

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

VIEWS FROM THE TOP

- 26** Brenntag's Holland shifts China logistics
- 28** Univar's Jukes sees growth via digitisation
- 30** LBB Specialties' Hinnant to build on Charkit and AIC platforms
- 31** GTM's Berges aims to consolidate in Latin America amid recovery
- 33** IMCD's van der Slikke seeks M&A
- 35** UTS' Hjorth tailors strategy with Russia's self sufficiency drive

COMMENTARIES

- 37** Introducing the ICIS Top 100 Chemical Distributors
- 37** NACD president Eric Byer highlights transportation and security challenges

- 38** Fecc director general Elisa Setien seeks greater collaboration
- 38** Associquim president Rubens Medrano sees Brazil on the right track
- 39** RDC president Cathy Campbell tackles transport challenges
- 39** CBA president Peter Newport sees Brexit reaching a tipping point

THE RANKINGS

- FECC 26, NACD 20** ICIS Top 100 main listing
- FECC 30, NACD 23** Asia distribution leaders
- FECC 36, NACD 32** North America leaders
- FECC 44, NACD 40** Middle East/Africa leaders
- FECC 54, NACD 50** Latin America leaders
- FECC 60, NACD 58** Europe leaders

Brenntag in China switch

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

The world's largest distributor, Brenntag, is transferring 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 behaviour, 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 has seen little disruption in China from the environmental shutdowns. 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 lines or our customers."

In 2016 Brenntag took full ownership of the Zhong Yung 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 business both organically and by add-on ac-

quisition, 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 Indian market," said Holland.

Headquartered in Mumbai and Chennai, it distributes own-blended brands of petroleum-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 just four days during December. As well as the Raj Petro agreement, it acquired UK food ingredients groups Kluman and Balter and A1 Cake Mixes plus Colombia's Conquimica and Portugal's Quimitecnica.com.

According to Holland: "Acquisitions don't always follow in straight lines. December 2017 demonstrates how there are multiple negotiations going on at any one time, so it may be a little lumpy from one year to the next. We have a number of active discussions under way this year and we stick to our guidance range for M&A."

US TURNAROUND

The company's North American business took a big hit from the end of 2015 after oil collapsed to under \$30/bbl. This reduced demand for oil and gas exploration and production-related chemicals. As oil heads steadily upwards, this business is recovering. "We had a couple of years when we were significantly affected by the oil and gas slowdown in North America. That has reversed – it is improving significantly as the



Brenntag is sticking to its long-term aim of €200-300m spend on acquisitions per year

oil price strengthens. As investment increases in that sector, we don't have that drag, so we see a fairly broad-based organic growth here."

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-figure 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 its 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 differences 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 start-ups. "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 long-standing 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.

STEVE HOLLAND
CEO, Brenntag

"We see a determination by the government to put most chemical-related activities into chemical parks"



Holland believes the circular economy is extremely complimentary to Brenntag's business model. Its industrial business packs thousands of tonnes of product into returnable containers. "So, 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 which could offer them the security of quality, assurance and safety in refillable containers."

Digitisation is a major buzzword for 2018 across the industry. With BASF and Covestro 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 trialling a number of digital options with Brenntag's customers and the company expects to offer new digital options towards the end of 2018.

Holland says: "At the moment quite a number of companies are promoting digital marketplaces and options. But these may just be a more sophisticated website rather than the full digital service we'd like to see. Millennials use digital marketplaces and expect to see search capabilities plus track and trace. It wouldn't be too surprising to see these sort of features coming into the B2B sector." ■



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

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

US-based chemical distributor 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 that expands with our key partners. 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 \$166m 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 remains on track to generate low double-digit growth in adjusted EBITDA.

Jukes took over as CEO of Univar on 9 May,

replacing Stephen Newlin, who has become executive chairman of the board.

Since Univar's initial public offering (IPO) in June 2015, the company has become more customer focused, and more closely aligned with the needs of its suppliers, he noted.

"We are excited about the opportunities as our execution gets better and better. Great supplier partnerships are crucial and we expect to grow these," said Jukes.

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 Elemica and ChemPoint many years ago, he pointed out.

"We want to disrupt our own 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. 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

the traditional chemical distribution business by using data to take costs and "noise" out of the supply chain, whether related to working capital, process control, safety, shelf life or product resonance.

"We're just scratching the surface of uses and applications of data to support growth," said Jukes.

US TRADE DISPUTES

The escalation of US trade disputes with China and uncertainty around the North American Free Trade Agreement (NAFTA) are "unhelpful on a macro level" as this is fostering uncertainty in the market, he noted.

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

Amid 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 see 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.



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 are a little more proactive in looking at these 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 specialty – what Jukes calls differentiated – and commodity or undifferentiated assets.

Specialties 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 Treatt. Earthoil is a supplier of pure, organic, fair trade essential and cold-pressed vegetable seed oils used in the naturals, 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 \$11m in 2017. ■

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.



CHARLIE HINNANT
CEO, LBB Specialties

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

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. ■



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



JOSE BERGES
CEO, GTM Holdings

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

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 these 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. ■



quantiQ's integration gives GTM a major presence in Brazil's chemical distribution market

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

»



IMCD saw 60% of 2017 sales derived from Europe, but it is aiming to grow particularly in North America

» 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 be 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 on gaining presence in particular regions and complementary products.

According to van der Slikke: “It’s important to emphasise that over many years we have consistently executed a strategy to be a global leader in specialty chemical distribution. We have now created a strong position and since 2014 we entered the North America market and are now one of the more important specialty chemical distributors there.”

FINANCIAL TARGETS

IMCD sets a target of 6% organic sales growth per year and meets it over the longer-term. Because of acquisitions, however, it normally grows at double digits. There is a strong focus

IMCD ACQUISITIONS SINCE 2015

DATE	COMPANY	LOCATION	SALES
Sep-17	LV Lomas	Toronto, Canada	C\$383m
May-17	Bosco Industries (spec chemcs division)	Houston, US	\$11m
Jun-17	Neuwendis	Milan, Italy	€26.3m
Mar-17	MF Cachat (remaining 20%)	US	\$300m
Dec-16	Feza Kimya	Istanbul, Turkey	€8m
Jul-16	Mutchler	US, Puerto Rico	\$28m
Jun-16	Chemicals and Solvents (EA) (Kenya)	Nairobi, Kenya	€5m
Dec-15	Selectchemie (Brazil)	Brazil	Real68m
Jun-15	MF Cachat (80% stake)	US	\$300m
Apr-15	Kushalchand	India	\$9m

on increasing cash earnings per share. The company has always pursued an asset-light strategy. This is especially suited to specialty chemicals distribution where technical sales and marketing are more important than logistics and warehousing.

“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. We do this with formulation experts, application laboratories and with 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. Most of our warehousing is outsourced though we do have a few of our own that we lease with our own people in them – we have been 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.

Everything is focused on selling its suppliers’ products and promoting their brands. This means IMCD needs to be able to help customers to formulate using the products it sells. “Some chemicals are less complicated but for others you need formulation expertise. But we don’t manufacture or blend because we don’t want to compete with our principal suppliers,” says van der Slikke.

MARKET CONDITIONS

Although IMCD does not provide forward guidance to investors, 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.” ■

IMCD AT A GLANCE

- Founded 1995
- 43 acquisitions since then
- For 2017 sales €1.9bn globally, €1.141bn EMEA, €450m Americas, €340 APAC.
- Listed Amsterdam Euronext 2014
- March 2016 Bain Capital sells final stake for €131.25m
- Specialty chemicals distributor



Distributor UTS still sources around 90% of its portfolio from Europe, but the product mix is changing to suit the Russian market

UTS product switch

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.

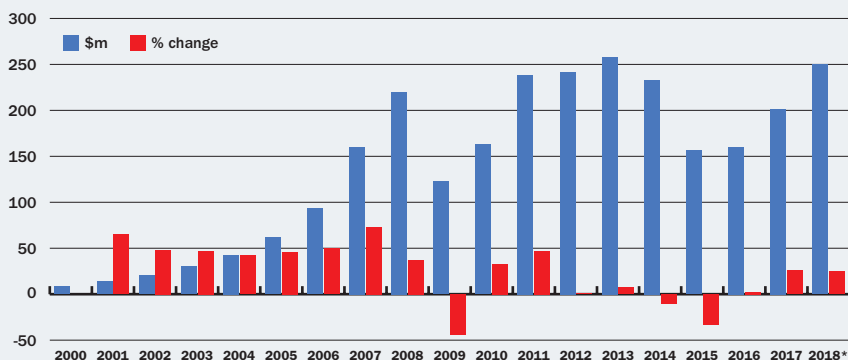
For example Sibur is a UTS key account but now UTS supplies it with more specialties that it needs to produce its products. Lukoil and Gazprom have chemical projects under construction and BASF produces plasticizers locally. There are also some mid-sized companies with good technical knowledge which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

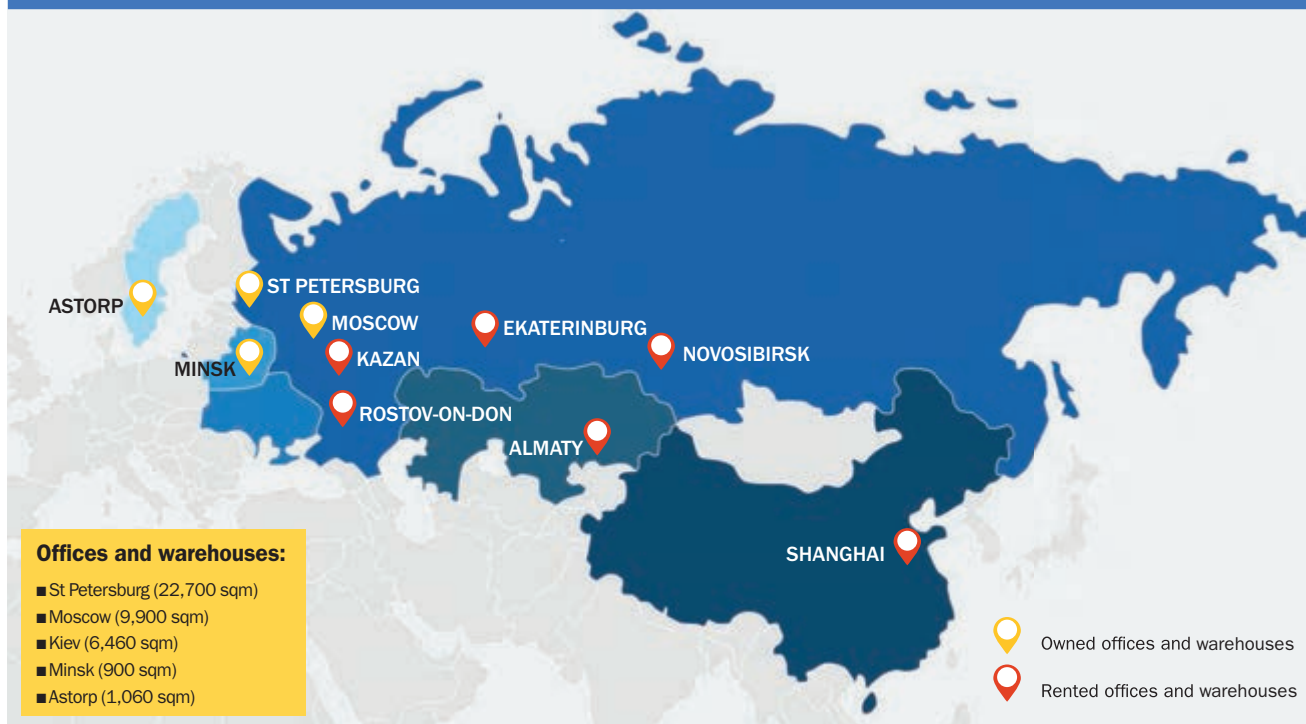
"As a distributor you have to adjust your business model. Today it would be very difficult to sell imported plastics, for example. But to sell plastic additives is another story. You have to be on your toes and I'm very pleased we have a team which is thinking ahead three to four years," says Hjorth.

UTS GROUP TURNOVER IN CIS (\$M)



*Projected

UTS GROUP OFFICES AND WAREHOUSE FACILITIES



» 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 with the 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.

"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."

There are no plans for further expansion of offices or warehouses this year but Hjorth is keeping a close eye on markets like Uzbekistan and Turkmenistan. UTS has direct accounts in these countries and if they develop the right way they could be the next step for expansion with Uzbekistan first in the queue.

"There seems to be higher demand from producers such as the paint sector but I don't know why at the moment. We are getting a lot more requests from these countries – specific products and additives."

Expansion further east to Vladivostok is not currently a high priority.

FOOTBALL TO IMPACT ECONOMY

The CIS economy has 250m well-educated consumers on a developed industrial base so it has a lot of potential. However the Russian economy is volatile. Sanctions impacted the

financial markets and the rouble depreciated 10% between January and April, though this does boost domestic substitution.

UTS is aiming for 25% sales growth this year and Hjorth is confident it will achieve this level of growth. But he is concerned about the impact of the football World Cup, which will take place in Russia during June and July, as he believes it will reduce demand. Dangerous goods will be banned from road transportation and ports in areas where the games are taking place.

Local markets were affected by a very cold spring in 2018. A lot of chemistry UTS sells goes into construction. Normally production is ramped up at the end of February and into March and put into shops to be sold in April.

"But when it is -15C 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 admin-

JOSEPH CHANG

Global Editor, ICIS Chemical Business

"This year's listing has companies ranging from \$14bn in sales for the largest, to \$1.5m for the smallest"



istration 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

threats to our national security, CFATS is a critical bulwark against terrorism and other bad actors.

PAVING THE ROAD TO SUCCESS

Transportation issues are also hampering chemical distributors' ability to run their businesses efficiently. A large segment of the industry receives product from suppliers by freight rail, and regularly face backlogs and arbitrary rate hikes. The Surface Transportation Board (STB) is starting to understand shippers' concerns.

