesives materials; construction chemicals; detergent chemicals; cosmetics ingredients; pharmaceutical ingredients; food, feed and beverage ingredients; water treatment chemicals; metal treatment chemicals; textile chemicals; paper chemicals; agrochemicals; rubber and plastics additives; refrigerants
Services: Local warehouse and storage; full coverage of Greece, Bulgaria, Romania, Serbia, Turkey, Kosovo, Albania, FYROM, Cyprus and Ukraine markets; technical promotion and business development; inventory management
Assets: 9 warehouses (4 privately owned); 2 laboratories; privately owned trucks and tank trucks

MIDDLE EAST/AFRICA CHEMICAL DISTRIBUTION LEADERS (2017 SALES)

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NOTE: Sales are by region and may differ from the total sales figure in the main Top 100 listing. Table excludes companies that do not break out sales by geography.
**ICIS TOP 100 CHEMICAL DISTRIBUTORS**

**SPECIAL REPORT**

1. **ICIS TOP 100 CHEMICAL DISTRIBUTORS**

2. **ICIS**

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**KH CHEMICALS**

2017 SALES: €125.5M ($150.6M)

Zweibrücken, Germany

WWW.KH-CHEMICALS.COM

CEO: Hans Ketting

Products: Acrylates; acetates; alcohols; alcohols; aromatics; chlorinated solvents; glycols; glycol ethers; hydrocarbons; ketones; monomers; monoethanolamines; propylene glycol ethers; vegetable oils.

Services: Trading; packaging; drilling; logistics; waste handling; blending, mixing and filling installations; hazardous waste handling.

Assets: Office space of 450 square metres; 2 ISO tanks; 2 dedicated sites for chemicals and hazardous waste.

Trading sales: 47%.

---

**2M HOLDINGS**

2017 SALES: €107.7M ($125.4M)

Runcorn, UK

WWW.2M-HOLDINGS.COM

CEO: Miltos Kasoulis

Products: Trikkön, Perkione and MEC Prime; SolVid; chlorine gas (cyinders & drums) for water treatment and chemical synthesis; surfactants/endology modifiers; AdBlue diesel exhaust fluid; aerospace cleaning approved products; Pigments (anti-corrosion/environment friendly pigments); oilfield drilling and completion products; specialty personal care and cosmetics ingredients; hydrocarbons and oxygenated solvents; home care and I&I ingredients; pharmaceutical excipients.

Services: Blending; packaging; storage; formulation and technical support with laboratory facilities; sample management; technical regulatory and legislative expertise; cosmetics and hygiene products formulation advice; water treatment; pigment dispersion; development and formulation.

Assets: Application laboratories; warehouses in UK, Poland, Brazil, Nordics, Benelux, Germany; blending and storage; own trucks.

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**APRADIS BENELUX**

2017 SALES: €125M ($150.0M)

Antwerp, Belgium

WWW.APARDIS.COM

CEO: Laurent Abergel

Products: Acrylates and monomers; isocyanates and polyols; solvents; specialty acrylates; MMA; glycols; additives and pigments; blowing agents; flame retardants.

Services: Technical sales and marketing; local and central stockholding; sampling.

Assets: Blending; dilution; repackaging; storage; transports.

---

**THOMMEN-FURLER**

2017 SALES: €123M ($147.6M)

Rüti bei Buren, Switzerland

WWW.THOMMEN-FURLER.COM

CEO: Franz Christ

Products: Industrial chemicals (inorganics, organics, liquids and solids); hydrosurface and surface cleaning products; activated carbon; intermediates for plastics; white pigments; electron grade chemicals; chrome and chrome-free pigments; mirror polishes.

Services: Trading sales; packaging; trading; global logistics; waste management; waste transport; managed inventory; fire class 4.1 storage of hazardous products.

Assets: 3 dedicated sites for chemicals and hazardous waste handling; tank farms and warehouses for chemicals and hazardous waste; blending, mixing and filling installations; waste treatment installations; 57 road tankers and trucks for general cargo.

---

**ACETO**

2017 SALES: $147M

Port Washington, New York, US

WWW.ACETO.COM

CEO: William Kinnally

Products: Specialty chemicals.

Services: Global sourcing; global logistics.

---

**VIMAL INTERTRADE**

2017 SALES: €14.4M

Mumbai, India

WWW.VIMALAGENCIES.NET

CEO: Vinod Shah

Products: Amines; matting agents; isocyanates; polyols; monomers; propylene glycol; epoxy resins and hardeners; hydroxyl-ethyl cellulose; additives; surfactants; glycol ethers; redispersible powders; carbon black; vinyl resins; fatty acids; carbonyl iron powders; solvents; polyurethane hardeners; personal care ingredients; PTFE powders; PE wax; molecular sieves; benzyl alcohol; benzyl acetate; benzyl chloride.

Services: Regispection; drumming; laboratory services.

Assets: 2 warehouses (140,000 square feet); local office; 2 regional offices; 9 resident representatives; 2 application laboratories.

Trading sales: 15%.

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**KEYSER & MACKAY**

2017 SALES: €116M ($141.6M)

Amsterdam, Netherlands

WWW.KEYSERMACKAY.COM

Managing partners: Gérard de Waal, Willem Augustinus.

Products: Specialty chemicals; coatings and inks ingredients; plastics and rubber additives; adhesives; sealants; construction chemicals; personal care chemicals; food and feed ingredients; pharmaceutical ingredients.

Services: Technical sales and marketing; local and central stockholding; sampling.

Assets: Offices and warehouses in 7 European countries.

Trading sales: Less than 5%.

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**CONNECT CHEMICALS**

2017 SALES: $139.7M

Ratingen, Germany

WWW.CONNECTCHEMICS.COM

Managing director: Dirk Ottmar, Basse Karace.

Products: Coatings, adhesives and sealants; construction chemicals; cosmetics and personal care ingredients; flavours and fragrances; household and industrial care chemicals; life science chemicals; lubricants and metalworking fluids; metal surface treatment chemicals; paper chemicals; plastics and rubber chemicals; pharmaceutical excipients; pharmaceutical ingredients; water treatment chemicals.

Services: Tolling; contract manufacturing; blending; formulation; packaging; logistics; warehousing.

Assets: 2 production sites.

---

**TILLMANNS**

2017 SALES: €112M ($134.4M)

Milan, Italy

WWW.TILLMANNS.IT

CEO: Fedral Vomilia

Products: Coatings additives; adhesives; plastics additives; construction and ceramic chemical products; materials; organic and inorganic pigments; binders; resin; additives; waxes; preservatives; specialty chemicals for water treatment; functional and tailor made ingredients for food and feed.

Services: Marketing; formulation and blending; standard and tailor-made packaging; laboratory testing and technical support; regulatory support; green chemistry product solutions; warehousing and supply chain management; extensive logistics; vendor managed inventory; fire class 4.1 storage of flammable products.

Assets: 2 company owned and operated warehouses with total capacity of 45,000 tonnes; technical team; 2 laboratories; own truck fleet.

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**ICIS TOP 100 CHEMICAL DISTRIBUTORS**

WWW.CSC-JAELKLE.DE

CEO: Robert Spath, Philipp Klaas, Dr Michael Spier.

Products: Industrial chemicals; alcohols, alkaline solutions; solvents; specialties; coatings; adhesives and sealants; high quality paints; water based paints; worldwide shipment; trucking services.

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**SELECTSCHEME**

2017 SALES: £121M ($163.6M)

Zurich, Switzerland

WWW.SELECTSCHEME.CH

CEO and delegate of the board: Dr Peter Kothenschwerdt.

Products: Active pharmaceutical ingredients (APIs); pharmaceutical excipients; nutritional ingredients.

Services: Regulatory support; development of generic; dosages; label trials.

Trading sales: 50%.

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**ICIS TOP 100 CHEMICAL DISTRIBUTORS**

