We rank the global players by sales and also break out regional leaders in North America, Europe, Asia, Middle East & Africa and Latin America.

**1** BRENNTAG
*2018 SALES: $14.4BN (€12.6BN)*
Essen, Germany
**WWW.BRENNTAG.COM**
CEO: Steven Holland
**Products:** Full-line range of more than 10,000 products; industrial chemicals; adhesives; paints; oil and gas chemicals; food and nutrition 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 for industrial and specialty chemicals; one-stop-shop solutions; specific application technology; extensive technical support and value-added services such as just-in-time delivery, product mixing, formulation, re-packing, inventory management and drum return handling - June 2019
**Assets:** More than 580 locations in 73 countries; more than 16,600 employees

**2** UNIVAR SOLUTIONS
*2018 SALES: $8.63BN*
Downers Grove, Illinois, US
**WWW.UNIVARSOLUTIONS.COM**
President and CEO: David C Jukes
**Products:** Additives; aviation fuel additives; chelates; hydrocarbons; inorganics; monomers; oils; oleochemicals; pigments; plasticizers; polymers/resins; silica; silicones; solvent blends; solvents; surfactants
**Services:** Technical support; ChemPoint e-distribution; custom blending; custom packaging and private label services; laboratory and formulation services; minibulk; sustainable services; telemetry services; transportation; warehousing; delivery to more than 130 countries
**Assets:** More than 3,500 tractors, trailers and tankers; global network of 24 formulation labs, development kitchens and research centres; nearly 10,600 employees in 31 countries; over 1,300 suppliers

**3** TRICON ENERGY
*2018 SALES: $7.81BN*
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; re-packing; inventory management; risk management for commodity price and foreign exchange; global presence with sales into over 100 countries
**Assets:** 28+ offices; more than 450 employees

**4** HELM
*2018 SALES: $5.85BN (€5.11BN)*
Hamburg, Germany
**WWW.HELMAG.COM**
CEO: Hans-Christian Sievers
**Products:** Feedstocks; methanol; organic and inorganic chemicals; acids and lyes; active pharmaceutical ingredients; pharmaceuticals; fertilizers; crop protection ingredients
**Services:** International marketing; logistics; production; project development; scientific and technical services
**Assets:** More than 100 subsidiaries; sales offices and participation in over 30 countries

**5** IMCD
*2018 SALES: $3.16BN (€2.68BN)*
Rotterdam, Netherlands
**WWW.IMCDGROUP.COM**
CEO: Piet van der Slikke
**Products:** Specialty chemicals and ingredients; pharmaceutical ingredients; coatings, adhesives, sealants and elastomers (CASE); personal care ingredients; advanced materials; food and nutrition ingredients; animal nutrition ingredients; nutraceuticals; lubricants; synthesis chemicals; Hi&I chemicals; oil and gas chemicals
**Services:** Technical sales; marketing of specialty chemicals and food ingredients; application laboratory services; local and central stock holding; drumming; re-packing;
SPECIAL REPORT
TOP 100 CHEMICAL DISTRIBUTORS

blending; sampling

**Assets:** 45 market-focused application laboratories; 2,799 employees; 74 offices and 94 warehouses throughout all operating companies in Europe, Turkey, Africa (EMEA), Australia, New Zealand, India, China, Malaysia, Indonesia, Philippines, Thailand; Singapore; Vietnam, Japan (Asia-Pacific); US, Canada, Brazil, Puerto Rico, Chile, Argentina, Uruguay (Americas)