Unfortunately, the STB currently only has two sitting members and is therefore hampered in addressing these issues. NACD would like to see the STB fully staffed with five members so they can streamline overly

ERIC BYER

President, National Association of Chemical Distributors

"CFATS is a critical bulwark against terrorism and other bad actors"



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. ■

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 to-

RUBENS MEDRANO
President, Associquim

"The speed of recovery may not be as fast as we expect, but the important thing is we are on the right track"



wards 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 pro-

cess 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”



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! ■

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

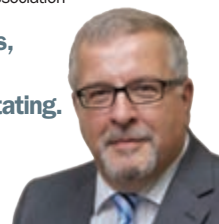
Against this backdrop, it is unsurprising that there is a growing body of evidence that companies in the chemical supply chain are voting with their feet. A significant number of UK companies are creating subsidiaries in an EU27 member state. These are not just “brass plate” companies, but full-blown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

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. ■

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:

SPECIALISED TRAINING

Expand your knowledge to navigate complex markets more confidently

INDUSTRY CONFERENCES

Get the latest insights into current issues and trends from a hand-picked selection of experts

BESPOKE CONSULTANCY

Get tailored advice and guidance to address your company's key challenges





ICIS Top 100 Chemical Distributors

Our comprehensive global listing of chemical distributors gives you a wide and diverse range of choices for your supply chain needs

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; vegetation and pest control chemicals; oilfield chemicals; mining chemicals; household and industrial cleaning chemicals; lubricants and metal-working 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

4 HELM 2017 SALES: €4.1BN (\$4.9BN)

Hamburg, Germany
WWW.HELMAAG.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

5 NEXEO SOLUTIONS 2017 SALES: \$3.6BN

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

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); electronics 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 clean-room 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 SINOCHEM PLASTICS 2017 SALES: \$2.11BN

Beijing, China
WWW.SINOCHEMPLASTICS.COM

General manager: Zhang Xiaolei

Products: Engineering plastics (ABS, AS, PS, PMMA, MS, PC, PA, POM, PC/ABS, ASA, POE, PVC, EVA, Q-resin, ABSHR); high performance plastics (modified nylon, modified PBT, modified polyformaldehyde, polysulfone, 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, styrenic 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's Reach 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 complex 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-

ing; testing; pilot production

Assets: 4 production plants; 3 application labs

Trading sales: 12%

12

OMYA

2017 SALES: SWFR1.24BN
(**\$1.27BN**)

Oftringen, Switzerland

WWW.OMYA.COM

Vice president: Peter Bigler

Products: Minerals and specialty chemicals for polymers (film and sheet, wire and cable, pipe and conduit, profile, moulding, compounding, thermosets, rubbers and elastomers, flooring); chemicals for construction (decorative paints, industrial coatings, printing inks, adhesives and sealants, plasters and renders); water and energy chemicals; agriculture and forestry chemicals; alu-finishing chemicals; printing and writing chemicals; packaging and ingredients for consumer goods (food and nutraceuticals, personal care, home care, animal nutrition)

Services: Global marketing and sourcing; global supply chain management (logistics infrastructure, customer service); regulatory affairs management and services; R&D for surface science, mineral pigment, chemical engineering, microbiology and life sciences; technical application services for all product categories including analytics, microscopy, microbiology and quality control

Assets: Sales affiliates in more than 50 countries; global network of 70+ warehouses complemented with worldwide technical services and innovation hubs

13

STOCKMEIER HOLDING

2017 SALES: €1.03BN (\$1.23BN)

Bielefeld, Germany

WWW.STOCKMEIER.DE

CEO: Peter Stockmeier

Products: Industrial chemical; (acids, caustic soda, solvents, solids); specialty chemicals for industrial and home care; coatings materials; construction chemicals; cleaning products; peracetic acid; polyurethane chemicals; flavours and spices; printing inks; textile auxiliaries; AdBlue diesel exhaust fluid; solvent recycling chemicals; water treatment chemicals

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

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

14

SNETOR

2017 SALES: \$1.2BN

Courbevoie, France

WWW.SNETOR.COM

President: Emmanuel Aubourg

ASIA CHEMICAL DISTRIBUTION LEADERS (2017 SALES)

Company	Sales (\$m)	Company	Sales (\$m)
1 Tricon Energy	2,611	38 Ravago Chemicals	36.0
2 Sinochem Plastics	2,096	39 Isochem Group	35.0
3 Brenntag	1,405	40 McKinn International	33.6
4 Behn Meyer	839	41 Caldic	30.0
5 Connell Brothers	800	42 Lehmann & Voss	26.4
6 Helm	600	43 ECEM European Chemical Marketing	26.0
7 DKSH*	596	44 Monachem Additives	25.7
8 Redox	470	45 Norkem Holdings	22.5
9 Jebsen & Jessen	407	46 Eigenmann & Veronelli	21.6
10 ICC Chemical	390	47 PENPET Petrochemical Trading	14.4
11 IMCD	378	48 Arpadis Benelux	14.3
12 Pluschem	360	49 Novasol Chemicals Group	13.2
13 Deepak Fertilisers and Petrochemicals – chemicals trading division	318	50 WISTEMA	12.4
14 Pon Pure Chemicals	305	51 Neo Chemical	12.0
15 TOP Solvent	266	52 Saiper Chemicals	10.7
16 Manuchar	234	53 Connect Chemicals	9.7
17 Petrochem Middle East	228	54 Bodo Moller Chemie	9.1
18 Nexeo Solutions	200	55 Algol Chemicals	9.0
19 Azelis	198	56 Joss Elastomers	8.4
20 KPL International	193	57 PHT International	8.4
21 RAI Rakha Al Khaleej International	162	58 Rahn Group	7.0
22 Omya	159	59 CellMark Chemicals	6.7
23 Vimal Intertrade	144	60 Arkem Kimya	6.0
24 Union Petrochemical	92.0	61 Indukern	5.4
25 TER	85.2	62 Taj Al Mulook	5.4
26 Transmare Chemie	81.3	63 2M Holdings	5.0
27 Safic-Alcan	76.8	64 Shamrock Shipping & Trading	5.0
28 Maha Chemicals	71.0	65 Noahs Ark Chemicals	4.8
29 DIA33	69.6	66 Cornelius Group	4.8
30 TCL Hunt	61.0	67 Prakash Chemicals International	3.8
31 Biesterfeld	55.2	68 Metadynea Trading	3.6
32 Ramcharan	55.0	69 M. Cassab	2.7
33 Vikudha Overseas	51.0	70 Atlantic Chemicals Trading	2.4
34 Barentz International	50.2	71 Quimdis	2.4
35 Airedale Chemical	50.0	72 Will & Co.	2.4
36 Ramcharan	48.0	73 Jobachem	2.3
37 Nordmann, Rassmann	38.4	74 Aceto	2.0
		75 LBB Specialties (includes Charkit Chemical Company & AIC)	2.0

*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

Products: PE; PP; PVC; PET; PS; ABS; engineering polymers; polyols; TDI; industrial chemicals

Services: Trading; packaging; technical support

Assets: 15 warehouses

Trading sales: 85%

15

MANUCHAR

2017 SALES: \$1.19BN

Antwerp, Belgium

WWW.MANUCHAR.COM

CEO: Philippe Huybrechs

Products: Sodium sulphate; soda ash; STPP; zeolite; caustic soda; sodium bicarbonate; calcium chloride; sodium lauryl ether sulphate (SLES); linear alkyl benzene sulphonic acid (LABSA); glycerine; surfactants and oleo-

chemicals; 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%

16

PETROCHEM MIDDLE EAST

2017 SALES: \$1.15BN

Dubai, UAE

WWW.PETROCHEM.COM

CEO: Yogesh Mehta

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

Services: Storage of bulk and drum chemicals; blending; distillation; trading chemical commodities; storage tank leasing and logistical services for chemical producers

Assets: Offices in China, Taiwan, Singapore, Netherlands, India, Egypt; head office in Dubai

Assets: Large state-of-the-art terminal in Jebel Ali, Dubai with 39 bulk chemical storage tanks, including drum storage for 25,000 drums and 4 drumming lines; tank terminal in Adabiya, Egypt storing bulk chemicals; 24 trailer trucks; 14 road tankers

Trading sales: 38%

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 fertilizers; 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; dissolutions

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 Schulenburg

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.ICCCHEM.COM

President: 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.TERGROUPE.COM

CEO and managing shareholder: Christian A Westphal

Products: Waxes; gum rosin; thermoplastic and thermoset polymers; adhesives; hot-melts; additives; polybutenes; SIS/SBS block copolymers; butyl rubber; caseine; amorphous polyalphaolefins; 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: SWFR894.1M (\$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 Eickmann, 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.CONNELLBROTHERS.COM

President: Dr Azita Owlia

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

26 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%

27 SAFIC-ALCAN 2017 SALES: €565M (\$677.9M)

Puteaux, France

WWW.SAFIC-ALCAN.COM

CEO Safinca (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

28 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 lubricants; 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

Trading sales: Less than 5%

29 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)

30 HYDRITE CHEMICAL 2017 SALES: \$600M

Brookfield, Wisconsin, US

WWW.HYDRITE.COM



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 reclamation; 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; plastics 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 / LEHVOSS GROUP

2017 SALES: €356M (\$427M)

Hamburg, Germany

WWW.LEHVOSS.DE

Managing partners: Knut Breede, Soenke Thomsen, Dr Thomas Oehmichen

Products: Compounds; masterbatches; pastes; magnesias; diatomaceous earth; 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 fulfilment; 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 Kearns; **CEO of Omnia:** Adriaan 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

NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS (2017 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Univar	6,029	49 TRiISO	78.0	95 Atlantic Chemicals Trading	26.4
2 Brenntag	5,241	50 The Chemical Company	77.8	96 JNS-Smithchem	26.3
3 Nexeo Solutions	2,900	51 Chemical Solvents	75.0	97 Radchem Products	26.0
4 Helm	1,320	52 Miles Chemical Company	73.0	98 Industrial Chemicals	25.9
5 Tricon Energy	994	53 Tennants Distribution	72.9	99 Seeler Industries	25.7
6 Azelis	901	54 George S. Coyne Chemical	72.0	100 Joss Elastomers	25.2
7 Hydrite Chemical	600	55 Fitz Chem, NAGASE Group	69.0	101 T.Z. Group (Tau Chemicals, T.Z. Trading, Quimica Treza, Quimica Treza del Bajio, Treza del Caribe)	22.3
8 IMCD	541	56 Greenchem Industries	69.0	102 Barentz International	21.9
9 Hawkins	492	57 CellMark Chemicals	67.1	103 Seacole	21.5
10 Quadra Chemicals	408	58 Webb Chemical Service	67.0	104 Gulf Coast Chemical	21.1
11 EMCO Chemical Distributors	357	59 Connection Chemical	65.4	105 Schibley Solvents and Chemicals	20.0
12 HORN	315	60 Astro Chemicals	60.0	106 Eagle Alcohol	17.0
13 CCC (Canada Colors & Chemicals)	285	61 Brainerd Chemical	60.0	107 ECEM European Chemical Marketing	17.0
14 Agri Trading	275	62 Chemisphere	59.7	108 Inortech Chimie	15.9
15 Maroon Group	275	63 Walsh & Associates	58.5	109 Connect Chemicals	14.4
16 PVS Distribution Group (PVS Nalwood, PVS Minibulk, PVS Benson, PVS Chloralkali and PVS Transportation)	260	64 Safic-Alcan	55.2	110 Lehmann & Voss	12.0
17 Superior Oil Company	217	65 Van Horn, Metz & Co	54.0	111 Classic Distributing	11.0
18 Wego Chemical Group	214	66 Cambrian Solutions	52.6	112 Custom Chemical Services	11.0
19 ICC Chemical	197	67 Buckley Oil Company	52.0	113 KIC Chemicals	10.2
20 LBB Specialties (includes Charkit Chemical Company & AIC)	194	68 McCullough & Associates	51.7	114 Nordmann, Rassmann	9.6
21 GarnerKsolv	190	69 Valudor Products	50.5	115 Audiche Trading	9.2
22 Caldic	180	70 TRInternational	50.3	116 American Chemie	8.8
23 Special Materials Company	180	71 SolvChem	50.1	117 ChemCeed	8.59
24 ChemGroup	177	72 Hubbard-Hall	50.0	118 A. S. Paterson	8.0
25 The Plaza Group	165	73 Dien	48.8	119 Manuchar	7.2
26 Barton Solvents	154	74 Skyhawk Chemicals	48.0	120 KH Chemicals	6.7
27 Omya	133	75 Chem One	46.6	121 Norkem	6.5
28 Pride Chemical Solutions	129	76 Ideal Chemical & Supply	41.8	122 Interallis	6.0
29 Haviland Enterprises	128	77 Biesterfeld	40.8	123 Novasol Chemicals	6.0
30 HB Chemical	128	78 Coast Southwest	40.3	124 Solventis	6.0
31 J. Tech Sales	127	79 Min-Chem/Lawrason's Group/CK Ingredients Group	40.0	125 Sinochem Plastics	5.7
32 Ravago Chemicals	126	80 Chemical Distributors	36.3	126 Behn Meyer	5.4
33 Aceto	120	81 Independent Chemical	35.7	127 PROCHEMA	5.4
34 H.M. Royal	120	82 GJ Chemical	35.0	128 SMA Collaboratives	4.6
35 Sea-Land Chemical	113	83 Rahn Group	35.0	129 Arpadis Benelux	4.4
36 Isochem Group	110	84 Vivion	35.0	130 Arkem Kimya	4.0
37 Tilley Chemical	106	85 Jebesen & Jessen	34.8	131 Snetor	4.0
38 ClearTech Industries	100	86 Buфа Chemikalien	34.0	132 DutCH2	3.37
39 Harwick Standard Distribution	100	87 Veckridge Chemical	32.0	133 Jobachem	3.3
40 Tanner Industries	93.0	88 Research Solutions Group	31.3	134 Redox	3.0
41 Lintech International	90.0	89 R.E. Carroll	29.9	135 HARKE	2.9
42 Petrochem Middle East	87.7	90 Acid Products Company	29.0	136 KPL International	2.9
43 Mays Chemical Company	86.0	91 PHT International	28.8	137 Prakash Chemicals International	2.7
44 Essential Ingredients	84.6	92 Cole Chemical & Distributing	28.0	138 Cornelius Group	2.4
45 TCR Industries	84.0	93 Metadynea Trading	27.1		
46 Chemsolv	83.5	94 Northspec Chemicals	27.0		
47 Callahan Chemical Company	78.0				
48 TER	78.0				

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 specialty 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

2017 SALES: €283M (\$340M)

Rho, Italy

WWW.EIGVER.COM

President: Dr Nathalie Veronelli

Products: Adhesives chemicals; construction chemicals; cosmetics ingredients; detergent ingredients; ecology products; food ingredients; feed and veterinary ingredients; leather chemicals; paper chemicals; pharmaceutical ingredients; plastic additives; polyurethane chemicals; rubber chemicals; surface coatings; textile chemicals

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

Assets: 2 production plants; 3 warehouses

Trading sales: 15%

41 VIKUDHA OVERSEAS

2017 SALES: \$340M

Hong Kong, China

WWW.VIKUDHA.COM

CEOs: Vikash Adukia, Deep 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: 19 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