WWW.FARAVELLI.COM

2017 SALES: €113M ($133.2M)

Milan, Italy

WWW.FARAVELLIGROUP.COM

April-June 2018 | CHEMICAL DISTRIBUTOR
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Sales</th>
<th>Location</th>
<th>President/CEO</th>
<th>Products</th>
<th>Services</th>
<th>Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>105</td>
<td>Penpet Petrochemical Trading</td>
<td>€108M</td>
<td>Hamburg, Germany</td>
<td>Tim Meister, Christoph Meister</td>
<td>Oxo-alcohols; melamine; solvents; plasticizers</td>
<td>Blending; packaging; storage</td>
<td>1 warehouse</td>
</tr>
<tr>
<td>106</td>
<td>Prochema</td>
<td>€108M</td>
<td>Vienna, Austria</td>
<td>Frank Haug</td>
<td>Adhesives and bonding systems (epoxy, polyurethane, MMA, hotmelts); seal-ants; silicones; resins (basic, epoxy, alkyd, acrylic); casting and potting resins for electronics (polyurethane, epoxy and silicone based); hardeners and curing agents; composites (resins, gelcoats, reinforcements); mould-making materials (boards, pastes, casting resins); additives for coatings (pigments, matting agents, drier, compounds); additives for plastics and rubber (pigments, stabilizers, masterbatches, stearates); additives for lubricants (corrosion protection, antioxidants, metal deactivators); chemicals and dyes for textiles; performance chemicals for paper, water and air treatment, medical</td>
<td>11 points of sales; 12 warehouses in all European regions</td>
<td></td>
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<tr>
<td>107</td>
<td>Bodo Moller Chemie</td>
<td>€107.6M</td>
<td>Offenbach am Main, Germany</td>
<td>Werner Figlhuber</td>
<td>Additives; acrylics; alcohols; anhydrides; flame retardants; methacrylates; monomers; organic acids; paper chemicals; pigments; resin intermediates; resins; PUR feedstocks; UV curing monomers</td>
<td>Manufacturer representations; market research; product roll out; financing; transport and warehouse logistics; refilling; repackaging</td>
<td>11 points of sales; 12 warehouses in all European regions</td>
</tr>
<tr>
<td>108</td>
<td>Pride Chemical Solutions</td>
<td>$129M</td>
<td>Holtsville, New York, US</td>
<td>Art Dhom Jr</td>
<td>Alcohols; amines; esters; glycols; glycol ethers; glycol ether esters; hydrocarbon solvents; ketones; mineral oils; oleochemicals; petrolatum; plasticizers; polyols; silicones; stearates; surfactants</td>
<td>Blending; packaging; testing; modification; blending</td>
<td>2 distribution centres; 12 tractor trailers; 5 straight trucks; 25 tank wagons; 400,000 gal bulk storage</td>
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<tr>
<td>No.</td>
<td>Company Name</td>
<td>2017 Sales</td>
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<tr>
<td>109</td>
<td>HB CHEMICAL</td>
<td>$128M</td>
<td>Twinsburg, Ohio, US</td>
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<tr>
<td>110</td>
<td>HAVILAND ENTERPRISES</td>
<td>$128M</td>
<td>Grand Rapids, Michigan, US</td>
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<tr>
<td>111</td>
<td>J. TECH SALES</td>
<td>$127M</td>
<td>Boca Raton, Florida, US</td>
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<tr>
<td>112</td>
<td>HARKE GROUP</td>
<td>$105M ($126.0M)</td>
<td>Muelheim an der Ruhr, Germany</td>
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<td>113</td>
<td>RAHN GROUP</td>
<td>$125M</td>
<td>Zurich, Switzerland</td>
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<td>114</td>
<td>ALGOL CHEMICALS</td>
<td>$120M</td>
<td>Espoo, Finland</td>
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<td>115</td>
<td>H.M. ROYAL</td>
<td>$120M</td>
<td>Trenton, New Jersey, US</td>
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<tr>
<td>116</td>
<td>UNIPEX</td>
<td>$98.5M ($118.2M)</td>
<td>Paris, France</td>
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<tr>
<td>117</td>
<td>AFRIGLOBAL COMMODITIES</td>
<td>$116.3M</td>
<td>Dubai, UAE</td>
<td></td>
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<tr>
<td>118</td>
<td>SEA-LAND CHEMICAL</td>
<td>$115.2M</td>
<td>Westlake, Ohio, US</td>
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</tbody>
</table>
ing; product sourcing; market development; technical expertise; lubricant testing; logistics; small package to bulk deliveries; ISO9001:2015 standards; regulatory support

**Assets:** 10 warehouse locations in North America and Europe; 6 repackaging facilities; 1 testing laboratory

**Trading sales:** 15%

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**DIA33**

**2017 SALES:** $111.5M

Dubai, UAE

**WWW.DIA33.COM**

**Group CEO:** Nadeem Raza

**Products:** Polyolefins; acrylic resin; polyurethane (PU) resin; radiation curing resin; powder coating resin; epoxy resin; PU hardener; epoxy hardener; micronised and polyethylene (PE) wax; organic pigments; inorganic pigments; performance additives; fibres and filler; concrete admixtures; binder cement

**Services:** Consignment stock solutions; call-off stock solutions; door-to-door logistics; free label solutions; customised product solutions; technical consultancy; product development and technical laboratory solutions; storage for hazardous and classified chemicals; logistics and warehousing; inventory management solutions

**Assets:** 12 warehouses in 6 countries; 18 exclusive associates handling cargos via road, air and sea to cater to customers in 26 countries

**Trading sales:** 68%

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**NORTEX**

**2017 SALES:** $110M

Moscow, Russia

**WWW.NORTEX-CHEM.RU**

**CEO:** Vladimir Yakushin

**Products:** Isocyanates; polyols; epoxy resins; hardeners; fillers; flame retardants; polyolefins; engineering plastics; antioxidants; synthetic and natural rubber; vulcanising agents; PVC resins; plasticizers; blowing agents; titanium dioxide; oilfield chemicals; construction chemicals

**Services:** Logistics; packaging; professional technical support

**Assets:** 8 warehouses; 4 trucks

**Trading sales:** 20%

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**GROUP BARCELONESA**

**2017 SALES:** €90.7M ($108.8M)

Barcelona, Spain

**WWW.GRUPBARCELONESA.COM**

**President and CEO:** D Enric Collell

**Products:** Chlor-alkalis; acids and bases; metallic salts; oilfield and mining chemicals; resins, curing agents and composites; food and feed additives; tailor-made blends for food and feed; agrochemicals; metalworking formulations; detergent and disinfection chemicals; home care and personal care chemicals; pharmaceutical ingredients; textile and leather chemicals; coatings materials; water treatment chemicals; polyols and polyurethanes

**Services:** Blending; drumming; custom and toll manufacturing; contract manufacturing; VMI (telemetry); environmental assistance; technical assistance; packaging; agency services; specialised chemicals storage and transportation

**Assets:** 8 warehouses with storage capacity of 70,000 square metres equalling 56,000 pallets in southwest Europe, northern Africa and China; tanks capacity of 17,000 cubic metres; own trucks fleet; 80 person sales force in southwest Europe, northern Africa, Latin America and China

**Trading sales:** 20%

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**TILLEY CHEMICAL**

**2017 SALES:** $106.3M

Baltimore, Maryland US

**WWW.TILLEYCHEM.COM**

**President:** John M Tilley

**Products:** Food ingredients; pharmaceutical ingredients; personal care ingredients; HI&I chemicals; process chemicals; beverage ingre-
SPECIAL REPORT
ICIS TOP 100 CHEMICAL DISTRIBUTORS

products; chemical feed systems; analytical sulfites; defoamers; activated carbon; phosphates; coagulants; flocculants; acids; alkalis; warehousing; 7 public warehouses; 1 truck

123 HARWICK STANDARD DISTRIBUTION
2017 SALES: $102.5M
Akron, Ohio, US
WWW.HARWICK.COM
President and CEO: Ernie Pouttu
Products: Polymers; rubber chemicals; plasticizers; process oils; flame retardants; activators; chemical and colour dispersions; processing aids; organic peroxides; resins; vulcanizing agents; colourants; fillers; stabilizers; dry liquid concentrates
Services: Warehousing; bulk break; logistics; storage; technical support; regulatory support
Assets: 2 company owned and operated warehouses; 7 public warehouses; 1 truck

124 CLEA TECH INDUSTRIES
2017 SALES: $100M
Saskatoon, Saskatchewan, Canada
WWW.CLEARTECH.CA
President: Randy Bracewell
Products: Water treatment; caustic soda; hydrochloric acid; chlorine; sodium hypochlorite; coagulants; flocculants; acids; alkalies; sulfites; defoamers; activated carbon; phosphates; chemical feed systems; analytical products
Services: Blending; packaging
Assets: 10 buildings in 7 cities across Canada

125 STAUB & CO – SILBERMANN
2017 SALES: €82M ($98.4M)
Nuremberg, Germany
WWW.STAUB-SILBERMANN.DE
Managing directors: Andreas Frank, Thomas Seiler, Peter Stockmeier
Products: Industrial and specialty chemicals; acids and lyes; solvents; solid chemicals; cleaning agents; food and feed ingredients; pharmaceutical ingredients; cosmetics ingredients; water treatment chemicals; thermal transfer agents; ammonia; AnHyBlue diesel exhaust fluid
Services: Storage; mixing; blending; filling; packaging; polymerisation
Assets: 2 warehouses; 17 trucks
Trading sales: 34%

126 QUIMDIS
2017 SALES: €81.5M ($97.8M)
Levallois-Perret, France
WWW.QUIMDIS.COM
President: Jean-François Quaire
Products: Pharmaceutical excipients; veterinary APIs and excipients; food and feed ingredients and additives; food supplements; flavours and fragrances; cosmetics ingredients
Trading sales: 60%

127 THE CHEMICAL COMPANY
2017 SALES: $96.4M
Jamestown, Rhode Island, US
WWW.THECHEMCO.COM
CEO: Robert N Roach, Jr; President: Robert N Roach III
Products: Polymer additives; coatings, adhesives, sealants and elastomers (CASE); flame retardants; silanes; water treatment chemicals; intermediates; acids
Services: Global procurement; packaging; imports; international customs management: EH&S team; logistics and rail fleet management
Assets: Global network comprised of 41 sites, with regional offices in California, US; Colombia, Mexico City, Mexico; and Nanjing, China; 10 storage facilities; 14 railcars; global warehouses, shore tanks and distribution centres

128 NOAHS ARK CHEMICALS
2017 SALES: €80M ($96.0M)
London, UK
WWW.NOAHSARK.EU.COM
CEO: Dr Bharat Bhardwaj
Products: Solvents; glycols; styrene; benzene; acrylates
Services: Blending; storage
Trading sales: 30%

129 TAJ AL MULOOK
2017 SALES: $95.6M
Dubai, UAE
WWW.TAJCHEM.COM
CEO: Irfanz Mulla
Products: Polyurethane chemicals (TDI, MDI, polyols); lubricant additives (PPD, TBM, ZDDP, base oils); paints, inks and coatings; construction chemicals; oilfield chemicals; solvents; polyurethanes (PU); machinery; fabrics
Services: Blending; repackaging; local warehousing; technical support; supply chain management; just-in-time delivery; inventory management
Assets: Extensive marketing network in GCC and Africa; 3 warehouses in UAE; 1 Warehouse in Saudi Arabia
Trading sales: 40%