**6 SINOCHEN PLASTICS**

2018 SALES: $3.08BN

**Beijing, China**

**WWW.SINOCHENPLASTICS.COM**

**General Manager:** Zhang Xiaolei

**Products:** Engineering plastics; plastics (ABS, AS, PS, PMMA, MS, PC, PA, POM, PC/ABS, ASA, POE, PVC, EVA, Q-resin and ABS); high performance plastics (modified nylon, modified PBT, modified polyformaldehyde, polysulfone and PES); plastics additives; epoxy resin; BPA; crude glycerine; UPR; coatings (organic silicon, emulsion, coating agent, surfactants); flour pulp and SAP; synthetic rubber (IR, SSR, EPDM, SBCs, TPE); automotive plastics (PE, modified PP); fine chemicals; polyurethanes; vulcan chemicals; specialty chemicals; agricultural products; food ingredients; textile and leather chemicals; dyestuffs and pigments; coatings materials; intermediates; solvents; oleochemicals; pine chemicals

**Services:** Raw material marketing services; diversified product solutions; one-stop procurement; supply chain management; technical support; commissioned processing; brand maintenance; information consultation

**Assets:** Four warehouses with gross area of 82,833 square metres and total construction area of 57,984 square metres; two office buildings with gross area of 9,939 square metres.

**Trading sales:** 46%

**7 AZELIS**

2018 SALES: $2.22BN (€1.94BN)

**Luxembourg**

**WWW.AZELIS.COM**

**CEO:** Dr Hans Joachim Mueller

**Products:** Animal nutrition ingredients; food and health ingredients; personal care ingredients; homecare and industrial cleaning chemicals; pharmaceutical ingredients; specialty agriculture/horticulture chemicals; CASE; electronic chemicals; essential chemicals; fine chemicals; lubricants and metal-working fluids; rubber and plastic additives; textile, leather and 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 cleaning room pharmaceuticals facilities; integrated supply chain; sampling

**Assets:** 60 application laboratories; offices and access to warehouses across EMEA, Americas and Asia Pacific; technically trained sales force

**8 PLUSCHEM EIEG**

2018 SALES: $1.5BN

**Dublin, Ireland**

**WWW.PLUSCHEM.COM**

**President:** Alan Looney; **CEO:** David Salter

**Products:** Specialty chemicals; fine chemicals; commodity chemicals; pharmaceutical/synthetic chemicals; food/feed/agro chemicals; cosmetics ingredients; general industrial chemicals

**Services:** Bulk storage; logistics/trucking; repacking; blending; warehousing including food products and hazardous/dangerous goods

**Assets:** Multiple wholly owned warehouses in various countries (Spain, Portugal, France, Italy, Canada, South Africa); logistics/transport assets; bulk liquid storage tank farms

**Trading sales:** 20%

**9 BIEFSTELF 2018 SALES: $1.43BN**

**Hamburg, Germany**

**WWW.BIEFSTELF.COM**

**CEO:** Thomas Arnold

**Products:** High performance polymers; engineering polymers; thermoplastic elastomers; styrenic polymers; acrylic polymers; standard polymers and additives; raw materials for cosmetics, pharmaceuticals, organic synthesis, household cleaning, food and beverage; coatings, adhesives, sealants, elastomers (CASE); synthetic rubbers; silicone and fluorosilicone rubber compounds; carbon black; industrial and agricultural chemicals; plant protection products and fertilizers; pharmaceutical raw materials; animal nutrition and health care chemicals

**Services:** Individual solutions; technical expertise and consulting; active application development and product specification; direct and warehouse distribution; blending; storing; 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; blending and storage facilities for solid and liquid chemicals

**Trading sales:** 10%

**10 STOCKMEIER HOLDING 2018 SALES: $1.38BN (€1.20BN)**

**Bielefeld, Germany**

**WWW.STOCKMEIER.DE**

**CEO:** Peter Stockmeier

**Products:** Industrial chemicals (acids, caustic, solvents, solids); specialty chemicals for industrial and home care, coating, construction; cleaning products; peracetic acid; polyurethane chemicals; flavours and spices; printing inks; textile auxiliaries; AdBlue; water treatment chemicals