WWW.QUIMICANASTACIO.COM.BR

CEO: Jan Felix Krüder

Products: Cosmetics and personal care ingredients; 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: 57%

43 POCHTECA MATERIAS PRIMAS

2017 SALES: \$335.5M

Mexico City, Mexico

WWW.POCHTECA.COM.MX

WWW.POCHTECA-ENGLISH.COM

Executive director: Eugenio 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

44 RAI RAKHA AL KHALEEJ INTERNATIONAL

2017 SALES: \$320M

Dubai, UAE

WWW.RAI-UAE.COM

CEO: Henry F Roth

Products: Polymers – polyethylene (PE), polypropylene (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

2017 SALES: \$319.0M

Chennai, Tamil Nadu, India

WWW.PURE-CHEMICAL.COM

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 repacking warehouses; leased terminal facility at Kandla, Mumbai, Ennore, Kakinada and Haldia, India; high-tech R&D laboratory; underground storage facility

Trading sales: 5%

46 DEEPAK FERTILISERS AND PETROCHEMICALS

2017 SALES: ₹S20.27BN (\$317.5M)

Pune, India

WWW.DFPCL.COM

President – industrial chemicals: RM Kelkar

Products: Acetone; phenol; methanol; toluene; isopropanol (IPA); methyl isobutyl ketone (MIBK); methylene dichloride; ammonia; hexane; styrene; xylene; methacrylic acid (MAA); acetic acid

Services: Packaging; trading; labelling; storage; warehousing

Assets: 5 port locations in India; drumming and labelling facility in India

Trading sales: 30%

47 M. CASSAB

2017 SALES: \$316.8M

Sao Paulo, Brazil

WWW.MCASSAB.COM.BR

CEO: Victor Cutait Neto

Products: Performance and specialty chemicals for polyurethanes, paints, resins, construction and polymers; solvents; oils; additives; silicones; pigments; monomers; emulsifiers; polyols; isocyanates; biocides; APIs and pharmaceutical excipients; ingredients for food and nutritional premixes; home and personal care ingredients; veterinary products; feed premixes and ingredients; vitamins; amino acids

Services: Blending; packaging; storage; dilutions; technical application laboratory services (polyurethanes, home and personal care, pharmaceuticals and food); full technical support; formulation

Assets: 3 warehouses in Brazil; 1 warehouse in Argentina; 4 premix facilities for animal nutrition; 1 premix facility for food nutrition; physical, chemical and microbiological ac-

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: Warehousing; heated and refrigerated storage; food grade storage; hazardous material storage; logistics; order fulfilment; packaging; blending; labelling

Assets: 13 warehouses; 8 trucks; multiple blending operations; multiple sampling facilities

Trading sales: Less than 3%

49 KRAHN CHEMIE 2017 SALES: €256M (\$307.2M)

Hamburg, Germany

WWW.KRAHN.EU

Managing directors: Dr Rolf Kuroepka, Axel Sebbesse

Products: Coatings ingredients; construction chemicals; adhesives; sealants; plastics and rubber additives; lubricants; additives; pig-

ments; plasticizers; resins; synthetic rubber; adhesion promoters; mould release agents; ceramic powders; base oils; functional fillers; heat transfer fluids

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 QUINTIA 2017 SALES: \$294M

Buenos Aires, Argentina

WWW.QUINTIA.COM

President: Diego Collard Bovy

Products: Industrial specialties; environment solutions; industrial chemicals; amino acids; premixes and other specialties 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;



A term Picture Library/Getty Stock Photo

transloading

Assets: 9 warehouses; 20 trucks

53 ECEM EUROPEAN CHEMICAL MARKETING 2017 SALES: \$281M

Amsterdam, Netherlands

WWW.ECEM.COM

CEO: Barend Barendse

Products: Acrylates and methacrylates; hydroxy monomers; 150 special monomers; anhydrides; phosphonates; water treatment chemicals; over 100 products in stock

Services: Bulk storage; drumming installation; blending; consignment stocks; returnable IBCs

Assets: 8 own ISO tanks for dedicated transport; over 100 returnable IBCs; all major products Reach registered; several local storage facilities

Trading sales: 5%

54 MAROON GROUP 2017 SALES: \$275M

Avon, Ohio, US

WWW.MAROONGROUPLLC.COM

President and CEO: Mark E Reichard

Products: Specialty additives; specialty resins; specialty pigments; specialty intermediates; specialty ingredients; packaging

Services: Custom blending; repackaging; micronization; drumming; public warehousing; FDA and SQF storage; 130,000 square foot headquarters in Avon, Ohio; 170,000 square foot facility in Lincoln, Rhode Island; 37,000 square foot facility in Newark, New Jersey; additional 35 total warehouses in North America strategically located to service customers; 7 company owned and operated trucks; 6 customer service centres

55 AGRI TRADING 2017 SALES: \$275M

Hutchinson, Minnesota, US

WWW.AGRITRADINGCORP.COM

President: Brett Johnson

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

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

Assets: 350 leased railcars; 20 tanker trailers; 10 semi trailer-trucks

Trading sales: Around 3%

56 TENNANTS DISTRIBUTION 2017 SALES: £201M (\$271.4M)

Manchester, UK

WWW.TENNANTS DISTRIBUTION.COM

Managing director: Andrew Mitchell

Products: Acids and alkalis; 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.TOP SOLVENT.COM/EN

CEO: Acharee Tiayabhorn

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; transportation; 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.PVS CHEMICALS.COM

CEO: Timothy F Nicholson

Products: Full line of inorganics; surfactants; water treatment chemicals; HI&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: \$247.2

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 Zulfikari

Products: Olefins; polymers; oxo 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: 35%

63 ARKEM KIMYA 2017 SALES: \$245M

Istanbul, Turkey

WWW.ARKEM.COM

Chairman and CEO: Levend Kokuludag

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

Services: Sales and marketing; storage; 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%

64 CELLMARK CHEMICALS 2017 SALES: \$233M

Gothenburg, Sweden

WWW.CELLMARK.COM

President (Chemicals): Hugo Galletta; 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 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%

65 ORKILA 2017 SALES: \$230M

Beirut, Lebanon

WWW.ORKILA.COM

Chairman and CEO: Antoine Sacy

Products: Specialty chemicals; food ingredients; life sciences chemicals; pharmaceutical ingredients; agrochemicals; animal nutrition ingredients; personal care ingredients; performance products; paints materials; construction chemicals; oilfield chemicals; plastics

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

66 GAMMA CHIMICA 2017 SALES: \$226.2M

Lainate, Italy

WWW.GAMMACHIMICA.IT

President: Giuseppe Mearini

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)

67 DONAUCHEM 2017 SALES: €188M (\$225.6M)

Vienna, Austria

WWW.DONAUCHEM.COM

Member of the board: Bogdan Banaszczuk

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 and planning; technical consultancy; training sessions on safety and the law; waste disposal; consultancy on chemical law and Reach

Assets: 14 warehouses

Trading sales: 20%

68 HSH CHEMIE DISTRIBUTION GROUP 2017 SALES: €181M (\$217.2M)

Hamburg, Germany

WWW.HSH-CHEMIE.COM

Managing directors: Stephan P Lohden, Frank Raabe, Stefan Rather

Products: Coatings, adhesives and building chemicals; personal and home care chemicals; food and feed ingredients; pharmaceutical ingredients; plastics and rubber additives; industrial performance chemicals

Services: Technical consultancy; formulation

advice; storage and logistics; sampling; financing; full compliance support; full marketing support

Assets: 12 sales office locations in central and eastern Europe

Trading sales: 10%

69 SUPERIOR OIL 2017 SALES: \$217M

Indianapolis, Indiana, US

WWW.SUPERIOROIL.COM

President: Kurt Hettinga

Products: Solvents; water-based cleaners; paint pre-treatment products; paint purgers; thinners; heat transfer fluids; pressroom chemicals; fiberglass reinforcements; resins; catalysts; gel coats; corrosion inhibitors; surfactants; plasticizers

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

Assets: 8 full service locations; 55 trucks; 150 trailers; 250 bulk tanks; 55 blend tanks

70 LBB SPECIALTIES (CHARKIT CHEMICAL, AIC) 2017 SALES: \$210M

New York, New York, US

WWW.LBBSPECIALTIES.COM

President and CEO: Charles Hinnant

Products: Personal care chemicals; nutritional ingredients; biotech materials; food ingredients; pharmaceutical ingredients; plastics additives; water/metal treatment chemicals; flavours and fragrances; nutraceuticals; electronic chemicals; industrial chemicals; plastics; veterinary chemicals; concrete additives; medical devices

Services: Warehousing; blending; packaging; custom/contract manufacturing; custom synthesis; product development

Assets: 69 stocking locations in North America

71 BUFA CHEMIKALIEN 2017 SALES: \$210M

Altmoorhausen, Germany

WWW.BUEFA.DE

CEO: Ronald Ijzer

Products: Ethanolamines; ethylene glycol ethers; ethylene glycols; polyethylene glycols; propylene glycol ethers; propylene glycol; isopropylalcohol; 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%

72 BANG & BONSONOMER

2017 SALES: €172M (\$206.4M)

Helsinki, Finland
WWW.BANGBONSONOMER.COM
CEO: Mikko Teittinen
Products: Specialty raw materials; coatings and construction chemicals; food ingredients; personal and home care chemicals; packaging and plastics additives; composites and polyurethanes materials; polymer materials.
Services: Process chemistry solutions with engineering, remote control and digitisation; manufacturing of intermediate products and functional blends; application laboratory services, R&D and formulations; blending; dissolving; packaging; warehousing; logistics
Assets: 5 application laboratories and technical centres; 4 manufacturing sites; 15 warehouses

73 ATLANTIC CHEMICALS TRADING

2017 SALES: €170M (\$204M)

Hamburg, Germany
WWW.ACT.DE
CEO: Dr Ramin Ghaffari
Products: Vitamins; amino acids; sweeteners; energy ingredients; sports nutrition ingredients; preservatives; acidifiers; flavours and fragrances; plant extracts; feed additives; food additives
Services: Customising; global supply chain
Assets: 13 offices worldwide; several warehouses worldwide
Trading sales: 10%

74 BANDEIRANTE QUIMICA

2017 SALES: \$203.4M

Maua, Sao Paulo, Brazil
WWW.BBQUIMICA.COM.BR
CEO: Carlos Eduardo Marin
Products: Aromatics; aliphatic and oxygenated solvents; coatings additives; ethanolamines; titanium dioxide (TiO2); specialty resins; carbon black; tailor-made blends; UV monomers/oligomers; 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: 8 branches; 95 tanks; 5 warehouses; truck fleet; 2 laboratories; 1,000 intermediate bulk containers (IBCs)

75 UNITED TRADING SYSTEM

2017 SALES: \$203M

St Petersburg, Russia
WWW.UTSRUS.COM

Managing directors: Lars Hjorth, Andrey Shkola
Products: Paints and coatings chemicals; dry mixture and construction chemicals; plastics and polymer additives; rubber chemicals; resins and chemicals for composites; fibres; chemicals for detergents; cosmetics and household chemicals; oil and oilfield chemicals; lubricants; refinery additives and chemicals; food additives; specialty and 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; 421 employees

76 KPL INTERNATIONAL

2017 SALES: RS12.79BN (\$200.3M)

New Delhi, India
WWW.KPLINTL.COM
Managing director: Surinder Kumar Kak
Products: Polymers; paper and allied chemicals; specialty chemicals; paint and coating chemicals; industrial and specialty gases; engineering consumables; darjeeling teas
Services: Development of markets for new products and applications; repackaging; market intelligence, technical and after-sales support; sourcing, export, procurement and auditing services; sourcing and exporting from India, China and Middle East countries to international markets; warehousing and logistics; technical support for quality control, testing and plant audits
Assets: 7 warehouses; 1 refrigerant gas repackaging facility
Trading sales: 33%

77 METADYNEA TRADING

2017 SALES: €165.4M (\$198.4M)

Geneva, Switzerland
WWW.METADYNEATRADING.COM
President: Dr Ralph Theuer; **Directors:** Ivan Mazourenko, Alexander Maksimov
Products: Methanol; hexamine (urotropine); pentaerythritol; micronised hexamine; micronised pentaerythritol
Services: Storage of liquid and solid chemicals; transshipment; blending; toll manufacturing; warehousing; packaging; delivery by vessel, rail, container, truck and silo-truck
Assets: Head office in Switzerland; branch office in Austria; 2 manufacturing/warehousing sites in Russia and 1 in Austria; 3rd-party warehouses in the Netherlands, Poland, Russia, Spain and US
Trading sales: 10%



78 VELOX

2017 SALES: €160.2M (\$192.3M)

Hamburg, Germany
WWW.VELOX.COM
Managing directors: Bernard Goursaud, N Max Schlenzig; General manager: Francois Minec
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%

79 GARNERKSOLV

2017 SALES: \$190M

Houston, Texas, US
WWW.KSOLV.COM
Owner and CEO: Russ Allen
Products: Aliphatic solvents; aromatic solvents; alcohols; glycols; glycol ethers; acetates; 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 manage-

ment; transportation
Assets: Tote and drum warehouse with over 100,000 gal capacity; tank farm with over 1m gal capacity; fleet of trucks and trailers; flare; nitrogen access; dock with full waterfront access and licensed tankerman on staff

80 SPECIAL MATERIALS COMPANY

2017 SALES: \$180M

New York, New York, US
WWW.SMC-GLOBAL.COM
CEO: Adam Feldman
Products: Specialty solvents; paint and coatings; coatings, adhesives, sealants, elastomers (CASE); oilfield chemicals; phosphorous derivatives; surface coatings; water treatment chemicals; biocides; electronic chemicals; mining chemicals; flame retardants; textile chemicals; photo/image chemicals; PCBTF; coalescent for latex paints; industrial solvents; sodium hypophosphite; THPS; glutaraldehyde; corrosion inhibitors
Services: Custom blending; relabelling; solution adjustments; neutralisation; reactions and conversions; dilutions; storage; bulk distribution; consignment inventory; just-in-time delivery; 3rd party warehousing; technical sales; regulatory affairs expertise
Assets: 4 global production sites; 2 distribu-

tion centres; toll manufacturing facility; own fleet of 22 trucks and hazmat drivers