130 C.H. ERBSLOH GROUP
2017 SALES: £78M ($93.6M)
Krefeld, Germany
WWW.CHERRYBLOCH.COM
CEO: Christopher Erbsloe
Products: Coatings materials; adhesives; construction chemicals; lubricants; pharmaceuti
cal ingredients; cosmetics ingredients; personal care and home care chemicals; rubber additives; plastics additives; electronics chemicals; water treatment chemicals; food and beverage ingredients
Services: Technical sales and marketing; application development; analytical testing and quality control; warehousing; regulatory services; supply chain management; after sales services
Assets: 10 office locations; application and quality control laboratories; fully owned and operated warehousing and tank farm

131 TANNER INDUSTRIES
2017 SALES: $93.4M
Southampton, Pennsylvania, US
WWW.TANNERIND.COM
President and CEO: Stephen Brad Tanner
Products: Anhydrous and aqua ammonia
Services: Safety training; tank storage; pump out services; storage tank repairs and maintenance
Assets: 16 distribution locations; full fleet of tractors and trailers

132 UNION PETROCHEMICAL
2017 SALES: $92M
Bangkok, Thailand
WWW.UNIONPETROCHEMICAL.COM
Managing director: Perapaw Suwannapasri
Products: Alcohol: aromatics; esters; glycols; ketones; monomers; PP; PE
Services: Blending; packaging; repackaging; storage, delivery; inventory management
Assets: 5 warehouses; 30 trucks

133 NEO CHEMICAL
2017 SALES: €76.2M ($91.4M)
Dzerzhinsk, Russia
WWW.NEOCHEMICAL.RU
CEO: Andrey Lipovetsky; Director: Vladimir Fedyushkin
Products: Additives; peroxide compounds; titanium dioxide; silanes; polyisobutylenes; hardeners; hexene-1; citric acid; surfactants; base oils; disinfectants; polyurethanes; polyols; n-pentane; furfuryl alcohol; amines
Services: Storage; shipping
Assets: Wholesale warehouse in Dzerzhinsk, Russia
Trading sales: 49.5%

134 NOVASOL CHEMICALS GROUP
2017 SALES: $76M ($91.2M)
Kraainem, Belgium
WWW.NOVASOLCHEMICALS.COM
General manager: Claude Fickers
Products: Specialty and commodity meth-acrylate monomers; specialty and commodity
acrylate monomers; crosslinking agents; specialty and commodity solvents; additives; emulsifiers; emollients; intermediates; flavours and fragrances; vitamins; water treatment chemicals; denaturants; pure solvents; crosslinking additives

**Services:** Tailored services; flexibility; reactivity; customer focus; single point of contact; customised handling (filling, mixing, packaging and labelling)

**Assets:** Presence in North America, Europe, Asia; pan European presence in 23 countries; development in Eastern Europe; Reach - own registration (lead registrant and co-registrant)

**Company:** CORNELIUS GROUP
**2017 Sales:** £67.2M ($90.7M)

**Bishops Stortford, UK**
**WWW.CORNELIUS.CO.UK**

**Chairman:** Dr Neville Prior
**Products:** Monomers; specialty chemicals; food ingredients; personal care ingredients; pigments; additives; resins; minerals; surfactants; adhesive materials; excipients; natural products; animal feed ingredients; medical device raw materials; coatings ingredients

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

**Assets:** 9 warehouses; 5 laboratories; 2 manufacturing sites; 7 offices; 1 clean room

**Trading sales:** 15%

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<table>
<thead>
<tr>
<th>LATIN AMERICA DISTRIBUTION LEADERS (2017 SALES)</th>
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<tbody>
<tr>
<td>1 Brenntag</td>
<td>982</td>
<td>22 Omya</td>
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<tr>
<td>2 Tricon Energy</td>
<td>913</td>
<td>23 Sulaltantica</td>
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<td>3 GTM</td>
<td>621</td>
<td>24 Morais de Castro</td>
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<td>4 Manuchar</td>
<td>583</td>
<td>25 Cosmiquimica</td>
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<tr>
<td>5 Industria Quimica Anastacio</td>
<td>336</td>
<td>26 Selectchemie</td>
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<tr>
<td>6 Pochteca Materiais Primas</td>
<td>336</td>
<td>27 CG Chemikalien</td>
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<td>7 M. Cassab</td>
<td>314</td>
<td>28 Petrochem Middle East</td>
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<tr>
<td>8 Quintia</td>
<td>293</td>
<td>29 ECEM European Chemical Marketing</td>
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<tr>
<td>9 Jepsen &amp; Jessen</td>
<td>212</td>
<td>30 Wego Chemical</td>
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<tr>
<td>10 Bandeirante Quimica</td>
<td>203</td>
<td>31 KH Chemicals</td>
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<td>11 Induern</td>
<td>183</td>
<td>32 Equilex</td>
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<td>12 Snetor</td>
<td>183</td>
<td>33 The Chemical Company</td>
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<tr>
<td>13 Vikudha Overseas</td>
<td>102</td>
<td>34 Unique Chemical Technologies</td>
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<td>14 ICC Chemical</td>
<td>57.1</td>
<td>35 Dutch2</td>
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<td>15 Biesterfeld</td>
<td>54.0</td>
<td>36 Clariquimica</td>
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<td>16 Carbono Quimica</td>
<td>49.5</td>
<td>37 SolvChem</td>
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<td>17 Andes Chemical</td>
<td>49.1</td>
<td>38 Joss Elastomers</td>
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<td>18 Metachem</td>
<td>44.7</td>
<td>39 Bifa Chemikalien Group</td>
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<tr>
<td>19 Henry Hirschen</td>
<td>40.1</td>
<td>40 Shamrock Shipping &amp; Trading</td>
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<tr>
<td>20 Pluschem</td>
<td>36.0</td>
<td>41 CellMark Chemicals</td>
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<tr>
<td>21 Quelaris Internacional</td>
<td>36.0</td>
<td>42 Ravago Chemicals</td>
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</tbody>
</table>

**Company:** PHT INTERNATIONAL
**2017 SALES:** $90.1M

**Charlotte, North Carolina, US**
**WWW.PHTCHEMICAL.COM**

**President:** Lihong Yu

**Products:** Pharmaceutical ingredients; agrochemicals; consumables; electronic chemicals; personal care ingredients; industrial chemicals

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

**Assets:** 100% owned Sancus Arc BioChem manufacturing facility

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| LAT...
MAYS CHEMICAL
2017 SALES: $87.2M
Indianapolis, Indiana, US
WWW.MAYSHEME.COM
President: Kristin Mays Corbitt
Products: Acidulants; binders; buffers; chelates; citrates; emulsifiers; excipients; glycerine; gums; methanol; phosphates; solvents; starches; stearates; surfactants
Services: Shipping; warehousing; liquid blending; repackaging; reformulation
Assets: 2 warehouses; 1 warehouse/blending facility; 2 freight trucks; 7 liquid tank trucks; 12 forklifts/related equipment

ESSENTIAL INGREDIENTS
2017 SALES: $84.6M
Atlanta, Georgia, US
WWW.ESSENTIALINGREDIENTS.COM
CEO: Kris Maynard
Services: Personal care ingredients; pharmaceutical ingredients; home care, industrial and institutional care chemicals; textile chemicals; animal care chemicals
Services: R&D solutions; product development; technical support; dedicated customer service representatives; blending; repackaging; logistics solutions; regulatory team; sample inventory; multi-language personnel
Assets: 7 distribution centres in the US

TCR INDUSTRIES
2017 SALES: $84M
La Palma, California, US
WWW.TCRINDUSTRIES.COM
CEO: Sam Rumfola
Products: Resins; pigments; additives; specialties
Services: Storage
Assets: 10 warehouses
Trading sales: 10-20%

ILARIO ORMEZZANO
2017 SALES: €70.0M ($84.0M)
Gaglianico, Italy
WWW.ILARIOORMEZZANO.IT
President: Giancarlo Ormezzano
Products: Solvents; phenol; acrylates; base chemicals; pharmaceutical intermediates; hydrocarbons
Services: Storage of liquid and solid products; storage for third parties; blending; customised handling (packaging, mixing, filling and labelling); quality control; technical after-sales support; Reach support
Assets: 2 warehouses owned with a total of 85,000 square metres and storage capacity for liquid products of more than 7,000 cubic metres; 1 warehouse for rent; 3 offices; 2 laboratories; 5 trucks
Trading sales: 20%

JOSS ELASTOMERS
2017 SALES: €70M ($84.0M)
Alkmaar, Netherlands
WWW.JOSS.NL
CEO: Frits Jeukens
Products: Natural rubber and latex; synthetic rubbers (SBR, BR, SBS, IIR, IR); process oils; zince oxide; accelerators; silica; carbon black
Services: Trading; warehousing; financing
Trading sales: 50%

CHEMSOLV
2017 SALES: $83.5M
Roanoke, Virginia, US
WWW.CHEMSOLV.COM
CEO: L Glenn Austin
Products: Specialty blends; thinners; aromatics/aliphatics; hydrocarbons; isoparaffins; chlorinated solvents; alcohol; ketones; esters; glycols and glycol ethers; polyethylene glycols; amines; ethanolamines; plasticizers; surfactants; acrylates; silicones; metalworking fluids; process oils; oils and lubricants; diesel exhaust fluid; inorganics; ammonium, sodium and potassium salts; phosphates; chlor-alkalis
Services: Solvent blending; packaging; solvent distillation of NMP, EG, DEG, TEG, PG, 2-EH; lab services; safety and environmental consulting
### SPECIAL REPORT