81 IMPAG

2017 SALES: €150M (\$180M)

Zurich, Switzerland
WWW.IMPAG.COM
WWW.IMPAG.CH
CEO: Remo Bernardi
Products: Coatings additives; anhydrides; acrylates; polyols; flame retardants; polyurethane; green solvents; detergents; base chemicals; cosmetic functionals and active ingredients; food ingredients; pharmaceutical ingredients/APIs; metals; oleochemicals
Services: Global logistics; global sourcing; storage; laboratory services; technical support; regulatory support; financing; packaging
Assets: 5 sales offices across Europe; 1 tank farm for liquid goods; own application laboratory
Trading sales: 20%

82 ISOICHEM GROUP

2017 SALES: \$180M

Sydney, Australia
WWW.ISOCHEM.COM.AU
CEO: Alireza Ehsani
Products: Polyurethane systems; aromatic

isocyanates; polyols; surfactants; catalysts; glycols; hydrocarbons; refrigerants; polymers and plastics
Services: Warehousing; transloading; sourcing; supplier due diligence and audit; sales channel development; technology and machinery services
Assets: 10 warehouses; corporate headquarters
Trading sales: 15%

83 CHEMGROUP

2017 SALES: \$176.5M)

Fairfield, Ohio, US
WWW.CHEMGROUP.COM
President: Marty Wehr
Products: Acids; alkalis; hydrogen peroxide; sodium hypochlorite; solvents and intermediates; glycols; glycol ethers; amines; surfactants; alcohols; water treatment chemicals; nitrogen products; white oils; borates; lime; specialty chemicals; gas-to-liquid (GTL) fluids and solvents
Services: Inventory management; blending; warehousing; technical and safety training; customised billing
Assets: 10 warehouses with over 400,000 square feet; over 2m gal bulk storage; 26 tractors; 16 straight trucks; 36 trailers; 12 tankers

84 TRANSMARE CHEMIE

2017 SALES: \$169.3M

Antwerp, Belgium
WWW.TRANSMARE.COM
WWW.TRANSMARE-CHEMIE.COM
CEO: Dr Patrick Van Ende
Products: Oilfield chemicals; fine chemicals for health; personal and home care chemicals; food and feed ingredients; industrial and high purity solvents; paints and adhesives additives and pigments; reference fuels; plastics additives
Services: Personalised blends and formulation support; drumming; packaging
Assets: Class 2 storage facilities; 11 warehouses (Antwerp, Belgium; Hamburg, Germany; Singapore; Malaysia; Algeria; Angola; Ivory Coast; Nigeria; Kenya)
Trading sales: 50%

85 GRUPO RNM

2017 SALES: \$168.8M

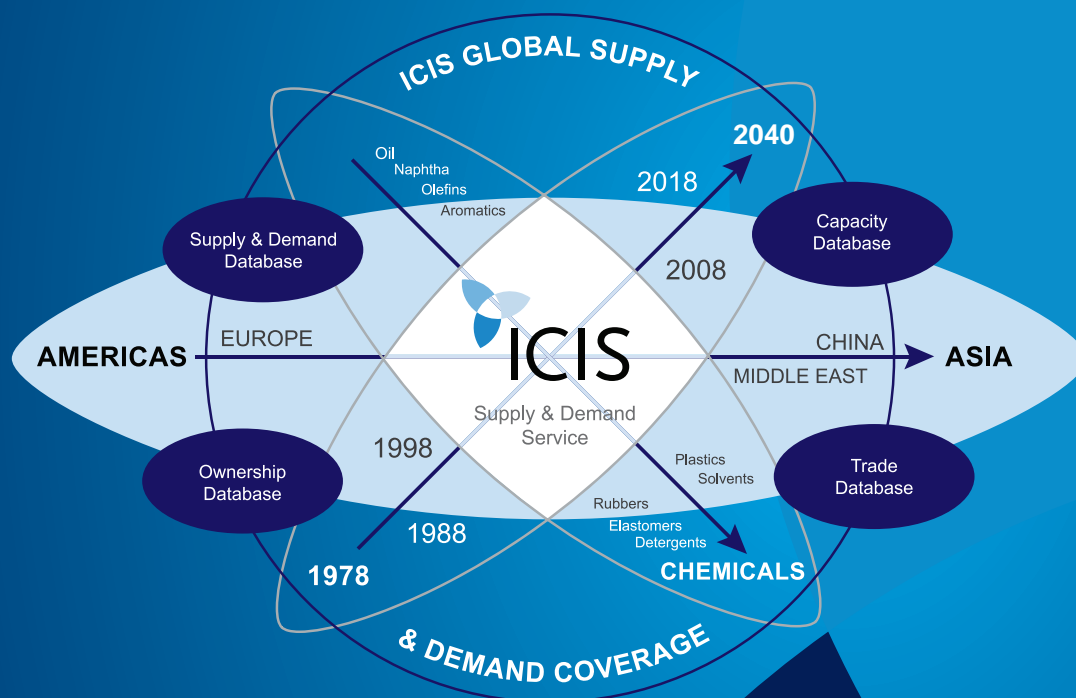
Famalicao, Portugal
WWW.GRUPORNM.PT
Chairman of the board, CEO: Ricardo Machado
Products: Caustic soda; hydrogen peroxide; sulphuric acid; hydrochloric acid; sodium hypochlorite; plastics (PE, PP, PVC, PS, PET, EVA); solvents; glycols; propylene glycol; glycol ethers; surfactants; silicones; metha-



ICIS

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

nol; 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, Lisboa 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 2017 SALES: \$168M

Houston, Texas, US

WWW.THEPLAZAGRP.COM

President: Randy Velarde

Products: Solvents; intermediates; elastomers; styrenics; polyethylenes

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 2017 SALES: \$160M

Asperg, Germany

WWW.HAEFFNERGROUP.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 2017 SALES: €128.5M (\$154.2M)

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 2017 SALES: \$154.2M

Des Moines, Iowa, US

WWW.BARSOL.COM

President: David M Casten

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

MIDDLE EAST/AFRICA CHEMICAL DISTRIBUTION LEADERS (2017 SALES)

Company	Sales (\$m)	Company	Sales (\$m)
1 Snetor	810	35 KH Chemicals	25.0
2 Petrochem Middle East	703	36 Pon Pure Chemicals	13.6
3 Pluschem	600	37 Norkem	13.2
4 Tricon Energy	489	38 Ricardo Molina	13.2
5 Protea Chemicals (Omnea Group)	346	39 ECEM European Chemical Marketing	13.0
6 Manuchar	306	40 Quimdis	11.5
7 Solvochem	250	41 Grupo RNM	9.3
8 Orkila	230	42 Bufa Chemikalien	8.5
9 ICC Chemical	169	43 Indukern	8.4
10 Vikudha Overseas	153	44 Joss Elastomers	8.4
11 RAI Rakha Al Khaleej International	136	45 Unipex	8.4
12 Ravago Chemicals	126	46 Wego Chemical	8.0
13 Helm	120	47 Arpadis Benelux	7.8
14 Afriglobal Commodities	116	48 Barentz International	7.2
15 Quimidroga	102	49 Matrix Chemie	6.8
16 Taj Al Mulook	88.7	50 Sinochem Plastics	6.3
17 Transmare Chemie	79.4	51 Group Barcelonesa	5.6
18 Al Nahda International (Anichem Group)	69.8	52 DutCH2	5.4
19 CellMark Chemicals	68.1	53 Proquibasa	5.2
20 Omya	66.7	54 Isochem	5.0
21 CBC Egypt	64.8	55 Noahs Ark Chemicals	4.8
22 Safic-Alcan	60.0	56 PENPET Petrochemical Trading	4.8
23 Solvadis	53.4	57 KPL International	4.0
24 Prakash Chemicals International	46.9	58 Neo Chemical	3.9
25 Shamrock Shipping & Trading	44.9	59 CG Chemikalien	3.8
26 Biesterfeld	44.4	60 TOP Solvent Company	3.6
27 DIA33	41.9	61 2M Holdings	3.2
28 Linkers Chemicals & Polymers	35.6	62 HARKE	3.1
29 Solventis	33.6	63 Rahn	3.0
30 Venus Chemicals	29.0	64 Quimitecnica.com	2.6
31 Jebesen & Jessen	27.6	65 Atlantic Chemicals Trading	2.4
32 Bodo Moller Chemie	27.1	66 Lehmann & Voss	2.4
33 Metadynea Trading	25.7		
34 Kale Kimya	25.0		

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.

90 ELTON GROUP 2017 SALES: €126.9M (\$152.3M)

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 warehousing 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

91 KH CHEMICALS

2017 SALES: €125.5M (\$150.6M)

Zwijndrecht, Netherlands
WWW.KHCHEMICALS.COM

CEO: Hans Ketting
Products: Acrylates; acetates; alcohols; anhydrides; aromatics; chlorinated solvents; glycols; glycol ethers; hydrocarbons; ketones; monomers; oxo-alcohols; plasticizers; propylene glycol ethers; vegetable oils
Services: Trading; packaging; drumming; logistics
Assets: Office space of 450 square metres; 2 ISO tanks
Trading sales: 8%

92 ARPADIS BENELUX

2017 SALES: €125M (\$150.0M)

Antwerp, Belgium
WWW.ARPADIS.COM

CEO: Laurent Abergel
Products: Acrylates and monomers; isocyanates and polyols; solvents; specialty acrylates; HMD; glycols; additives and pigments; blowing agents; flame retardants
Services: Technical sales and marketing; local and central stockholding; sampling
Assets: Blending; dilution; repackaging; storage; transports

93 THOMMEN-FURLER

2017 SALES: €123M (\$147.6M)

Ruti bei Buren, Switzerland
WWW.THOMMEN-FURLER.CH

CEO: Franz Christ
Products: Industrial chemicals (inorganics, organics, liquids and solids); hygiene and surface cleaning products; activated carbon; intermediates; plasticizers; high-purity solvents and reagents; electronic grade chemicals; industrial and automotive lubricants; marine and aviation lubricants; automotive fluids; car care-products; AdBlue diesel exhaust fluid; waste-water treatment chemicals
Services: Storage; blending; mixing; packaging; laboratory services; quality and control tests; hazardous waste management; Opti-Tank tank farm management by telemetry
Assets: 3 dedicated sites for chemicals and hazardous waste handling; tank farms and warehouses for chemicals and hazardous waste; blending, mixing and filling installations; waste treatment installations; 57 road tankers and trucks for general cargo

94 ACETO

2017 SALES: \$147M

Port Washington, New York, US
WWW.ACETO.COM
CEO: William Kennally

Products: Specialty chemicals
Services: Global sourcing; global logistics

95 2M HOLDINGS

2017 SALES: £107.7M (\$145.4M)

Runcorn, UK
WWW.2M-HOLDINGS.COM
CEO: Mottie Kessler

Products: Triklone, Perklone and MEC Prime; SamSol; chlorine gas (cylinders & drums) for water treatment and chemical synthesis; surfactants/reology modifiers; Ad-Blue diesel exhaust fluid; aerospace cleaning approved products; Pigmentan (anti-corrosive 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 and APIs; precision cleaning solutions; Cool-Phos and Vaposol; dry ice
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; warehousing in UK, Poland, Brazil, Nordics, Benelux, Germany; blending and storage; own trucks

96 URAI

2017 SALES: €120M (\$144.0M)

Assago, Milan, Italy
WWW.URAI.IT

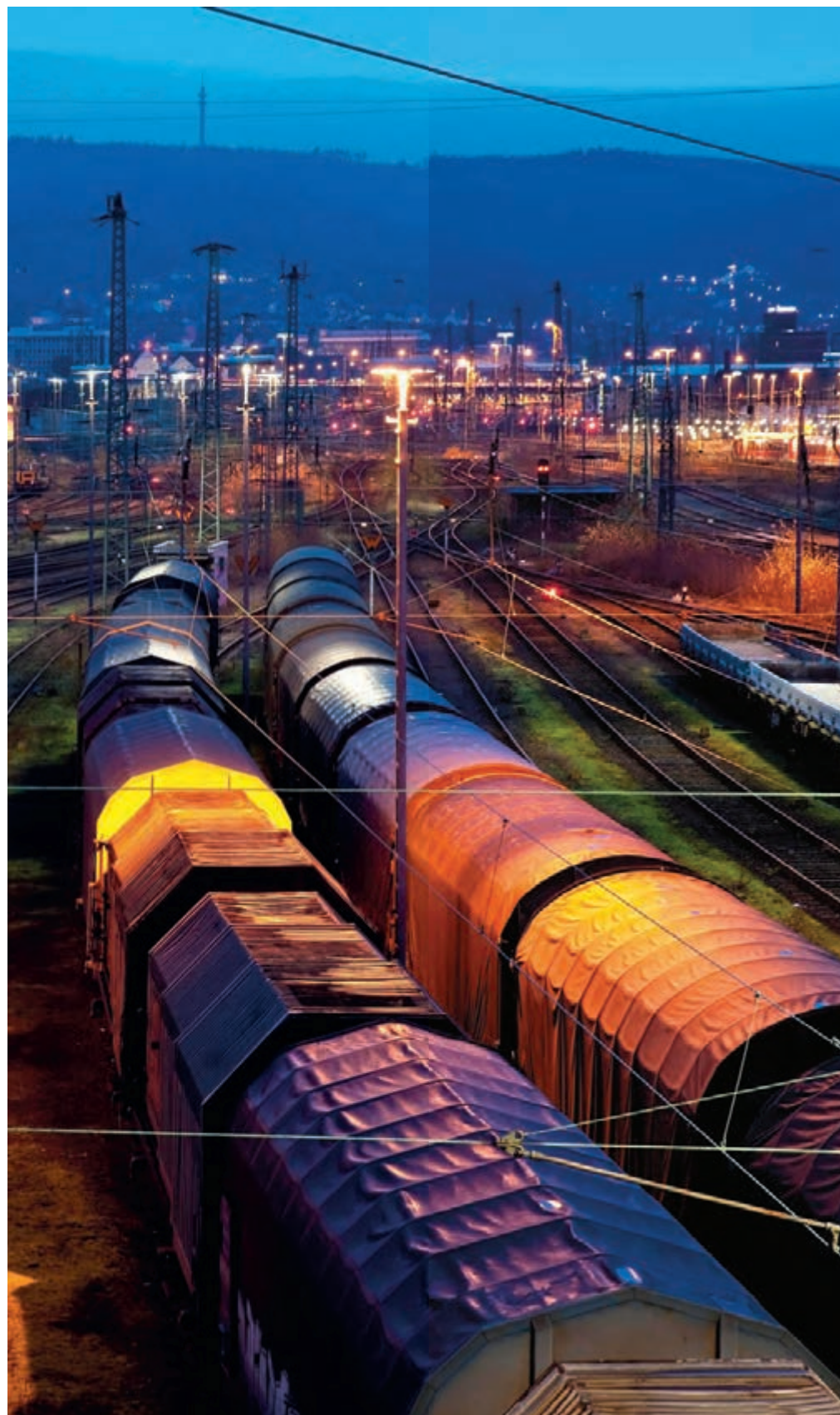
CEO: Roberto Giuliani
Products: Coatings chemicals; adhesives; construction chemicals; lubricants; pharmaceutical ingredients; cosmetics chemicals; personal and home care chemicals; rubber and plastics additives; water treatment chemicals; food and beverage ingredients
Services: Technical sales and marketing; application development; analytical testing and quality control; warehousing; regulatory services; supply chain management; after sales services
Assets: Tank farm

97 VIMAL INTERTRADE

2017 SALES: \$144M

Mumbai, India
WWW.VIMALAGENCIES.NET
CEO: Bimal Shah

Products: Amines; matting agents; isocyanates; polyols; monomers; propylene glycols; epoxy resins and hardeners; hydroxyl ethyl cellulose; additives; surfactants; glycol ethers; redispersible powders; carbon black; vinyl resins; fatty acids; carbonyl iron pow-



der; solvents; polyurethane hardeners; personal care ingredients; PTFE powders; PE waxes; molecular sieves; benzyl alcohol; benzyl acetate; benzyl chloride
Services: Repackaging; drumming; laboratory services
Assets: 6 warehouses (140,000 square feet); head office; 2 regional offices; 9 resident representatives; 2 application laboratories
Trading sales: 15%

98 KEYSER & MACKAY

2017 SALES: €118M (\$141.6M)

Amsterdam, Netherlands
WWW.KEYSERMACKAY.COM

Managing partners: Gerard 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%

99 CONNECT CHEMICALS

2017 SALES: \$139.7M

Ratingen, Germany
WWW.CONNECTCHEMICALS.COM

Managing director: Dirk Otmar, Basar Karaca
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 metal-working fluids; metal surface treatment chemicals; paper chemicals; plastics additives; resins; textile and leather chemicals; water treatment chemicals
Services: Custom manufacturing; blending; formulating; packaging; logistics
Assets: 3 production sites

100 RAINOLDI

2017 SALES: €115M (\$138.0M)

Varese, Italy
WWW.RAINOLDI.IT

CEO: Simone Bombardieri
Products: Industrial chemicals; pharmaceutical ingredients; feed and food ingredients
Services: Packaging
Assets: 2 warehouses
Trading sales: 70%

101 CSC JAEKLECHEMIE

2017 SALES: €114M (\$136.8M)

Nuremberg, Germany

WWW.CSC-JAEKLE.DE

CEOs: Robert Spath, Philipp Klass, Dr Michael Spehr
Products: Industrial chemicals; acids; alkaline solutions; solvents; solids; specialties; coatings, adhesives and sealants; high quality parts cleaning chemicals; life science chemicals; water treatment and environmental chemicals
Services: Technical expertise and field service; warehouse distribution; direct distribution; inventory management; blending and repackaging; proper disposal of chemical waste; worldwide shipment; trucking
Assets: Storing, filling and trans-shipment site; warehouse; laboratory for quality assurance; tank wagons for chemicals; trucks; company vehicles

102 SELECTCHEMIE

2017 SALES: \$136M

Zurich, Switzerland
WWW.SELECTCHEMIE.CH

CEO and delegate of the board: Dr Peter Kaufmann
Products: Active pharmaceutical ingredients (APIs); pharmaceutical excipients; nutritional ingredients
Services: Regulatory support; development of generic dossiers; storage; lab trials
Trading sales: 10%

103 TILLMANNS

2017 SALES: €112M (\$134.4M)

Milan, Italy
WWW.TILLMANNS.IT

CEO: Stefano Vollmer
Products: Coatings additives; adhesives; plastics additives; construction and ceramic chemicals and materials; organic and inorganic pigments; binders; resins; additives; waxes; preservatives; specialty chemicals for water treatment; functional additives and 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

104 FARAVELLI

2017 SALES: €111M (\$133.2M)

Milan, Italy
WWW.FARAVELLIGROUP.COM

CEO: Luca Benati

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

Services: Blending; packaging; storage; cosmetics and food application laboratory services; international trading of commodities

Assets: 6 warehouses

Trading sales: 25%

105 PENPET PETROCHEMICAL TRADING

2017 SALES: €108M (\$130M)

Hamburg, Germany

WWW.PENPET.COM

General managers: Tim Meister, Christoph Meister

Products: Oxo-alcohols; melamine; solvents; plasticizers

Services: Blending; packaging; storage

Assets: 1 warehouse

Trading sales: 25%

106 PROCHEMA

2017 SALES: €108M (\$129.6M)

Vienna, Austria

WWW.PROCHEMA.COM

CEO: Werner Figlhuber

Products: Additives; acrylates; alcohols; anhydrides; flame retardants; methacrylates; monomers; organic acids; paper chemicals; pigments; resin intermediates; resins; PUR feedstocks; UV curing monomers

Services: Manufacturer representations; market research; product roll out; financing; transport and warehouse logistics; refilling; repackaging

Assets: 11 points of sales; 12 warehouses in all European regions

107 BODO MOLLER CHEMIE

2017 SALES: €107.6M (\$129.1M)

Offenbach am Main, Germany

WWW.BM-CHEMIE.COM

Chairman and managing director:

Frank Haug

Products: Adhesives and bonding systems (epoxy, polyurethane, MMA, hotmelts); sealants; 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 plas-

tics 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

Services: Packaging; filling; testing; modification; blending

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

108 PRIDE CHEMICAL SOLUTIONS

2017 SALES: \$129M

Holtville, New York, US

WWW.PRIDESOL.COM

President: Art Dhom Jr

Products: Alcohols; amines; esters; glycols; glycol ethers; glycol ether esters; hydrocarbon solvents; ketones; mineral oils; oleochemicals; petrolatum; plasticizers; polyols; silicones; stearates; surfactants

Services: Blending; packaging; storage; NF USP Kosher repackaging; DSP ethyl alcohol blending and repackaging

Assets: 2 distribution centres; 12 tractor trailers; 5 straight trucks; 25 tank wagons; 400,000 gal bulk storage



109 HB CHEMICAL 2017 SALES: \$128M

Twinsburg, Ohio, US

WWW.HBCHEMICAL.COM

President and CEO: Jeffrey L Rand

Products: Rubber accelerators; zinc oxide; magnesium oxide; synthetic polymers; natural rubber; stearic acid; sulphur; antioxidants; paraffin and microcrystalline waxes; polyethylene glycol waxes; ester plasticizers; anti-tack agents; carbon black; phenolic resins

Services: Packaging

Assets: 2 warehouses

110 HAVILAND ENTERPRISES 2017 SALES: \$128M

Grand Rapids, Michigan, US

WWW.HAVILANDUSA.COM

President and CEO: Mike Karasiewicz

Products: Caustic soda; sulphuric acid; hydrochloric acid; finishing chemicals; anodizing chemicals; cleaning chemicals; waste treatment chemicals; potable water chemicals; swimming pool chemicals; solvents

Services: Liquid and powder blending; liquid and powder packaging; sachet/pouching; screen printing; labelling; laboratory analysis; technical service; bulk storage

Assets: 6 warehouses; 14 trucks; 24 trailers; 3 tankers; 5 manufacturing locations

Trading sales: Less than 5%

111 J. TECH SALES 2017 SALES: \$127M

Boca Raton, Florida, US

WWW.JTECHSALES.COM

CEO: Jeffrey Tannenbaum

Products: Surfactants; terpenes; soy methyl esters; fluoroadditives; biological products; enzymes; rheology modifiers; water-based defoamers; water-based acrylic copolymers; polyethylene and wax emulsions; plasticizers; polyurethanes; US EPA registered disinfectants; antimicrobials and biocides; silicone fluids and emulsions; green solvents

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

Assets: Corporate headquarters; research and analytical laboratory; 9 public warehouses throughout North America; regional office in Colorado, US; regional office in Illinois, US; regional office in Brazil

112 HARKE GROUP 2017 SALES: €105M (\$126.0M)

Muelheim an der Ruhr, Germany

WWW.HARKE.COM

President: Thorsten Harke

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

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

Assets: Warehouse; packaging machines; filling stations; silo; encapsulation machines

Trading sales: 10%

113 RAHN GROUP 2017 SALES: \$125M

Zurich, Switzerland

WWW.RAHN-GROUP.COM

CEO: Marcel Gatti

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

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

Trading sales: 50%

114 ALGOL CHEMICALS 2017 SALES: \$120M

Espoo, Finland

WWW.ALGOLCHEMICALS.COM

Managing director: Juha Jokinen

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

Services: Warehousing and bulk storage; logistics; repackaging and relabelling; blending and mixing; toll production; Reach services; laboratory testing

Assets: 23 warehouses in 11 countries (Finland, Scandinavia, Baltics, Russia, Ukraine, Belarus, India)

115 H.M. ROYAL 2017 SALES: \$120M

Trenton, New Jersey, US

WWW.HMROYAL.COM

President: Joseph E Royal

Products: Rubber polymers; resins and diluents; curing agents; processing aids and plasticizers; rubber to metal bonding adhesives; flame retardants and smoke suppressants; films and wrapping tapes; functional fillers

and reinforcements; rheology modifiers

Services: Sales development; customer service; storage; logistics

Assets: 2 owned warehouses; 10 public warehouse sites; 2 trucks

Trading sales: 15%

116 UNIPEX 2017 SALES: €98.5M (\$118.2M)

Paris, France

WWW.UNIPEX.COM

President: Patrice Barthelmes

Products: Active and functional personal care ingredients; active pharmaceutical ingredients (APIs) and excipients; enzymes; amino acids; lactose; sweeteners; sugar; starch; fibres; plasticizers; surfactants; additives; silicones; titanium dioxide (TiO₂); dyes and pigments; sports grounds polymers and resins

Services: Corporate Social Responsibility (CSR); warehousing; application laboratory services; formulations; regulatory services; auditing; reconditioning

Assets: 2 owned warehouses in the Paris area

Trading sales: 9%

117 AFRIGLOBAL COMMODITIES 2017 SALES: \$116.3M

Dubai, UAE

WWW.AFRIGLOBALONLINE.COM

Managing director: Maneesh Bhushan Garg

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

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

Assets: 8 warehouses with 150,000 square feet; 25 trucks; blending and formulation unit

Trading sales: 2.6%

118 SEA-LAND CHEMICAL 2017 SALES: \$115.2M

Westlake, Ohio, US

WWW.SEALANDCHEM.COM

President: Jennifer Altstadt

Products: Acids; amines; biocides; chlorinated paraffins; corrosion inhibitors; defoamers; esters, emulsifiers; ethoxylated alcohols; fatty acids; industrial and transportation lubricant additive components; polyalphaolefins; primary amino alcohols; natural petroleum sulfonates; surfactants; vegetable and animal oils

Services: Stocking; packaging and repackag-

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%

119 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 ex-

clusive associates handling cargos via road, air and sea to cater to customers in 26 countries

Trading sales: 68%

120 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%

121 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%

122 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-



dients; industrial chemicals

Services: Blending; packaging

Assets: 2 company owned warehouses; 3 public warehouses; 30+ trucks; 24 tank trucks

123 HARWICK STANDARD DISTRIBUTION 2017 SALES: \$102.5M

Akron, Ohio, US

WWW.HARWICK.COM

President and CEO: Ernie Poultu

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 CLEARTECH 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; alkalis; 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 speciality chemicals; acids and lyes; solvents; solid chemicals; cleaning agents; food and feed ingredients; pharmaceutical ingredients; cosmetics ingredients; water treatment chemicals; thermal transfer agents; ammonia; AdBlue 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-Francois Quarre

Products: Pharmaceutical excipients; veteri-

nary 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.NOHSARK.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

Chairman and CEO: Irfan 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.CHERBSLOEH.COM

CEO: Christopher Erbsloeh

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: Perapol Suwannapasi

Products: Alcohols; 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 Lipovetskiy; 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 methacrylate monomers; specialty and commodity

LATIN AMERICA DISTRIBUTION LEADERS (2017 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Brenntag	982	23 Omya	35.9	44 LBB Specialties (includes Charkit Chemical Company & AIC)	5.0
2 Tricon Energy	913	24 Sulatlantica	35.0	45 Transmare Chemie	5.0
3 GTM	621	25 Morais de Castro	28.8	46 Van Horn, Metz	5.0
4 Manuchar	583	26 Cosmiquímica	25.1	47 PENPET Petrochemical Trading	4.8
5 Industria Química Anastacio	336	27 Selectchemie	25.0	48 Prakash Chemicals International	4.0
6 Pochteca Materias Primas	336	28 CG Chemikalien	20.7	49 Ricardo Molina	4.0
7 M. Cassab	314	29 Petrochem Middle East	18.7	50 T.Z. Group (consolidating results of Tau Chemicals, T.Z. Trading, Química Treza, Química Treza del Bajío, Treza del Caribe)	3.7
8 Quimtia	293	30 ECEM European Chemical Marketing	18.0	51 Atlantic Chemicals Trading	3.6
9 Jebsen & Jessen	212	31 Wego Chemical	16.0	52 Norkem Holdings	3.5
10 Bandeirante Química	203	32 KH Chemicals	15.2	53 Solvadis	3.1
11 Indukern	183	33 Equilex	14.9	54 The Plaza Group	3.0
12 Snetor	183	34 The Chemical Company	14.3	55 2M Holdings	2.9
13 Vikudha Overseas	102	35 Unique Chemical Technologies	12.5	56 Lehmann & Voss	2.4
14 Quimisa	89.9	36 DutCH2	9.6	57 Quimidroga	2.4
15 ICC Chemical	57.1	37 Clariquímica	9.5	58 George S. Coyne Chemical	2.0
16 Biesterfeld	54.0	38 SolvChem	9.5	59 Haffner	2.0
17 Carbono Química	49.5	39 Joss Elastomers	8.4	60 WISTEMA	2.0
18 Andes Chemical	49.1	40 Bufa Chemikalien Group	7.3		
19 Metachem	44.7	41 Shamrock Shipping & Trading	6.8		
20 Henry Hirschen	40.1	42 CellMark Chemicals	6.3		
21 Pluschem	36.0	43 Ravago Chemicals	6.0		
22 Quelarís Internacional	36.0				

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

acrylate monomers; crosslinking agents; specialty and commodity solvents; additives; emulsifiers; emollients; intermediates; flavours and fragrances; surfactants; 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)