**ICIS TOP 100 CHEMICAL DISTRIBUTORS**

**WILL & CO**
- **2017 SALES:** £68M ($81.6M)
- **CEO/Board member:** Cezary Mielczarek
- **Products:** Detergent additives; disinfectants and protection chemicals; emulsifiers; polymers; surfactants; pool chemicals; active and antioxidant; paints, oils and esters; conditioners; protective; perfume; silicones; UV filters; fatty alcohols; adhesives
- **Services:** Storage management; logistics management; sales and marketing

**KALE KIMYA**
- **2017 SALES:** £80M
- **CEO:** Birgen Kaleagasi
- **Products:** Anhydrides; glycols; vinyl acetate monomer (VAM); butyl acrylate (BA); phenol; polymers; solvents
- **Services:** Logistics support; intermodal solutions; warehousing; storage; customised services and solutions; technical support

**CHEM INTERNATIONAL (CHEM POLAND, CHEM DISTRIBUTION)**
- **2017 SALES:** £8.6M
- **CEO/Board member:** Cezary Mielczarek
- **Products:** Anhydrides; glycols; vinyl acetate monomer (VAM); styrene monomer (SM); butyl acrylate (BA); phenol; polymers; solvents
- **Services:** Logistics support; intermodal solutions; warehousing; storage; customised services and solutions; technical support

**CALLAHAN CHEMICAL**
- **2017 SALES:** £78M
- **CEO:** Michael Miles
- **Products:** Acids; esters; lubricants; alcohol; flavours and fragrances; plasticizers; food additives; polyglycols; amines; hydro peroxide; solvents; chelating agents; chlorine; inorganics; surfactants; chlorinated solvents; thickening agents; ketones
- **Services:** Manufacturing; blending; contract packaging; solvent reclamation; technical training; safety training; hazardous waste removal; customer product research

**ICIS TOP 100 CHEMICAL DISTRIBUTORS**

**MOGOIL**
- **2017 SALES:** €59.4M ($71.3M)
- **CEO:** Miroslav Pribyl
- **Products:** Base oils; process oils; low viscosi-
ty oils; paraffins; specialties

Services: Storage; logistics; financing; technical support

Trading sales: 25%

**MAHA CHEMICALS**

*2017 SALES: $71M*

Singapore

[WWW.MAHACHEM.COM](http://WWW.MAHACHEM.COM)

CEO: Tan Seow Hoon

Products: Carbon black; construction chemicals; resins; polymers; additives; functional fillers; pigments; colourants

Services: Sales and marketing; warehouse storage; logistics; packaging

Assets: 12 warehouses; 12 trucks

**AL NAHDA INTERNATIONAL (ANICHEM GROUP)**

*2017 SALES: $70.3M*

Dubai, UAE

[WWW.ALNADHAFZ.COM](http://WWW.ALNADHAFZ.COM)

Managing director: Dr T.R. Vijayan

Products: Solvents; ethanol; IPA; acetates; acrylates; alcohols; aromatics; cellulose ethers; coating additives; glycols; pigments; polymer emulsions; thickeners; LABSA

Services: Terminal storage for bulk liquid chemicals; drumming facility; 3PL warehousing; custom blending

Assets: 20,000 cubic metres of tank terminal storage with dedicated berth access (<500m away) at the Jebel Ali port; 9 warehouses; 3 production facilities (including a 15,000 tonne/year sulphonation plant); 3 laboratories

Trading sales: 70%

**GREENCHEM INDUSTRIES**

*2017 SALES: $69M*

West Palm Beach, Florida, US

[WWW.GREENCHEMINUSTRIES.COM](http://WWW.GREENCHEMINUSTRIES.COM)

CEO: John S Lagae

Products: Acetates; acids; acrylates; alcohols; amines; aromatics; chlorinated solvents; ketones; glycols; glycol ethers; nonyl phenol ethoxylates; phthalates; PCBF, DMC, THF; d-limonene

Services: Import specialist; logistics; re-packing; just-in-time inventory management; in-house customs broker; freight specialist

Assets: 20 public warehouses across North America

**FITZ CHEM, NAGASE GROUP**

*2017 SALES: $69M*

Itasca, Illinois, US

[WWW.FITZCHEM.COM](http://WWW.FITZCHEM.COM)

CEO: Don Deihs

Products: Personal care ingredients; coatings, adhesives, sealants, elastomers (CASE) chemicals; household industrial and institutional (HI&I) chemicals; plastics additives; inks

Services: Warehouse distribution; customer service; product availability; inventory management; technical expertise; formulation; consulting

Assets: 13 warehouse locations

**PROQUIBASA**

*2017 SALES: €57.3M ($68.8M)*

Barcelona, Spain

[WWW.PROQUIBASA.COM](http://WWW.PROQUIBASA.COM)

CEO: Ivan Sanchez

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

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

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

**WEBB CHEMICAL SERVICE**

*2017 SALES: $67M*

Muskegon Heights, Michigan, US

[WWW.WEBBCHEMICAL.COM](http://WWW.WEBBCHEMICAL.COM)

President: Charlie Stevens; CEO: Brad Hilleary

Products: Caustic soda 50%; caustic potash
ICIS TOP 100 CHEMICAL DISTRIBUTORS

SPECIAL REPORT

April-June 2018 | CHEMICAL DISTRIBUTOR

45%; alcohols; ketones; sulphuric acid; phosphoric acid; propylene glycols; aromatics; ethylene glycols; surfactants; ethanolamines; glycol ethers

**Services:** Special deliveries; warehousing; vendor managed inventory (VMI); blending

**Assets:** 5 warehouse; 28 bulk tanks; 35 tankers; 15 box trucks; 20 trucks

162 **PRAKASH CHEMICALS INTERNATIONAL**

**2017 SALES:** $66.8M

Vadodara, Gujarat, India

WWW.PCIPLINDIA.COM

**Managing director:** Manish K Shah

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

**Services:** Blending; packaging; storage; labelling; logistics supply chain service ex-works to DDP; quality assurance; inspection; country specific compliance documents; Reach registration; FAMI-QS certification

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

163 **CONNECTION CHEMICAL**

**2017 SALES:** $65.4M

Newtown, Pennsylvania, US

WWW.CONNECTIONCHEMICAL.COM

**President:** Frank Farish

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

**Services:** Logistics; importing; inventory management; supply chain solutions; repackaging; dilutions; blending; outsourcing

**Assets:** 12 stocking locations in the US; strategic deep draft storage

164 **CBC EGYPT**

**2017 SALES:** $64.8M

Cairo, Egypt

WWW.CBC-EGYPT.COM

**Chairman:** Francis A Shehata

**Products:** Coatings and construction chemicals; surfactants; oil and gas chemicals; food ingredients; pharmaceutical ingredients; dairy farm supplies; paper chemicals; resins and minerals

**Services:** Blending; storage; formulation assistance; local laboratory services

**Assets:** 8 warehouses spread all over Egypt and Africa

**Trading sales:** 80%

165 **LAVOLLEE GROUP**

**2017 SALES:** €53M ($63.6M)

Levallois/Paris, France

WWW.LAVOLLEE.COM

**President:** Herve Ory Lavollee

**Products:** Coatings and adhesives additives; construction chemicals; lubricants; pharmaceutical ingredients; cosmetics ingredients; personal and home care chemicals; fragrances and flavours; rubber and plastics additives; electronics chemicals; water treatment chemicals; food and beverage ingredients

**Services:** Technical sales and marketing; application development; analytical testing and quality control; warehousing; regulatory services; supply chain management; after sales services; outsourcing; repackaging

166 **VAN HORN, METZ & CO**

**2017 SALES:** $63M

Conshohocken, Pennsylvania, US

WWW.VANHORNMETZ.COM

**President:** Barret C Fisher

**Products:** Additives; specialty resins; extenders; pigments; dyes; base stock; silicones; surfactants; esters; thickeners; polyphospholphins (PAOs)

**Services:** Dry blending; pigment treatment

**Assets:** 10 warehouses; 1 new warehouse in Toronto, California

**Trading sales:** 15%

167 **TCL HUNT GROUP**

**2017 SALES:** $61M

Auckland, New Zealand

WWW.TCLHUNT.CO.NZ

**CEO:** Tim Fraser

**Products:** Polyolefins; engineering plastics; chemical additives; surface coating resins; packaging films; building products

**Services:** Technical sales and marketing

**Assets:** Offices in New Zealand (Auckland, Wellington) and Australia (Sydney, Melbourne); warehouses in 4 locations in New Zealand and 5 locations in Australia

**Trading sales:** 20%

168 **SHAMROCK SHIPPING & TRADING**

**2017 SALES:** $60.6M

Limassol, Cyprus

WWW.SHAMROCKOILS.COM

**Managing director:** Celine Boutier

**Products:** Base oils (Group I, II, III); polyphoolefins (PAOs); naphthenic oils; re-refined base oils; additives; glycols; waxes; white oils; recycled oils; rubber process oils (RPO); petrodatum; bitumen; antifreeze

**Services:** Supply chain and logistics; financing and trade finance; flexitank loading; market intelligence; storage; trans-shipment