135 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 reac-

tions and manufacturing; repackaging; R&D; sales and marketing

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

Trading sales: 15%

136 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

137 LINTECH INTERNATIONAL 2017 SALES: \$90M

Macon, Georgia, US
WWW.LINTECHINTERNATIONAL.COM

CEO: Julie Van Brunt

Products: Adhesives and sealants raw materials; advanced composite resins; addi-

tives for paints and coatings, plastics, rubber and metalworking; crosslinkers; personal care ingredients; resins; fillers; colourants; printing ink materials; dyes; rubber adhesion promoters; lubricants; industrial and institutional (I&I) cleaner ingredients; building product chemicals; textile auxiliary chemicals

Services: Technical support; contract packaging; vendor managed inventory; temperature controlled storage

Assets: 13 warehouses

138 QUIMISA 2017 SALES: \$89.9M

Santa Catarina, Brazil
WWW.QUIMISA.COM.BR

President and CEO: Rogerio Wehmuth

Products: Caustic soda; chlorinated solvents; oxygenated solvents; aromatic solvents; glycols; hydrogen peroxide; organic acids; inorganic chemicals; ethanolamines; heat transfer fluids; textile auxiliaries and dyestuffs; enzymes; chemicals for household care and industrial/institutional applications; water treatment chemicals

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

Assets: Headquarters; 3 branches; 8 warehouses; 75 trucks



Tom Waller / imageBROKER/REX Shutterstock

139 MAYS CHEMICAL 2017 SALES: \$87.2M

Indianapolis, Indiana, US

WWW.MAYSCHEM.COM

President: Kristin Mays Corbitt

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

Services: Shipping; warehousing; liquid blending; repackaging; reformulation

Assets: 2 warehouses; 1 warehouse/blending facility; 2 freight trucks; 7 liquid tank trucks; 12 forklifts/related equipment

140 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

141 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%

142 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%

143 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; zinc oxide; accelerators; silica; carbon black

Services: Trading; warehousing; financing

Trading sales: 50%

144 CHEMSOLV 2017 SALES: \$83.5M

Roanoke, Virginia, US

WWW.CHEMSOLV.COM

CEO: L Glenn Austin

Products: Specialty blends; thinners; ink solvents; aromatics/aliphatics; hydrocarbons; isoparaffins; chlorinated solvents; alcohols; 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

Assets: 6 plant locations; 38 trucks; 50 trailers, 1.75m gal bulk storage; 5 warehouse storage locations; rail service terminal

Trading sales: 2%

145 WILL & CO 2017 SALES: €68M (\$81.6M)

Badhoevedorp/Amsterdam, Netherlands

WWW.WILL-CO.NL

Managing director: Jacques van Lindonk

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

Services: Storage management; logistics management; sales and marketing

Trading sales: Less than 10%

146 KALE KIMYA 2017 SALES: \$80M

Kocaeli, Turkey

WWW.KALEKIMYA.COM

CEO: Birgen Kaleagasi

Products: Detergent additives; disinfectants and protection chemicals; emulsifiers; polymers; surfactants; pool chemicals; actives and antioxidants; paints, oils and esters; conditioners; protectives; perfume; silicones; UV filters; fatty alcohols; adhesives

Services: Storage; transport; production; blending; packaging

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

Trading sales: 30%

147 CHEM INTERNATIONAL (CHEM POLAND, CHEM DISTRIBUTION) 2017 SALES: \$78.8M

Warsaw, Poland

WWW.CHEM-INTERNATIONAL.PL

CEO/Board member: Cezary Mielczarek;

Board member: Pawel Tomaszewicz

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

148 CALLAHAN CHEMICAL 2017 SALES: \$78M

Palmyra, New Jersey, US

WWW.CALCHEM.COM

President: Gregory Shetler

Products: Coatings, adhesives sealants and

elastomers; household, institutional and industrial chemicals; pharmaceuticals and nutraceuticals; personal care and cosmetics chemicals; food ingredients; functional fluids Services: Bulk liquids packaging; custom blending; returnable containers, drums and totes; customised tote programmes; custom labelling; remote tank monitoring; vendor managed inventory; consignment inventory; committed inventory to forecast; mixed truckload deliveries, LTL quantities, just-in-time deliveries

Assets: 2 dedicated white rooms for NF, FCC, USP and Kosher packaging; 9 warehouses; 5,000 square feet of temperature controlled (hot and cold) warehousing; 400,000 square feet of environmentally controlled warehousing; 90,000 gal bulk storage; company owned and operated fleet of 12 trucks; tank farm; 2 regional offices

149 TRIISO 2017 SALES: \$78M

Cardiff, California, US

WWW.TRIISO.COM

President: Jason Scott

Products: Paints; coatings and ink raw materials; adhesives and sealants ingredients; plastics and composite chemicals; lubricants and metal-working additives; polyurethane chemicals

Services: Logistics; warehousing

Assets: 1 office; 3PL service providers

150 CHEMICAL SOLVENTS 2017 SALES: \$75M

Cleveland, Ohio, US

WWW.CHEMICALSOLVENTS.COM

CEO: Ed Pavlish

Products: Aromatics; aliphatics; amines; ketones; d-limonene; NPB; silicones; TBAC; methyl acetate

Services: Custom blending; solvent recycling

Assets: 5 warehouses; 1.5m gal tank capacity

151 MILES CHEMICAL 2017 SALES: \$73.5M

Arleta, California, US

WWW.MILESCHEMICAL.COM

CEO: Michael Miles;

Chairman: Anthony Miles

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

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

Assets: Total bulk storage capacity of 102,000 gal; total warehouse space of 275,000 square feet; 25 trailers; 28 railcars; 18 tankers; 4 Bob-tail trucks

152 GEORGE S. COYNE CHEMICAL 2017 SALES: \$73M

Croydon, Pennsylvania, US

WWW.COYNECHEMICAL.COM

President and CEO: Thomas H Coyne Sr

Products: Acids; alcohols; amines; chelating agents; chlor-alkali; chlorinated solvents; food additives; glycol ethers; hydrogen peroxide; inorganics; ketones; polymers; specialty quats; surfactants; potable and wastewater treatment chemicals

Services: Blending; technical training; contract packaging; terminal rail to truck transloading

Assets: Over 200,000 square feet of storage in 4 warehouses; 27 trucks; over 50 trailers or tankers

Trading sales: Less than 10%

153 AEGEAN FIRST COMPANY 2017 SALES: \$72M

Athens, Greece

WWW.AFCO.GR

CEO: Christos Spanos

Products: Polymers; fertilizers; pharmaceutical ingredients; food ingredients; industrial chemicals

Services: logistics; project management; technical product development

Trading sales: 10%

154 RICARDO MOLINA GROUP 2017 SALES: €59.4M (\$71.3M)

Barcelona, Spain

WWW.RICARDOMOLINA.COM

President: Gemma Molina

Products: Coatings chemicals; adhesives; building and construction chemicals; lubricants; pharmaceutical ingredients; cosmetics chemicals; personal and home care chemicals; rubber and plastics additives; water treatment chemicals; food and beverage ingredients; agrochemicals

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

Assets: 3 laboratories; 1 warehouse

155 MOGOIL 2017 SALES: €59.3M (\$71.2M)

Berlin, Germany

WWW.MOGOIL.COM

Managing director: Miroslav Pribyl

Products: Base oils; process oils; low viscosity



© Christopher/Alamy Stock Photo

ty oils; paraffins; specialties

Services: Storage; logistics; financing; technical support

Trading sales: 25%

156 MAHA CHEMICALS

2017 SALES: \$71M

Singapore

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

157 AL NAHDA INTERNATIONAL (ANICHEM GROUP)

2017 SALES: \$70.3M

Dubai, UAE

WWW.ALNAHDAFZ.COM

Managing director: Dr T.R. Vijayan

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

158 GREENCHEM INDUSTRIES

2017 SALES: \$69M

West Palm Beach, Florida, US

WWW.GREENCHEMINDUSTRIES.COM

CEO: John S Lagae

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

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

Assets: 20 public warehouses across North America

159 FITZ CHEM, NAGASE GROUP

2017 SALES: \$69M

Itasca, Illinois, US

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

160 PROQUIBASA

2017 SALES: €57.3M (\$68.8M)

Barcelona, Spain

WWW.PROQUIBASA.COM

CEO: Ivan Sanchez

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

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

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

161 WEBB CHEMICAL SERVICE

2017 SALES: \$67M

Muskegon Heights, Michigan, US

WWW.WEBBCHEMICAL.COM

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

Products: Caustic soda 50%; caustic potash

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 warehouses; 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; SLES; chlorinated paraffin wax; benzyl chloride; citric acid; liquid glucose; DEP; dextrose monohydrate; hydrochloric acid; white oil

Services: Blending; packaging; storage; labeling; 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 Lavallee

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; polyalphaolefins (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

WWW.TCLHOFMANN.COM.AU

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); polyalphaolefins (PAOs); naphthenic oils; re-refined

base oils; additives; glycols; waxes; white oils; recycled oils; rubber process oils (RPO); petrolatum; 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: \$60M

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 petrolatums; 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 packaging; 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; rail-car 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)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Brenntag*	6,020	45 Haffner	156	90 Airedale Chemical	56.7
2 Helm	2,880	46 ELTON Group	152	91 KALE KIMYA	55.0
3 Univar*	1,821	47 Grolman Group	152	92 Ricardo Molina	54.1
4 Tricon Energy	1,567	48 URAI	144	93 Interallis Group	54.0
5 IMCD*	1,370	49 Metadynea Trading	142	94 PHT International	50.7
6 Stockmeier Holding	1,233	50 Keyser & Mackay	142	95 Quimitecnica.com	43.9
7 Biesterfeld	1,219	51 Thommen-Furler	140	96 National Chemical	41.4
8 Barentz International	1,213	52 Rainoldi	138	97 A. + E. Fischer- Chemie	40.8
9 Azelis*	1,059	53 CSC Jaeklechemie	136	98 Sameca	40.4
10 Quimidroga	912	54 Tillmanns	134	99 MY-CHEM	39.6
11 OQEMA (formerly Overlack)	905	55 Faravelli	133	100 GB-Chemie	37.2
12 Omya	872	56 ICC Chemical	133	101 UCG (United Chemical Group)	36.3
13 TER GROUP	758	57 2M Holdings	133	102 Vendico Chemical	35.3
14 Caldic	750	58 Arpadis Benelux	124	103 WISTEMA	35.0
15 Solvadis Group	616	59 PROCHEMA	122	104 Jobachem	34.9
16 Nexeo Solutions	500	60 HARKE Group	119	105 Vikudha Overseas	34.0
17 SAFIC-ALCAN	486	61 Petrochem Middle East	115	106 Joss Elastomers	33.6
18 Nordmann, Rassmann	480	62 Connect Chemicals	113	107 Isochem Group	30.0
19 Ravago Chemicals	426	63 Algol Chemicals	111	108 Lumar Quimica	28.2
20 CG Chemikalien	420	64 Nortex	110	109 Aceto	25.0
21 Lehmann & Voss	396	65 Unipex	110	110 Tan International	24.3
22 Pluschem	348	66 PENPET Petrochemical Trading	105	111 EQUILEX	24.0
23 Jebesen & Jessen	341	67 Selectchemie	105	112 Matrix Chemie	23.6
24 DKSH**	321	68 KH Chemicals	103	113 BRUGUES	21.6
25 Eigenmann & Veronelli	318	69 Group Barcelonesa	102	114 RAI Rakha Al Khaleej International	21.0
26 Indukern	314	70 Staub & Co – Silbermann	98.4	115 Monarch Chemicals	19.8
27 Krahn Chemie	307	71 C.H. Erbsloh	93.0	116 Klaus F. Meyer	19.6
28 KTM	246	72 Bodo Moller Chemie	92.9	117 Lake Chemicals and Minerals	18.7
29 Arkem Kimya	235	73 CellMark Chemicals	84.8	118 WhitChem	18.5
30 Gamma Chimica	226	74 Ilario Ormezzano	84.0	119 Biachem	17.0
31 Donauchem	226	75 Noahs Ark Chemicals	84.0	120 Tecnosintesi	16.5
32 HSH Chemie Distribution Group	217	76 QUIMDIS	82.8	121 Kemat	15.5
33 Solventis	209	77 Cornelius Group	82.6	122 DutCH2	12.1
34 ECEM European Chemical Marketing	207	78 Rahn Group	79.0	123 Stort Chemicals	10.8
35 Bang & Bonsomer	206	79 CHEM INTERNATIONAL	78.8	124 Prakash Chemicals International	8.9
36 Snetor	203	80 Will & Co.	78.6	125 LBB Specialties (includes Charkit Chemical Company & AIC)	8.0
37 United Trading System	203	81 Neo Chemical	75.5	126 McKinn International	7.5
38 Norkem Holdings	202	82 Behn Meyer Group	72.1	127 Transmare Chemie	3.7
39 Tennants Distribution (and associated group distribution companies)	199	83 Aegean First Company (AFCO)	72.0	128 Dakram Materials	3.5
40 VELOX	192	84 Novasol Chemicals Group	72.0	129 Shamrock Shipping & Trading	3.1
41 IMPAG	180	85 MOGOil	71.2	130 Van Horn, Metz & Co	3.0
42 Atlantic Chemicals Trading	169	86 PROQUIBASA	63.6	131 The Chemical Company	2.9
43 Bufo Chemikalien Group	160	87 Lavollee	63.0	132 Venus Chemicals Group	2.0
44 Grupo RNM	159	88 Wego Chemical Group	61.0		
		89 Manuchar	56.8		

*EMEA 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

172 SOLVCHEM 2017 SALES: \$59.6M

Pearland, Texas, US

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; acrylates

Services: Custom packaging; custom blending; toll manufacturing; container management programs; export services; technical support; green chemistry; product solutions;

small container filling

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

173 WALSH & ASSOCIATES 2017 SALES: \$58.5M

St Louis, Missouri, US

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; in-

dustrial 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

174 AIREDALE CHEMICAL 2017 SALES: £43.2M (\$58.3M)

Skipton, North Yorkshire, UK

WWW.AIREDALECHEMICAL.COM

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

175 RAMCHARAN
2017 SALES: \$55M

Chennai, India
WWW.RAMCHARAN.ORG
Chairman and managing director: Divyesh A Palicha
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; polyacetal; polyamide; HM-HDPE; LDPE; LLDPE; MLLDPE; POP; POE; PP; SEBS; antioxidants; flame retardants
Services: Packaging; blending; testing for rubber and liquid dispersant industries; trading of rubber and speciality raw materials
Assets: 139 warehouses; 2 testing labs for rubber, inks, coatings and plastics
Trading sales: 20%