**Assets:** Offices in Cyprus, France and the United Arab Emirates (UAE)

**Trading sales:** 60%

169 **ASTRO CHEMICALS**

**2017 SALES:** $66M

Springfield, Massachusetts, US

WWW.ASTROCHEMICALS.COM

**President and CEO:** Chris Diamond

**Products:** Solvents; chlor-alkali; pharmaceutical-grade chemicals; food-grade chemicals; adhesives; activated carbon; water treatment chemicals; wastewater treatment chemicals; mineral oils and petroleums; acetates; heat transfer fluids; alcohols; citrates; phosphates; silicates

**Services:** Blending; packaging; storage; logistics

**Assets:** 2 warehouses, 11 trucks, 4 tankers, 12 storage tanks of 12,500 gal each

170 **BRAINERD CHEMICAL**

**2017 SALES:** $60M

Tulsa, Oklahoma, US

WWW.BRAINERDCHEMICAL.COM

**CEO:** Mathew A Brainerd

**Products:** Peracetic acid; hydrofluoric acid; sulphuric acid; nitric acid; refrigerants; aromatics; aliphatics; glycols; glycol ethers; high hazard acids; chlor-alkali; alcohols; formaldehyde; food processing sanitation chemicals, water treatment chemicals

**Services:** Packaging; blending; contract packing; toll manufacturing; logistics; warehousing; transloading

**Assets:** 4 production locations in Oklahoma, North Carolina, and Illinois; public warehouse in Dallas, Texas; tank terminals; rail terminals; extensive company owned fleet of trucks and trailers, and bulk tankers

171 **CHEMISPHERE**

**2017 SALES:** $59.7M

St Louis, Missouri, US

WWW.CHEMISPHERECORP.COM

**President:** Matthew Schwent

**Products:** Beverage grade ethanol; denatured ethanol; aliphatic solvents; alcohols; aromatics; ketones; glycol ethers

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

**Assets:** 1.4m gal tank farm storage; 14 car rail spur; 60,000 square feet warehouse space; bulk tanker fleet.
### EUROPE CHEMICAL DISTRIBUTION LEADERS (2017 SALES)

<table>
<thead>
<tr>
<th>Company</th>
<th>Sales ($m)</th>
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<tbody>
<tr>
<td>1 Brenntag*</td>
<td>6,020</td>
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<tr>
<td>2 Helm</td>
<td>2,880</td>
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<tr>
<td>3 Univar*</td>
<td>1,821</td>
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<tr>
<td>4 Tricon Energy</td>
<td>1,567</td>
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<td>5 IMCD*</td>
<td>1,370</td>
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<td>6 Stockmeier Holding</td>
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<td>7 Besterfeld</td>
<td>1,219</td>
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<tr>
<td>8 Barentz International</td>
<td>1,213</td>
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<tr>
<td>9 Azelis*</td>
<td>1,059</td>
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<tr>
<td>10 Quimidroga</td>
<td>912</td>
</tr>
<tr>
<td>11 OQEMA (formerly Overlack)</td>
<td>905</td>
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<td>12 Omya</td>
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<td>13 TER GROUP</td>
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<td>14 Caldic</td>
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<td>15 Solvadis Group</td>
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<td>16 Nexeo Solutions</td>
<td>500</td>
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<td>17 SAFIC-ALCAN</td>
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<td>18 Nordmann, Rassmann</td>
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<td>19 Ravago Chemicals</td>
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<td>20 CG Chemikalien</td>
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<td>21 Lehmann &amp; Voss</td>
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<td>22 Pluschem</td>
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<tr>
<td>23 Jelben &amp; Jessen</td>
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<td>24 DKSH**</td>
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<td>25 Eigenmann &amp; Veronelli</td>
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<td>32 HSH Chemie Distribution Group</td>
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<td>33 Solvents</td>
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<td>34 ECIM European Chemical Marketing</td>
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<td>36 Sneter</td>
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<td>37 United Trading System</td>
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<td>38 Norkem Holdings</td>
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<td>39 Tennents Distribution (and associated group distribution companies)</td>
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<tr>
<td>40 VELOX</td>
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<td>41 IMPAG</td>
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<tr>
<td>42 Atlantic Chemicals Trading</td>
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<tr>
<td>43 Buja Chemikalien Group</td>
<td>160</td>
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</tbody>
</table>

**Company Notes:**

* LMEA sales for Azelis, Brenntag, Univar, IMCD, Nexeo Solutions

**DKSH figures are based on industry estimates.

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

### SOLVCHEM

**2017 SALES: $59.6M**

**Pearland, Texas, US**

**Website:** [WWW.SOLVCHEM.COM](http://WWW.SOLVCHEM.COM)

**President and CEO:** Jean-Pierre Baizan

**Products:** Solvents; organic and inorganic chemicals; epoxies; silicones; silicone emulsions; hydrocarbon resins; hydroxyl ethyl cellulose; titanium dioxide; acrylics

**Services:** Custom packaging; toll manufacturing; container management programs; export services; technical support; green chemistry; product solutions; small container filling

**Assets:** 9 trucks; 24 railcars; 15 tankers; 2 railcars

### WALSH & ASSOCIATES

**2017 SALES: $58.5M**

**St Louis, Missouri, US**

**Website:** [WWW.WALSH-ASSOC.COM](http://WWW.WALSH-ASSOC.COM)

**President and CEO:** Ellen M Murphy

**Products:** Coatings, adhesives, sealants and elastomers (CASE) materials; household, industrial and institutional chemicals; inks; personal care ingredients; oilfield chemicals; industrial chemicals; agricultural chemicals; food and beverage ingredients; pharmaceutical ingredients; plastics additives; green chemicals

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

**Assets:** 8 warehouse locations; 30m gal liquid bulk storage

### AIREDALE CHEMICAL

**2017 SALES: £43.2M ($58.3M)**

**Skipton, North Yorkshire, UK**

**Website:** [WWW.AIREDALECHEMICAL.COM](http://WWW.AIREDALECHEMICAL.COM)

**President and CEO:** Ellen M Murphy

**Products:** Coatings, adhesives, sealants and elastomers (CASE) materials; household, industrial and institutional chemicals; inks; personal care ingredients; oilfield chemicals; industrial chemicals; agricultural chemicals; food and beverage ingredients; pharmaceutical ingredients; plastics additives; green chemicals

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

**Assets:** 8 warehouse locations; 30m gal liquid bulk storage
Midlothian, Texas, US
WWW.BUCKLEYOIL.COM
President: Robert Rice
Products: Aromatic; aliphatics; alcohols; glycols; glycol ethers; ketones; VDC; exempt solvents; surfactants; plasticizers; thickeners; automotive blends; oil and gas additives; base oils; base stocks; finished lubricants
Services: Custom blending; packaging; full truck deliveries; LTL bulk deliveries; packaged deliveries
Assets: 4 locations, 20 trucks

175 RAMCHARAN
176 INTERALLIS GROUP
177 CAMBRIAN SOLUTIONS
178 BUCKLEY OIL
179 MCCULLOUGH & ASSOCIATES
180 TRINTERNATIONAL
181 HUBBARD-HALL
182 WISTEMA
183 VALIDOR PRODUCTS
184 CARBONO QUIMICA
185 ANDES CHEMICAL
186 DEN
187 SKYHAWK CHEMICALS
188 QUIMITECNICA
189 CHEM ONE
190 METATECH

Managing director: Chris Chadwick
Products: Commodity chemicals, phosphates; phosphonates; surfactants; herbicides
Services: Toll manufacturing; formulating; blending; production; reactions
Assets: 3 warehouse locations; 20 vehicles

Chennai, India
WWW.RAMCHARAN.ORG
Chairman and managing director: Divyesh A Paliwal
Products: Synthetic rubbers; fillers; activators; process aids; process oils; waxes; reclaimed rubber; resins; rubber chemicals; curing chemicals; plasticizers; release agents; dry bonding agents; MTRB; carbon black; ABS; polycarbonate; polyurethane; polyamide; HDPE; LDPE; LLDPE; LDPE/PP; LDPE/PE; POM; PP; SEBS; antioxidants; flame retardants
Services: Packaging; blending; testing for rubber and liquid dispersant industries; trading of rubber and specialty raw material
Assets: 129 warehouses; 2 testing labs for rubber, ink, coatings and plastics
Trading sales: 20%

Cyprus, Nicosia
WWW.INTERALLIS.COM
CEO: Nikos Kazaoutis
Products: Human nutrition ingredients; home care chemicals; personal care chemicals; industrial care chemicals; industrial chemicals; polymers; agrochemicals; animal nutrition ingredients; lubricants; rubber; coatings additives; construction chemicals
Services: Logistics; warehousing; sampling services; EU Resoch regulation
2017 SALES: €45M ($54.0M)

Oakville, Ontario, Canada
WWW.CAMBRIAN.COM
President: Peter Jakling
Products: Organic ingredients; functional foods; clean label preservatives; flavourings and flavour enhancers; non-GMO ingredients; health ingredients; oilfield additives; paper chemicals; personal care ingredients; H&K chemicals; cleaning additives; solvents; surfactants
Services: Blending; repackage; formulation development; custom client services; technical consulting; regulatory consulting
2017 SALES: C$66.5M ($52.9M)

Waterbury, Connecticut, US
WWW.HUBBARDHALL.COM
President and CEO: Molly Kellogg
Products: Chlorinated alkyl chemistry; organic solvents; inorganic chemicals; specialty solvents; hydrogen peroxide based specialties; surface treatment chemistry; corrosion prevention chemistry; paint stripping specialty formulations; wastewater treatment specialty blends
Services: Manufacturing/formulation of chemical specialties; custom blending; warehousing, analytical and lab services
Assets: 2 manufacturing facilities; 6 warehouses; 8 trucks
2017 SALES: $51.7M

San Diego, California, US
WWW.CHEMONE.COM
President and CEO: Sunny Molamed
Products: Specialty fertilizer ingredients; acids; inorganic chemicals
Services: Dry and liquid blending; repackaging; private labelling
2017 SALES: $50.5M

San Francisco, California, US
WWW.BUCKLEYOIL.COM
Trading sales: 20%
2017 SALES: C$66.5M ($52.9M)

Sao Paulo, Brazil
WWW.WISTEMA.COM
President: Dion Stout
Products: Personal care ingredients; food ingredients; nutrition ingredients; industrial chemicals; oilfield chemicals
Services: Storage
Assets: 2 locations

April-June 2018 | CHEMICAL DISTRIBUTOR
A. E. FISCHER-CHEMIE
Wiesbaden, Germany
WWW.FISCHER-CHEMIE.DE
General manager: Manuel Fischer-Bothof
Products: Caustic soda; solvents; hydrochloric acid; citric acid; urea; phosphoric acid; matting agent; pyrogenic silicon dioxide; precipitated silica; silicone oil; glycerine; caustic matting agent; pyrogenic silicon dioxide; preric acid; citric acid; urea; phosphoric acid;

Trading sales: 10%

MCKINN INTERNATIONAL
Singapore
WWW.MCKINN.COM.SG
Managing director: Chau Tak Vui
Products: Acid and anhydrides; additives and raw materials for plastics; flame retardants; oleochemicals; plasticizers; rubber additives; water-based acrylic resins; raw materials for adhesives, coatings, unsaturated polyester resins (UPR), polyurethanes (PU) and thermoplastic polyurethanes (TPU)

Trading sales: 85%

IDEAL CHEMICAL & SUPPLY
Memphis, Tennessee, US
WWW.IDEALCHEMICAL.COM
President: Sam Block Jr
Products: Acids; alcohols; amines; chelating agents; chlor-alkali; food ingredients; glycol ethers; hydrogen peroxide; inorganics; ketones; personal care ingredients; polyglycols; solvents; textile care ingredients; water treatment chemicals

Trading sales: 95%

NATIONAL CHEMICAL
Dublin, Ireland
WWW.NCC.IE
CEO: Alan Looney

Trading sales: 95%
Managing director: Horst Ludwig
Products: Intermediates; amines; oxo-alcohols; sodium gluconate; potassium hydroxide; bromo derivates; paraformaldehyde; phosphates; nickel sulphate; zinc chloride
Services: Storage; grinding; packaging; technical support
Assets: 10 warehouses
Trading sales: 10%

203 INDEPENDENT CHEMICAL
2017 SALES: $36.7M
Glendale, New York, US
WWW.INDEPENDENTCHEMICAL.COM
President: Jonathan Spielman
Products: Surfactants; pharmaceutical excipients; food ingredients; cosmetic ingredients
Services: Blending; packaging
Assets: 1 warehouse; 6 trucks

204 CHEMICAL DISTRIBUTORS INC
2017 SALES: $36.3M
Buffalo, New York, US
WWW.CDIBUFFALO.COM
President: Mark T Russell
Products: acids; bases; food grade dry and liquid ingredients; reagents; solvents; equipment
Services: Contract blending and packaging; bulk and LTL shipments; storage and warehousing; laboratory testing; chemical process equipment sales
Assets: 102,000 square feet of warehousing; 11 trucks; 20 tankers/trailers; laboratory

205 UCG (UNITED CHEMICAL GROUP)
2017 SALES: $36.3M
Moscow, Russia
WWW.UCGRUS.COM
Chairman and CEO: Gennadiy Tolstobrov
Products: Polymers (ABS, ASA, SAN, HIPS, PC/ABS, PBT, PMMA, PC, POM, SBS, SEBS, SIS, POE, EVA, HDPE, PP copolymer); road construction materials (cellulose stabilizers, plasticizers, emulsions, adhesion additives); oil additives and modifiers
Services: Logistics; packaging; storage; technical support
Assets: 7 offices including in St Petersburg, Togliatti, Krasnodar, Kazan, Novosibirsk; 8 warehouses

206 QUELARIS INTERNACIONAL
2017 SALES: $36M
Panama City, Panama
WWW.QUELARIS.COM
CEO: Paul Vanhauw
Products: Polyurethane; rubber; coatings; personal and home care chemicals; adhesives
Services: Technical sales and service; local warehousing; immediate dispatch; repackaging
Assets: 13-country distribution network – Bolivia, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Panama, Peru, Venezuela and Caribbean Islands
Trading sales: 12%

207 LINKERS CHEMICALS & POLYMERS
2017 SALES: $35.6M
Dubai, UAE
WWW.LCP.AE
Managing director: Malik Pervez Zaman
Products: Synthetic rubber; polyvinyl chloride (PVC); engineering plastics; plasticizers; latex; monomers; construction chemicals; animal nutrition; coatings chemicals
Services: Market expansion; technical support
Trading sales: 100%

208 VENDICO CHEMICAL
2017 SALES: €29.4M ($35.3M)
Malmo, Sweden
WWW.VENDICO.SE
CEO: Anders Hakansson
Products: Surfactants; chelating agents; silicates; oleochemicals; preservatives; rheology
modifiers; personal care specialties; vegetable oils; detergent and home care specialties

**Services:** Formulation; storage

**Trading sales:** 25%

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**209**

**GJ CHEMICAL**

2017 SALES: $35M

*Somerset, New Jersey, US*

**WWW.GJCHEMICAL.COM**

**CEO:** Diana Colonna

**Products:** Acrylates and monomers; high purity solvents; reagent chemicals; ketones; monomers; plasticizers; acids and anhydrides; aromatic solvents; chlorinated solvents; cosmetic preservatives; esters; glycol ethers; glycols; heat transfer fluids

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

**Assets:** 3 locations; 7 trucks; 30 tankers; 10 box trucks; full analytical laboratory

**Trading sales:** 10%

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**210**

**SULATLANTICA**

2017 SALES: $35M

*Rio de Janeiro, Brazil*

**WWW.SULATLANTICA.COM.BR**

**General director:** Mario Grumach

**Products:** Oilfield chemicals; mining chemicals; chemicals for glass; agricultural chemicals; food and feed ingredients; organic chemicals; inorganic chemicals; solvents; emulsifiers; viscosifiers

**Services:** Importing; exporting; packaging; blending

**Assets:** 4 warehouses; 20 tanks; 1 office building

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**211**

**VIVION**

2017 SALES: $35M

*San Carlos, California, US*

**WWW.VIVIONINC.COM**

**President:** Michael Poleselli

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

**Services:** Document packages; product specialist services

**Assets:** 2 warehouses; 3 public warehouses; 1 semi-truck

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**212**

**VECKRIDGE CHEMICAL**

2017 SALES: $32M

*Kearny, New Jersey, US*

**WWW.VECKRIDGECHEMICAL.COM**

**President:** Mark Veca

**Products:** Chlor-alkali; acids; inorganics; ethyl amines; ethanamines

**Services:** Stocking; dilutions; small packaging; storage

**Assets:** 5 trucks; 2 warehouses (including 1 under construction)

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**213**

**VENUS CHEMICALS GROUP**

2017 SALES: $32M

*Cairo, Egypt*

**WWW.VENUSKIM.COM**

**Chairman:** Ahmed Alghoul

**Products:** Glycerine; nonyl phenol ethoxylated; fatty alcohol ethoxylated; polysorbate ethoxylated; castor oil ethoxylated; soya lecithin; latex; defoamers; thickeners; white spirit; pine oil; maleic resin; gum rosin; hydrocarbon resin; SLES 70; fragrances; paints and coatings materials; inks; detergent chemicals; personal care ingredients; agrochemicals; food ingredients

**Assets:** 2 warehouses; 10 cars; 4 jumbo cars

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**214**

**RESEARCH SOLUTIONS GROUP**

2017 SALES: $31.3M

*Pelham, Alabama, US*

**WWW.RESEARCHSOLUTIONSGROUP.COM**

**President and CEO:** Jeff Miller

**Products:** Acetates; alcohols; aliphatic and aromatic solvents; glycols; glycol ethers; chlor-alkali products; organic and inorganic chemicals; metalworking lubricants; oilfield chemicals; water treatment chemicals; surfactants; specialty chemicals; custom blends

**Services:** Laboratory services; environmental services for hazardous and non-hazardous waste disposal; environmental consulting; OSHA compliant SDS and labeling software; rail/truck transloading; bulk hazmat shipping/transportation; warehousing; private label packaging in all sizes

**Assets:** 4 bulk terminals (2m+ gal storage, 110,000 square feet warehouse space); 3 public warehouses; 10 tractors; 5 tank wagons; 20 tankers, 12 dry vans

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**215**

**R.E. CARROLL**

2017 SALES: $31.2M

*Trenton, New Jersey, US*

**WWW.RECARROLL.COM**
<table>
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<th>ICIS TOP 100 CHEMICAL DISTRIBUTORS</th>
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**President:** Robert E Carroll III  
**Products:** Calcium carbonate; clays; blowing agents; alumina trihydrate; zinc oxides; plasticizers; foaming agents; barium sulfate; petroleum products (aromatic oils, naphthenic oils); magnesium oxide; stearamides; soybean oil; lubricants; ASTM reference oils