176 INTERALLIS GROUP
2017 SALES: €45M (\$54.0M)

Cyprus, Nicosia
WWW.INTERALLIS.COM
CEO: Nikos Kazantzis
Products: Human nutrition ingredients; home care chemicals; personal care chemicals; industrial care chemicals; polymers; agrochemicals; animal nutrition ingredients; lubricants; rubber; coatings additives; construction chemicals
Services: Logistics; warehousing; sampling service; EU Reach regulation

177 CAMBRIAN SOLUTIONS
2017 SALES: C\$66.5M (\$52.9M)

Oakville, Ontario, Canada
WWW.CAMBRIAN.COM
President: Peter Jobling
Products: Organic ingredients; functional foods; clean label preservatives; flavours and flavour enhancers; non-GMO ingredients; health ingredients; oilfield additives; paper chemicals; personal care ingredients; HI&I chemicals; cleaning additives; solvents; surfactants
Services: Blending; repackaging; formulation development; custom client services; technical consulting; regulatory consulting

178 BUCKLEY OIL
2017 SALES: \$52M

Midlothian, Texas, US
WWW.BUCKLEYOIL.COM
President: Robert Rice
Products: Aromatics; aliphatics; alcohols; glycols; glycol ethers; ketones; VOC exempt solvents; surfactants; plasticizers; thinners; automotive blends; oil and gas blends; acids; base oils; finished lubricants
Services: Custom blending; packaging; full bulk deliveries; LTL bulk deliveries; packaged deliveries
Assets: 4 facilities; 20 trucks

179 MCCULLOUGH & ASSOCIATES
2017 SALES: \$51.7M

Atlanta, Georgia, US
WWW.MCCANDA.COM
President: George McCullough
Products: Specialty chemicals
Services: Engineering services

180 TRINTERNATIONAL
2017 SALES: \$51.5M

Seattle, Washington, US
WWW.TRICHEMICALS.COM
Founder and CEO: Anthony M Ridnell
Products: Paints, coatings, adhesives and sealants materials; inks and dyes; polymer additives; composite and construction chemicals; metal-working fluids; textile chemicals; lubricants; household and industrial cleaning chemicals; water treatment chemicals; oilfield chemicals; food and beverage ingredients; feed and agriculture chemicals; pharmaceutical ingredients; cosmetics ingredients; personal care products
Services: Marketing; logistics; technical services; custom manufacturing; blending; contract packaging
Trading sales: 49%

181 HUBBARD-HALL
2017 SALES: \$51.0M

Waterbury, Connecticut, US
WWW.HUBBARDHALL.COM
President and CEO: Molly Kellogg
Products: Chlor-alkali chemicals; 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

182 WISTEMA
2017 SALES: €42.4M (\$50.9M)



Dielheim, Germany
WWW.WISTEMA.DE
Owner and manager: Winfried Friedel
Products: Catalysts; chemical intermediates; cosmetics, toiletries and personal care products; food ingredients; industrial chemicals; pharmaceutical ingredients; plastics additives; polymers; reprographic chemicals/ink chemicals; solvents/distilled solvents; water treatment chemicals; waxes
Services: Storage; waste management (waste disposal certified); salvage recovery and resale; Reach consultation; contract and toll manufacture
Assets: 3 warehouses
Trading sales: 60%

183 VALUDOR PRODUCTS
2017 SALES: \$50.5M

San Diego, California, US
President and CEO: Semyon Melamed
Products: Specialty fertilizer ingredients; acids; inorganics
Services: Dry and liquid blending; repackaging; private labelling

184 CARBONO QUIMICA
2017 SALES: R164M (\$49.5M)

Sao Bernardo do Campo, Sao Paulo, Brazil
WWW.CARBONO.COM.BR
President: Vera Maria Miraglia Gabriel
Products: Aromatic solvents; aliphatic solvents; hydrogenated solvents; epoxy resins; alkyd resins; pigments; surfactants; anti-foam agents; vegetable oils; base oils; epoxy catalysts; coalescent agents; pitch and its derivatives
Services: Bulk storage; blending; packaging; lab services
Assets: 2,500 cubic metres of bulk storage; 3 warehouses; 9 trucks

185 ANDES CHEMICAL
2017 SALES: \$49.1M

Doral, Florida, US
WWW.ANDESCHEM.COM
President and CEO: Fernando Espinosa
Products: Additives; coalescents; driers; extenders and fillers; monomers; pigment dispersions; plasticizers; preservatives; resins; rheology modifiers; solvents; empty containers
Assets: 2 warehouses

186 DIEN
2017 SALES: \$48.8M

Dallas, Texas, US
WWW.DIENINC.COM
President: Dien Stout
Products: Personal care ingredients; food

ingredients; nutrition ingredients; industrial chemicals; oilfield chemicals
Services: Storage
Assets: 2 locations

187 SKYHAWK CHEMICALS
2017 SALES: \$48.0M

Houston, Texas, US
WWW.SKYHAWKCHEMICALS.COM
President: Clark Knickerbocker
Products: Caustic soda; methanol; calcium chloride; sulphuric acid; anhydrous ammonia; aqua ammonia; KOH (potassium hydroxide); urea; propylene glycol; hydrochloric acid; xylene; bleach; polyphosphoric acid; benzoic acid; ethylene glycol
Services: Blending; packaging; storage
Assets: 275 gal and 330 gal totes

188 QUIMITECNICA.COM
2017 SALES: €39.8M (\$47.8M)

Lisbon, Portugal
WWW.QUIMITECNICA.COM
CEO: Jose A Magalhaes
Products: Inorganic chemicals – acids, alkalis and salts; water treatment chemicals; feed additives; food additives; formulated specialties
Services: Blending; packaging; storage; logistics; training; 3rd party logistics; vendor managed inventory
Assets: 7 warehouses; 2 blending plants; 12,500 cubic metre tank farm; 1 bulk solids warehouse; 5 trucks

189 CHEM ONE
2017 SALES: \$46.6M

Houston, Texas, US
WWW.CHEMONE.COM
President and CEO: Terry Podlogar
Products: Feed additives; fertilizer ingredients; water treatment chemicals; food additives; industrial chemicals
Services: Just-in-time inventory; pallet quantities; truckloads
Assets: Houston, Texas headquarters and warehouse; independent contract facilities in Laredo, Texas and Tampa, Florida

190 METACHEM
2017 SALES: \$44.7M

Sao Paulo, Brazil
WWW.METACHEM.COM.BR
Managing director: Ricardo do Rego Freitas
Products: Food and feed ingredients; additives for paints and coatings; additives for polymers; raw materials for home and personal care products
Services: Blending; packaging; storage
Assets: 5 warehouses
Trading sales: 30%

191 A.+ E. FISCHER-CHEMIE 2017 SALES: €36M (\$43.2M)

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 pottash; sodium bicarbonate; hydrogen peroxide; activated carbon

Services: Storage; packaging; mixing; exporting

Assets: 2 warehouses for solid and liquid products; 16 trucks

Trading sales: 10%

192 MCKINN INTERNATIONAL 2017 SALES: \$42.2M

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)

Services: Sourcing

Trading sales: 85%

193 IDEAL CHEMICAL & SUPPLY 2017 SALES: \$41.8M

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

Services: Wholesale custom blending and packaging (dry and liquid); DSP (Distilled Spirits Plant); in-house QC and R&D labs; LTL and truckload quantities; single- and multi-compartment tanker deliveries; local warehousing and logistics; returnable and one-way containers; remote tank monitoring

Assets: Warehouses at 4 locations with combined 170,000 square feet of space; 1m gal liquid bulk storage; distilled spirits plant; 15 tractors; 23 trailers; 6 tankers

194 NATIONAL CHEMICAL 2017 SALES: \$41.4M

Dublin, Ireland

WWW.NCC.IE

CEO: Alan Looney

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

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

Assets: ISO 13485 cleanroom; medical compounding plant via JV Innovative Polymer Compounds (IPC)

Trading sales: 70%

195 SAMECA 2017 SALES: €34M (\$40.8)

Porto, Portugal

WWW.SAMECAPQ.COM

CEO: Eduardo Moura e Sa

Products: Caustic soda and other chemical commodities; coatings, resins and additives; plastics and rubber additives; surfactants; solvents; food additives; intermediates

Services: Blending; repackaging of solids and liquids; storage

Assets: 3 warehouses; 6 trucks; own offices

196 COAST SOUTHWEST 2017 SALES: \$40.3M

Placentia, California, US

WWW.COASTSOUTHWEST.COM

President: Joseph C Cimo

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

Services: Liquid blending; liquid bulk storage; drumming; formulating

Assets: 5 locations; 6 trucks; applications laboratory

197 HENRY HIRSCHEN 2017 SALES: \$40.1M

Buenos Aires, Argentina

WWW.HIRSCHEN.COM.AR

President: Miguel Hirschen

Products: Glycols; surfactants; amines; biocides; solvents; inorganics; food ingredients; pharmaceutical ingredients; oil and gas specialties; colourants

Services: Storage; packaging; blending; trading; same day deliveries; financing; tailor-made solutions

Assets: Central warehouse strategically located in the Buenos Aires industrial area fit for liquids and solids, with separate area for food/pharmaceuticals.

Trading sales: 5%

198 MIN-CHEM/LAWRASON'S GROUP/CK INGREDIENTS GROUP 2017 SALES: \$40M

Oakville, Ontario, Canada

WWW.MIN-CHEM.COM

WWW.LAWRASONS.COM

WWW.CKINGREDIENTS.COM

President: David A Luciani

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

Services: Manufacturing – blending and compounding; logistics

Assets: 3 warehouses in Canada

199 MY-CHEM 2017 SALES: €33M (\$39.6M)

Buchholz, Germany

WWW.MY-CHEM.DE

Owner and CEO: Ralf Meinecke

Products: Phthalic anhydride; maleic anhydride; styrene; mono-pentaerythritol; di-pentaerythritol; paraformaldehyde; purified isophthalic acid; purified terephthalic acid; tall oil products

Services: Storage

Trading sales: 20%

200 EQUILEX 2017 SALES: €32.4M (\$39.9M)

Schiedam, Netherlands

WWW.EQUILEX.COM

Managing director: Cees Verdel

Products: Higher olefins; alkylphenol; ethanolamines; ethylene glycol; cyclohexane; acetone; MEK; Elevance Clean 1200; alpha methyl styrene; acrylonitrile; maleic anhydride; phthalic anhydride; dicyclopentadiene; pygas; aromatics

Services: Storage; packaging; sea, rail and road transportation; custom formulation; Reach regulation

Trading sales: 20%

201 JOBACHEM 2017 SALES: \$37.9M

Dassel, Germany

WWW.JOBACHEM.COM

Director: Dr Jens-U Kahl

Products: UV curing agents; flavours and fragrances; plasticizers; organic carbonates; catalysts

Services: Blending; packaging; storage; mixtures; melting; transport

Assets: 3 warehouses; 4 trucks; equipment making solutions

Trading sales: 95%

202 GB-CHEMIE 2017 SALES: €31M (\$37.2M)

Messel, Germany

WWW.GB-CHEMIE.COM

Managing director: Horst Ludwig

Products: Intermediates; amines; oxo-alcohols; sodium gluconate; potassium hydroxide; bromo derivatives; 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 ware-

housing; 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%

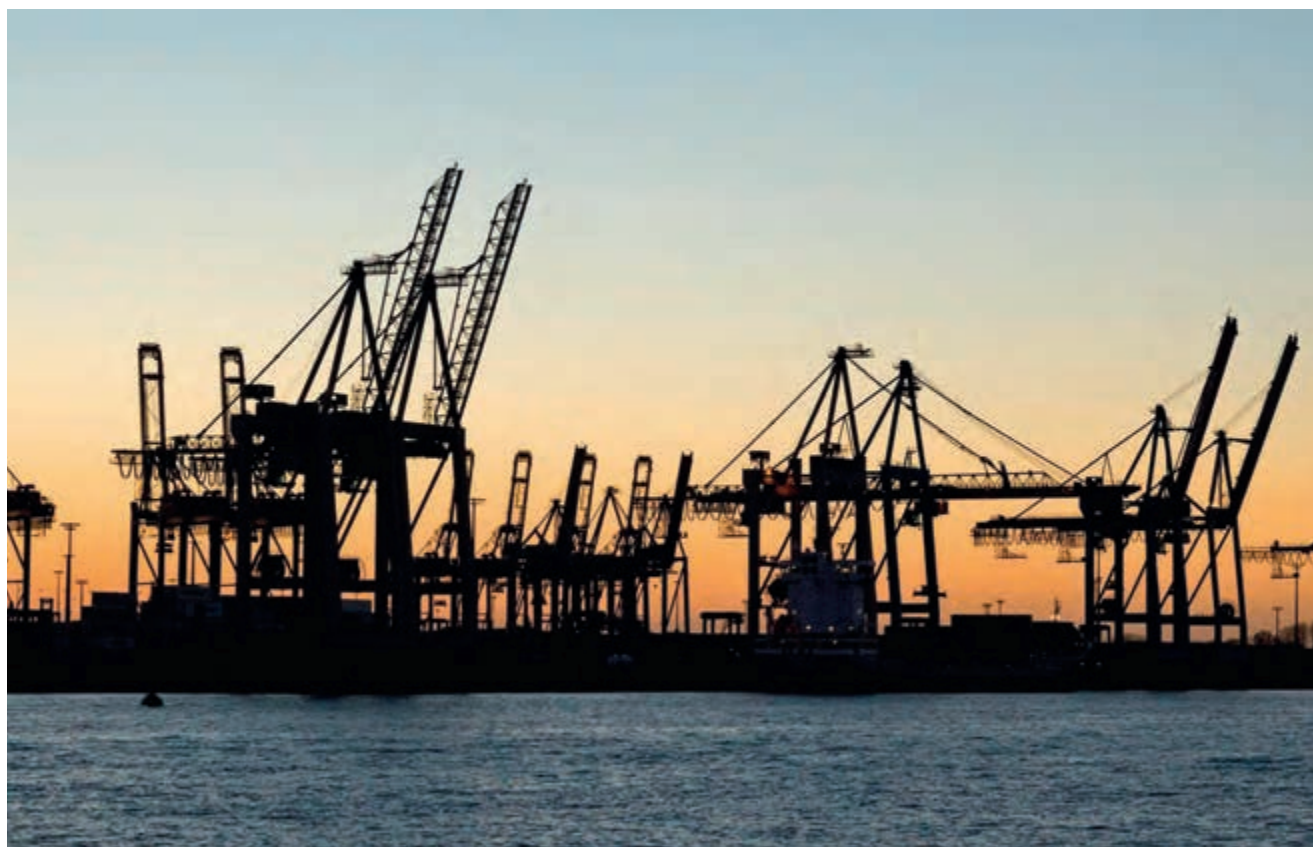
208 VENDICO CHEMICAL 2017 SALES: €29.4M (\$35.3M)