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

**Assets:** Corporate office and warehouse in New Jersey; warehouse locations in Ohio, Georgia and Texas

**WWW.ACIDPRODUCTS.NET**  
**216 MATRIX CHEMIE**  
**2017 SALES:** $22.9M ($30.9M)

**Stourton, Leeds, UK**  
**WWW.MATRIXCHEMIE.COM**  
**Chairman and CEO:** Graham Royle  
**Products:** Surfactants; oleochemicals; personal care ingredients; home care, industrial and institutional [l&I specialties; antiperspirant actives; essential oils; phosphates; water treatment chemicals; emulsion polymerisation adjuncts; sunscreen ingredients

**Services:** Supply chain management; import and export; warehousing

**Assets:** 1 facility (offices and warehouse)  
**Trading sales:** 20%

**WWW.DUTCH2.COM**  
**2017 SALES:** €25.6M ($30.7M)

**Purmerend, Netherlands**  
**WWW.DUTCH2.COM**  
**Managing director:** Steven Willekes

**Products:** Acetates; acids; acrylates; alcohols; amines; aromatics; chlorinated solvents; glycol ethers; glycols; hydrocarbons; ketones; monomers; vegetable oils; propylene glycol ethers; plasticizers

**Services:** Trading; export; drumming; warehousing; logistics; blending; packaging; storage

**Trading sales:** 30%

**WWW.ACIDPRODUCTS.NET**  
**2017 SALES:** $29M

**Chicago, Illinois, US**  
**WWW.ACIDPRODUCTS.NET**  
**CEO:** Iann Fisher

**Products:** Acids; caustics; solvents; dry chemicals; white oils; surfactants; glycols

**Services:** Toll blending – liquids and powders; drum and tote packaging; contract packaging – bottles of all sizes

**Assets:** 3 warehouses; 7 trucks; 4 liquid packaging lines; 2 powder lines

**WWW.MORAISDECASTRO.COM.BR**  
**2017 SALES:** R$9.5M ($28.8M)

**Salvador, Bahia, Brazil**  
**CEO:** Andre Castro

**Products:** Surfactants; glycols (EO/PO); white mineral oils; caustic soda; caustic soda; sulfonic acid (LAB-S); inorganic acids (H2SO4, HCL, HNO3); sodium hypochlorite; personal care additives; food additives; rheology modifiers; oxygenated solvents; chlorinated solvents; biocides; sulfates (Al, Na, Cu, NH3); silicons

**Services:** Transportation; packaging (including USP grade products); bulk to packages; repping; storage; imports (under contract); dilutions; trading

**Assets:** 2 warehouses (Bahia, Pernambuco); 13 trucks; 1 bulk storage facility (Bahia); 1 refrigerated facility (Bahia)

**Trading sales:** 1%

**WWW.MONACHEMADDITIVES.COM**  
**2017 SALES:** RS1.838BN ($28.8M)

**Vadodara, Gujarat, India**  
**WWW.MONACHEM.COM**  
**Founder and managing director:** Dilip Shah  
**CEO and executive director:** Shamik Shah

**Products:** Plastic additives; aroma chemicals; pharmaceutical excipients; pharmaceutical intermediates; cosmetic ingredients; essential oils; feed and food ingredients; oilfield chemicals; water treatment chemicals; fine chemicals

**Services:** Packaging; warehousing; sourcing; indenting; technical services; contract manufacturing

**Assets:** 4,000 square foot office at Vadodara; 12,000 square foot office at Vadodara (rented); 2 rented warehouses in Vadodara, Gujarat of 6,000 square feet which includes 1,000 square feet of AC warehouse space; 2,500 square foot warehouse in Mumbai

**Trading sales:** 20%

**WWW.LUMARQUIMICA.COM**  
**2017 SALES:** $23.5M ($28.2M)

**Paterson, New Jersey, US**  
**WWW.LUMAR-QUIMICA.COM**  
**CEO:** Luis Ribera Locutura

**Products:** Acetic acid; formic acid; soda ash; sodium bicarbonate; calcium chloride; chlorine; sodium hypochlorite; hydrochloric acid; caustic soda liquid and flakes; sulphuric acid; sodium sulphate; sodium hydroxide; organic phosphates; titanium dioxide (TiO2); antifoams

**Services:** Dilution of liquid hazard chemicals; transportation; storage; packaging of liquid hazard chemicals; local deliveries from 500 kilos up

**Assets:** 5 warehouses for liquids and solid hazardous chemicals in Mexico City, Queretaro, Puebla, Cancun and Houston, Texas, US

**WWW.TREZA.COM.MX**  
**2017 SALES:** $26.0M

**Mexico City, Mexico**  
**WWW.TREZA.COM.MX**  
**WWW.TAUQUIMICA.COM**  
**President:** Fernando J Zavala

**Products:** Acetic acid; formic acid; soda ash; sodium bicarbonate; calcium chloride; chlorine; sodium hypochlorite; hydrochloric acid; caustic soda liquid and flakes; sulphuric acid; sodium sulphate; sodium hydroxide; organic phosphates; titanium dioxide (TiO2); antifoams

**Services:** Dilution of liquid hazard chemicals; transportation; storage; packaging of liquid hazard chemicals; local deliveries from 500 kilos up

**Assets:** 5 warehouses for liquids and solid hazardous chemicals in Mexico City, Queretaro, Puebla, Cancun and Houston, Texas, US
SPECIAL REPORT
ICIS TOP 100 CHEMICAL DISTRIBUTORS

RADCHEM PRODUCTS
2017 SALES: $26.0M
Orland Park, Illinois, US
WWW.RADCHEMINC.COM
President: William M Radostits
Products: Acetates; alcohols; aliphatic and aromatic hydrocarbons; glycol ethers; process and base oils; reuse solvents; resins; ketones; K-1 kerosene
Services: Railcar; tanker; drums; totes; blending
Assets: Dedicated owned trailer

INDUSTRIAL CHEMICALS
2017 SALES: $25.9M
Arvada, Colorado, US
WWW.INDUSTRIALCHEMCORP.COM
Managing Director: Robert L Wilson II
Products: Acetates; alcohols; aliphatic and aromatic solvents; biofuel chemicals; chelating agents; chlor-alkali products (caustic soda, potassium hydroxide); detergent chemicals; glycols and glycol ethers; heat transfer fluids; hydrogen peroxide; metal finishing chemicals; oilfield chemicals; organic and inorganic chemicals; pharmaceutical ingredients; surfactants; water treatment chemicals
Services: Contract blending; transloading; warehousing
Assets: 3 warehouses; 23 tankers; 12 tractors; 5 vans; 700,000 gal bulk storage; rail siding to accommodate 16 railcars

SEEKER INDUSTRIES
2017 SALES: $25.7M
Joliet, Illinois, US
WWW.SEELER.COM
CEO: Steve Seeler
Products: Hydrogen peroxide; disinfectant; peracetic acid; caustic soda; hydrochloric acid; glacial acetic acid; propylene glycol; phosphoric acid; sodium chlorate liquid/dry; glycerine; manganous oxide (HP); sodium silicate; sodium gluconate; monothanolamine
Services: Tank storage and warehousing; overhead rail unloading; rail siding; blending and toll manufacturing; liquid and dry bulk trans- fers; bagging; trucking; laboratory services
Assets: 275,000+ square feet of warehousing; 5 trucks; 10 liquid and box trailers; 27 above ground storage tanks; 7 rail spurs of 2.5 miles of track for transloading; overhead rail trestle

COSMOQUIMICA
2017 SALES: $25.1M
Barueri, Sao Paulo, Brazil
WWW.COSMOQUIMICA.COM.BR
President and founder: Jayne Marmelsztjen
Products: Oxygenated solvents; vitamins; glycerine; phosphoric acid; metamizole sodium; paracetamol; acetic acid; phenol; benzyl alcohol; camphor; hydrogen peroxide; antioxidants; mineral oil; polyols; colourants; fatty acids
Services: Repackaging; tolling; blending; storage; chemical analysis
Assets: Warehouse for pharmaceutical products (1,100 square metres); warehouse for flammable products (1,000 square metres); warehouse for technical products (3,400 square metres); laboratory; tank farm with over 2,000 cubic metres

SEECOLE
2017 SALES: $22M
Plymouth, Minnesota, US
WWW.SEACOLE.COM
CEO: Gregg Elliott
Products: Electronic processing (printed circuit and integrated circuit) chemicals; surface finishing/plating chemicals; industrial cleaning chemicals; odour control chemicals; transportation cleaning and maintenance chemicals; laboratory reagents
Services: Custom and contract blending and packaging; private label blending and packaging
Assets: 100,000 square foot warehouse, manufacturing site, headquarters; delivery truck

SCHIBLEY SOLVENTS AND CHEMICALS
2017 SALES: $20M
Elyria, Ohio, US
WWW.SCHIBLEY.COM
President: Reed Schibley
Products: Organic peroxide initiators; surfactants; chelates; stearic acid; stearates; oleic acid; gum resin; unsaturated polyester resin; fibreglass reinforcements; solvents; FRP processing equipment and parts; specialty chemicals
Services: Blending; specialty packaging; warehousing and storage; trucking; chemical refrigerated and heated transport; bulk unloading; product training and support services
Assets: 4 temperature-controlled warehouses; 3 tractors; 5 trailers
Trading sales: 8%

MONARCH CHEMICALS
2017 SALES: £14.65M ($22.2M)
Sheerness, Kent, UK
WWW.MONARCHCHEMICALS.COM
CEO: Sean Barrett
Products: Acetone; butyl glycol; cyclohexanone; diacetone alcohol; dipropylene glycol; ethyl acetate; formic acid; isopropyl alcohol; methyl ethyl ketone; methyl isobutyl ketone; methoxypropyl acetate; monothanolamine; n-propanol; propylene glycol USP; triethanolamine
Services: Packaging; mixtures, solutions and dilutions; storage; hazardous goods transportation
Assets: Warehouses in Viladecans (Barcelona), with 8,000 square metres, Alcaser (Valencia) with 6,000 square metres; logistics warehouse in Igorre (Bizkaia); trucks
Trading sales: 20%
WWW.MONARCHCHEMICALS.CO.UK
Chairman: Phillip Copeland
Products: Glycerine; glycols; citric acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hydroxide; propionic acid; agricultural silage and performance additives; fertilisers and feed products
Services: Warehousing; liquid and powder blending; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing
Assets: 2 UK distribution locations with bulk and packed storage; warehouses; bulk blending facility; offices; 4 purpose built trucks.
Trading sales: Less than 10%
CEO: Charles Hawley (Operations), Paul Nicholson (Sales)
Products: Resins/polymer; pigments; extenders; functional fillers; adhesives and coatings materials; construction chemicals; ink materials; plastics and rubber additives; textiles chemicals; filtration chemicals for liquid/solid separation
Services: Storage for chemicals and minerals for customers in the UK and Ireland; technical support; formulation advice
Assets: Sales office and warehouse in the UK

WWW.KLAUSFMEYER.DE
Fussgoenheim, Germany
Managing directors: Martina Magnie, Frank Meyer
Products: Hydroxylamine sulfate, hydroxylamine hydrochloride; triflic acid; MEKO; nitromethane; TMEDA; agrochemicals; phamaceuticals; polyethylene sulfonic acid; n-isopropylhydroxyamine sulfate; isocyanuric acid; BHT; p-tolualdehyde; trifluoroacetic acid; MEKO; tanks; stockholding
Services: Door-to-door service; refilling of triitic acid; dangerous goods handling; ISO tanks; stockholding
Assets: 5 warehouses in Europe; rented laboratory; office in Shanghai, China
CEO: Dr. Steven Cartlidge
Products: Coatings and adhesives additives; corrosion removal and inhibition chemicals; construction chemicals; lubricants; pharmaceutical intermediates; cosmetics ingredients; personal and home care chemicals; rubber and plastics additives; electronics chemicals; water treatment chemicals; food ingredients; nutrition and beverage ingredients
Services: Technical sales and marketing; application development; quality control; warehousing; regulatory services; supply chain management; blending and packaging; contract research and manufacturing
Assets: R&D laboratories for food and personal care; BRC accredited warehouse
CEO: John Logue
Products: Adipic acid; ammonium polyphosphate (APP); acetyl tributyl citrate (ATBC); turanadil (BDO); cyclohexane-dimethanol (CHDM); diacetyl phthalate (DAP); hexaneol dil (HDO); isophthalic acid (PIA); monobutyltin oxide (MBTO); polyethylene wax; p-toluylene phenol (PTBP); tartaric acid; titanium dioxide (TiO2); trimethylolpropane (TMP); zinc oxide (gold, green and active)
Services: Trading; sourcing; storage; blending and repackaging; full service from sourcing to DDP delivery
Trading sales: 80%
ICIS TOP 100 CHEMICAL DISTRIBUTORS

A. S. PATerson

A. S. PATerson

SPECIAL REPORT

ICIS TOP 100 CHEMICAL DISTRIBUTORS

vegetable oils; preservatives, essential oils
Services: Blending; packaging; storage; sampling
Assets: 2 warehouses
Trading sales: 10%

AUDICHE TRADING
2017 SALES: $11.0M

Alexandria, Egypt
WWW.AUDICHE.COM
President: Alain Audiche
Products: Titanium dioxide; polyvinyl alcohol; methyl ethyl ketone; hydrocarbon resin; micaceous iron oxide; glass flakes; iron oxides; acrylics; antimony trioxide; sodium ammonium and potassium persulfates; glass beads
Services: Agency sales; stocking
Assets: 1 office; 2 warehouses
Trading sales: 70%

CLASSIC DISTRIBUTING COMPANY
2017 SALES: $11.0M

Pacoima, California
WWW.CLASSICDISTRIBUT.COM
President: Larry H Helscher
Products: Surfactants; preservatives; quaternaries; waxes; vitamins; esters
Services: Blending; repackaging

CUSTOM CHEMICAL SERVICES
2017 SALES: $11.1M

Hitchcock, Texas, US
WWW.CCHEMICALS.COM
President: Margaret Roff
Products: Solvents; aromatics; ketones; ethanols; alcohols; caustics; glycols; inorganics; oil and gas chemicals
Services: Blending; packaging; warehousing; import/export; containerisations; transloading; neutralisations; laboratory services
Assets: 1 warehouse

STORT CHEMICALS
2017 SALES: £8M ($10.8M)

Bishops Stortford, UK
WWW.STORTCHEMICALS.CO.UK
Managing director: Richard Gilkes
Products: Resins/polymers; additives; colourants; pigments; fluorosurfactants; natural and synthetic raw materials for flavours and fragrances
Trading sales: 5%

SAIPER CHEMICALS
2017 SALES: RS685M ($10.7M)

Mumbai, India
WWW.SAIPER.COM
Managing director: IBV Raghavan
Products: additives (amine neutralizer, adipates, propionates, saturated block polyethers); amines (ethanolamines, ethylenamines, iso-propanolamines; C4 chemicals (BDO, NMP, THF, M/P/Diol Glycol); coalescing aids; glycol ethers (E-Series and P-Series); propylene glycols; coalescing agents for high solid coatings; 1-2 diamino cyclohexane; 2-ethylhexyl acetate; di-n-butyl ether; dimethyl succinate; isoamyl alcohol; vinyl-2-ethylhexanoate
Services: Registered with the FSSAI (for supply of chemicals to the food and beverage industries); registered with the FDA (for supply of chemicals and intermediates to the pharmaceutical industry); custom blending and repackaging; drumming; market research; technical support; trend analysis; warehousing; legal compliance
Assets: 2 offices; 2 warehouses (1 owned); blending/formulation unit
Trading sales: 2-3%

CHEMCEED
2017 SALES: $9.6M

Chippewa Falls, Wisconsin, US
WWW.CHEMCEED.COM
President: Marimel Enderes
Products: Plasticizers; corrosion inhibitors; additives; solvents; fatty acids; alcohols; specialty chemicals; industrial chemicals; food additives
Services: Blending; packaging; labelling; storage; consignment; just-in-time delivery
Assets: 4 warehouses
Trading sales: 10%

CLARIIQUIMICA
2017 SALES: $9.5M

Sao Paulo, Brazil
WWW.CLARIIQUIMICA.COM
CEO: Valhe Lucas Vieira
Products: Pigments and additives; pigment dispersions; paper and textile chemicals; iron oxide; dyes for paper and textile; caustic soda; carbon black
Services: Blending; packaging
Assets: Warehouse: 1 truck.
Trading sales: 73%

AMERICAN CHEMIE
2017 SALES: $8.7M

Austin, Texas, US
WWW.AMERICALCHEMIE.COM
President and CEO: Paula Kamdar
Products: Personal care ingredients; sunscreen actives; preservatives; lecithins; nutraceuticals; castor oil derivatives; organo-titanates; titanium chelates; synthetic sulfonates; chloroacetic acids; flame retardants
Services: Logistics; imports; warehousing; just-in-time inventory; door delivery; repackaging; sourcing
Assets: 5 warehouse locations

A.S. PATerson
2017 SALES: $8M

Toronto, Ontario, Canada
WWW.ASPATERSON.COM
CEO: Rod Paterson
Products: Micronised waxes; wax emulsions; wax dispersions; pigment dispersions; dyes; organic pigments; foam control agents; acrylic emulsions; polyurethane dispersions; nitrocellulose; concrete admixture; corrosion control products; fragrances; shellac

SMA COLLABORATIVES
2017 SALES: $5.0M

Cincinnati, Ohio, US
WWW.SMACOLLABORATIVES.COM
President: Saad Ashoor
Products: Bio-placenta; fermented oils; cosmetic pigments; natural preservatives; thickeners; clinically supported actives; natural replacements for petrolatum and silicone; natural extracts; DHA tanning agent; natural pentylene glycol
Assets: 3 warehouses in the US; applications lab; office; extraction laboratory

DAKRAM MATERIALS
2017 SALES: £2.60M ($3.51M)

Biggleswade, Bedfordshire, UK
WWW.DAKRAM.COM
Managing director: Kate Mingay
Products: Water treatment chemicals; metal treatment chemicals; catalysts; glass; ceramics

KETSIN DE COSTA RICA
2017 SALES: $1.5M

San Rafael, Costa Rica
WWW.KETSINCR.COM
CEO: Cesar Marin
Products: Masterbatches; solvents; electronic chemicals; food industry coatings
Services: Storage; packaging; blending
Assets: 1 warehouse; 3 trucks
Trading sales: 5%

CURRENCY CONVERSION RATES
31 DECEMBER 2017

$1 = 0.83343
Euro (€) 0.83343
British pound (£) 0.74058
Canadian dollar (C$) 1.25732
Brazilian real (R$) 3.21241
Indian rupee (Rs) 63.84991
Swiss franc (Swfr) 0.97473

April–June 2018 | CHEMICAL DISTRIBUTOR