Malmö, Sweden

WWW.VENDICO.SE

CEO: Anders Hakansson

Products: Surfactants; chelating agents; silicates; oleochemicals; preservatives; rheology



modifiers; personal care specialties; vegetable oils; detergent and home care specialties

Services: Formulation; storage

Trading sales: 25%

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%

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

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

212 VECKRIDGE CHEMICAL 2017 SALES: \$32M

Kearny, New Jersey, US

WWW.VECKRIDGECHEMICAL.COM

President: Mark Veca

Products: Chlor-alkali; acids; inorganics; ethyl amines; ethanolamines

Services: Stocking; dilutions; small packaging; storage



ing; storage

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

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 lethicin; 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

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

215 R.E. CARROLL 2017 SALES: \$31.2M

Trenton, New Jersey, US

WWW.RECARROLL.COM

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; stearates; soybean oils; 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 warehousing in New Jersey; warehouse locations in Ohio, Georgia and Texas

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 (I&I) specialties; antiperspirant actives; essential oils; phosphates; water treatment chemicals; emulsion polymerisation adjuncts; sun care ingredients

Services: Supply chain management; import and export; warehousing

Assets: 1 facility (offices and warehouse)

Trading sales: 20%

217 **DUTCH2**
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%

218 **ACID PRODUCTS**
2017 SALES: \$29M

Chicago, Illinois, US

WWW.ACIDPRODUCTS.NET

CEO: Jann 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

219 **MORAIS DE CASTRO**
2017 SALES: R\$95.6M (\$28.8M)

Salvador, Bahia, Brazil

WWW.MORAISDECASTRO.COM.BR

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); silicones;

Services: Transportation; packaging (including USP grade products); bulk to packages; repackaging; 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%

220 **MONACHEM ADDITIVES**
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%

221 **LUMAR QUIMICA**
2017 SALES: €23.5M (\$28.2M)

Barcelona, Spain

WWW.LUMARQUIMICA.COM

CEO: Luis Ribera Locutura

Products: Antioxidants; corrosion inhibitors; metal deactivators; antiwear and EP additives for lubes; fatty acids; fatty alcohols; emulsifiers; polyalkylene glycols; esters; polyisobutene; polyalphaolefins; tackifiers; viscosity improvers; pour point depressants

Services: Storage; logistics; repackaging; analysis; technical training

222 **COLE CHEMICAL & DISTRIBUTING**
2017 SALES: \$28M

Houston, Texas, US

WWW.COLECHEM.COM

President and CEO: Donna F Cole

Products: Antifreeze; BHT; enhanced hydrocarbon recovery chemicals; environmentally friendly heavy duty cleaner; ethylene glycol; fire resistant hydraulic fluids; fuel additives; glycol ether DM; MIBK; propylene glycol; sulfolane; sulphuric acid

Services: Back office support; customer service; supply chain management; packaging; warehousing; inventory management

Assets: 2 warehouses

Trading sales: 20%

223 **NORTHSPEC CHEMICALS**
2017 SALES: \$27M

Toronto, Ontario, Canada

WWW.NORTHSPEC.COM

Principals/Managing directors: John Maclean, Noel Shahnazarian

Products: Resins; pigments; additives; coatings materials; graphic arts materials; construction chemicals; floor care chemicals; composites materials; adhesives; plastics and rubber additives

Services: Inventory management; logistics

Assets: 6 warehouse facilities across Canada; 1 head office; 3 automobiles

224 **JNS-SMITHCHEM**
2017 SALES: \$26.3M

Paterson, New Jersey, US

WWW.JNS-SMITHCHEM.COM

CEO: Darren Jachts

Products: Resins; fillers; inorganic pigments; organic pigments; additives; minerals; anti-corrosives

Services: Packaging

Trading sales: 25%

225 **T.Z. GROUP (TAU CHEMICALS, T.Z. TRADING, TREZA)**
2017 SALES: \$26.0M

Mexico City, Mexico

WWW.TREZA.COM.MX

WWW.TAUCHEMICALS.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 hydro-sulfite; organic phosphonates; 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

226 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

227 INDUSTRIAL CHEMICALS 2017 SALES: \$25.9M

Arvada, Colorado, US
WWW.INDUSTRIALCHEMPCORP.COM

President: Robert L Wilson II

Products: Acetates; acids; aliphatic and aromatic solvents; alcohols; 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

228 SEELER 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; monethanolamine

Services: Tank storage and warehousing; overhead rail unloading; rail siding; blending and toll manufacturing; liquid and dry bulk transfers; 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

229 COSMOQUIMICA 2017 SALES: \$25.1M

Barueri, Sao Paulo, Brazil
WWW.COSMOQUIMICA.COM.BR

President and founder: Jayme Marmelsztjen
Products: Oxygenated solvents; vitamins; glycerine; phosphoric acid; metimazole sodium; paracetamol; acetic acid; phenol; benzyl alcohol; camphor; hydrogen peroxide; anti-oxidants; 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

230 TAN INTERNATIONAL 2017 SALES: £18M (\$24.3M)

Perth, UK
WWW.TANINTERNATIONAL.COM

Managing director: Chris Irvine

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

Services: Chemical sales; custom and third-party blending; storage; handling; packaging sales and turnkey management of chemical supply projects

Assets: Owned and operated 10-acre site with 10,000 tonnes of liquid storage along with 5,000 tonnes of dry/packed storage; owned and operated specialist vehicles including hydrochloric acid/methanol and general purpose liquid tankers; blending plants capable of 1 tonne, 5 tonne, 15 tonne, 50 tonne and 100 tonne blends; fertilizer blending plant with 45,000 tonnes PA capacity; 2 additional third-party owned but Tan operated satellite sites

231 BRUGUES 2017 SALES: €18.5M (\$22.2M)

Barcelona, Spain
WWW.BRUGUES.COM

CEO: Raimon Bruges Sintes

Products: acetone; butyl glycol; cyclohexanone; diacetone alcohol; dipropylene glycol; ethyl acetate; formic acid; isopropyl alcohol; methyl ethyl ketone; methyl isobutyl ketone; methoxypropyl acetate; monoethanolamine; 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, Alcasar (Valencia) with 6,000 square metres; logistics warehouse in Igorre (Bizkaia); trucks

Trading sales: 20%

232 SEACOLE 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

233 GULF COAST CHEMICAL 2017 SALES: \$21.1M

Abbeville, Louisiana, US
WWW.GULFCOASTCHEMICAL.COM

Managing member: Jim Fusilier

Products: Glycols; methanol; ethanolamines; coolants; lubricants; antifreeze; heat transfer fluids; production chemicals; solvents; wireline lubes; specialty completion and stimulation products

Services: Blending; laboratory services; chemical treatment programmes; operator training

Assets: 7 locations; 120,000 square foot warehouse storage; 500,000+ gal bulk storage; laboratory; 21 delivery trucks; 2 tankers; 6 service trucks.

Trading sales: Less than 10%

234 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 rosin; 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%

235 MONARCH CHEMICALS 2017 SALES: £14.65M (\$19.8M)

Sheerness, Kent, UK

WWW.MONARCHCHEMICALS.CO.UK

Chairman: Phillip Copeland

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

236 **KLAUS F. MEYER**
2017 SALES: €16.5M (\$19.8M)

Fussgoenheim, Germany

WWW.KLAUSFMEYER.DE

Managing directors: Martina Magnie, Frank Meyer

Products: Hydroxylamine sulfate, hydroxylamine hydrochloride; triflic acid; MEKO; nitromethane; isocyanuric acid; BHT; p-toluenesulfonic acid; n-isopropylhydroxylamine; TMEDA; agrochemicals; pharmaceuticals; specialty chemicals; catalysts; anthranilic acid

Services: Door-to-door service; refilling of triflic acid; dangerous goods handling; ISO tanks; stockholding

Assets: 5 warehouses in Europe; rented laboratory; office in Shanghai, China

237 **LAKE CHEMICALS AND MINERALS**
2017 SALES: €16.3M (\$19.5M)

Worcestershire, UK

WWW.LAKECM.CO.UK

CEO: Dr Steven Cartlidge

Products: Coatings and adhesives additives; corrosion removal and inhibition chemicals; construction chemicals; lubricants; pharmaceutical ingredients; 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

238 **WHITCHEM**
2017 SALES: £13.7M (\$18.5M)

Newcastle under Lyme, Staffordshire, UK

WWW.WHITCHEM.CO.UK

CEOs: Charles Hawley (Operations), Paul Nicholson (Sales)

Products: Resins/polymers; 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

239 **EAGLE ALCOHOL**
2017 SALES: \$17.0M

St Louis, Missouri, US

President: Daniel Croghan

Products: Ethyl alcohol 190/200 proof; process oils; glycol ethers; glycols; alcohols; esters

Services: Blending; storage; DSP, organic, USP and clean packaging; Kosher certified; rail transport capabilities

Assets: Warehouse; rail site; OTR tractors (2); private fleet of 10 stainless steel tankers; 2 box trailers with cold storage; indoor bulk tanks

240 **BIACHEM**
2017 SALES: \$17M

London, UK

WWW.BIACHEM.COM

Managing director: Bob Beaumont

Products: Caustic soda; chlorine; sodium sulphate; sodium chloride; EDTA; NTA; GLDA; surfactants; sodium percarbonate; magnesium chloride; potassium chloride; sodium hydrosulphite

Services: Repackaging; blending; dilution

Assets: 5 contract warehouses in UK and Ireland

241 **TECNOSINTESI**
2017 SALES: €14M (\$16.8M)

Bergamo, Italy

WWW.TECNOSINTESI.COM

Sales and marketing manager:

Michele Angius

Products: Adipic acid; ammonium polyphosphate (APP); acetyl tributyl citrate (ATBC); tutanediol (BDO); cyclohexanedimethanol (CHDM); diallyl phthalate (DAP); hexanediol (HDO); isophthalic acid (PIA); monobutyltin oxide (MBTO); polyethylene wax; p-tert butyl 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%

242 **KEMAT**
2017 SALES: €13.3M (\$16.0M)

Vilvoorde, Belgium

WWW.KEMATBELGIUM.COM

Managing director: Simon Mason

Products: Polybutene (low, medium and high molecular weight); tackified oligomers; poly-alphaolefins (PAOs); castor, linseed and flaxseed oils; molybdenum disulphide; 12-hydroxystearic acid; bentonite; carbon black

Services: Sourcing; transport; storage; packaging and handling; financing support; documentation; logistics; supply chain security; outsourcing

Assets: 15 trucks (including ISO tanks); 3 warehouses

243 **INORTECH CHIMIE**
2017 SALES: C\$20M (\$15.9M)

Terrebonne, Quebec, Canada

CEO: Jean-Baptiste Moranta

Products: Specialty chemicals for paints and coatings – resins, additives, pigments

Assets: 2 offices

244 **ROYALE GROUP (AWSM, SHORE-CHEM, ROYALE PIGMENTS)**
2017 SALES: \$15M

Paramus, New Jersey, US

WWW.ROYALEPIGMENTS-CHEM.COM

CEO: John Logue

Products: Alkali fluoroborates; fluorides; metal fluoroborates; nitrates/nitrites; borates; specialty chemicals; organic/inorganic fluorines; pearlscents; fluorescents; iron oxides

Services: Stocking; supply chain management; consulting; blending; grinding

Assets: 5 warehouses; 2 converting locations

245 **UNIQUE CHEMICAL TECHNOLOGIES**
2017 SALES: \$12.5M

San Juan, Puerto Rico

WWW.UNICHEMTECH.COM

President: Carlos M Acevedo

Products: Solvents; intermediates; excipients; ethyl alcohol; acrylic polymers; polyethylene resins

Services: Storage; logistics; inventory planning

Assets: 1 leased warehouse

246 **KIC CHEMICALS**
2017 SALES: \$12M

New Paltz, New York, US

WWW.KICGROUP.COM

President: Edward Kort

Products: Glycerine; propylene glycol; fatty acids; fatty alcohols; vitamins; acidulants;

vegetable oils; preservatives, essential oils

Services: Blending; packaging; storage; sampling

Assets: 2 warehouses

Trading sales: 10%

247 AUDICHE TRADING 2017 SALES: \$11.0M

Alexandria, Egypt

WWW.AUDICHE.COM

President: Alain Audiche

Products: Titanium dioxide; polyvinyl alcohol; methyl ethyl ketoxime; 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%

248 CLASSIC DISTRIBUTING COMPANY 2017 SALES: \$11.0M

Pacoima, California

WWW.CLASSICDISTRIB.COM

President: Larry H Helscher

Products: Surfactants; preservatives; quaternaries; waxes; vitamins; esters

Services: Blending; repackaging

249 CUSTOM CHEMICAL SERVICES 2017 SALES: \$11M

Hitchcock, Texas, US

WWW.CCHEMICALS.COM

President: Margaret Roff

Products: Solvents; aromatics; ketones; ethanol; alcohols; caustics; glycols; inorganics; oil and gas chemicals

Services: Blending; packaging; warehousing; import/export; containerisations; transloading; neutralisations; laboratory services

Assets: 1 warehouse

250 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%

251 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, ethyleneamines, isopropanolamines; C4 chemicals (BDO, NMP, THF, MPDiol Glycol); coalescing aids; glycol ethers (E-Series and P-Series); propylene glycols; coalescing agents for high solid coatings; 1-2 diaminocyclohexane; 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%

252 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%

253 CLARIQUIMICA 2017 SALES: \$9.5M

Sao Paulo, Brazil

WWW.CLARIQUIMICA.COM

CEO: Valne 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%

254 AMERICAN CHEMIE 2017 SALES: \$8.8M

Austin, Texas, US

WWW.AMERICANCHEMIE.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; repack-

aging; sourcing

Assets: 5 warehouse locations

255 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

256 SMA COLLABORATIVES 2017 SALES: \$5.8M

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

257 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

258 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 =

Euro (€) 0.83343

British pound (£) 0.74058

Canadian dollar (C\$) 1.25732

Brazilian real (R) 3.31241

Indian rupee (Rs) 63.84991

Swiss franc (Swfr) 0.97473