**Services:** Warehousing; blending; toll manufacture; specialised laboratories; logistics

**Assets:** More than 40 locations in Europe, 200 trucks

**11 SNETOR 2018 SALES: $1.36BN**

**Coubervole, France**

**WWW.SNETOR.COM**

**President:** Emmanuel Anbour

**Products:** PE; PP; PVC; PET; PS; ABS; engineering polymers; polyol-TDI; industrial chemicals

**Services:** Trading; distribution; packaging

**Assets:** 15 warehouses; technical support

**Trading sales:** 75%

**12 MANUCHAR 2018 SALES: $1.35BN**

**Antwerp, Belgium**

**WWW.MANUCHAR.COM**

**CEO:** Philippe Haybrechts

**Products:** Sodium sulphate; soda ash; STPP; zeolite; caustic soda; sodium bicarbonate; calcium chloride; sodium lauryl ether sulphate (SLES); linear alkyl benzene sulphonate acid (LABSA); glycerine; surfactants and oleochemicals; silicones; emulsifiers; resins and monomers; homecare and detergent chemicals; textile chemicals; personal care and cosmetics ingredients; paints and coatings chemicals; construction chemicals; mining chemicals; oilfield chemicals; food and feed additives

**Services:** Diversified product portfolio in chemicals; local know-how and technical support in emerging markets; tailor-made warehousing; logistics/supply chain services; financial solutions

**Assets:** 50+ affiliates worldwide across 35+ countries; 140+ locations; 450,000+ square metres of warehouse space

**Trading sales:** 36%

**13 OMYA 2018 SALES: $1.30BN (SWFR1.28BN)**

**Oftringen, Switzerland**

**WWW.OMYA.COM**

**Vice president:** Peter Bigler

**Products:** Minerals and specialty chemicals

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www.icis.com
### ASIA PACIFIC CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

<table>
<thead>
<tr>
<th>Company</th>
<th>Sales ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Sinochem Plastics</td>
<td>3,040.0</td>
</tr>
<tr>
<td>2. Tricon Energy</td>
<td>2,931.0</td>
</tr>
<tr>
<td>3. Brenntag</td>
<td>1,584.9</td>
</tr>
<tr>
<td>4. Helm</td>
<td>945.1</td>
</tr>
<tr>
<td>5. Behn Meyer Group</td>
<td>803.0</td>
</tr>
<tr>
<td>6. DKSH Holding*</td>
<td>618.6</td>
</tr>
<tr>
<td>7. Redox</td>
<td>517.0</td>
</tr>
<tr>
<td>8. IMCD</td>
<td>415.8</td>
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<tr>
<td>9. Univar Solutions</td>
<td>393.0</td>
</tr>
<tr>
<td>10. ICC Chemical</td>
<td>372.4</td>
</tr>
<tr>
<td>11. Pluschem EEIG</td>
<td>350.0</td>
</tr>
<tr>
<td>12. Jeesen &amp; Jessen Group</td>
<td>332.2</td>
</tr>
<tr>
<td>13. Manuchar</td>
<td>329.0</td>
</tr>
<tr>
<td>14. Pon Pure Chemicals Group</td>
<td>328.4</td>
</tr>
<tr>
<td>15. TOP Solvent</td>
<td>254.9</td>
</tr>
<tr>
<td>16. Petrochem Middle East</td>
<td>254.3</td>
</tr>
<tr>
<td>17. Azelis</td>
<td>249.8</td>
</tr>
<tr>
<td>18. KPL International</td>
<td>208.0</td>
</tr>
<tr>
<td>19. WWRC Holding</td>
<td>183.1</td>
</tr>
<tr>
<td>20. Omya</td>
<td>99.0</td>
</tr>
<tr>
<td>21. Union Petrochemical</td>
<td>92.9</td>
</tr>
<tr>
<td>22. Transmare Chemie</td>
<td>86.4</td>
</tr>
<tr>
<td>23. Barentz International</td>
<td>85.9</td>
</tr>
<tr>
<td>24. TER GROUP</td>
<td>80.0</td>
</tr>
<tr>
<td>25. RAI Rakha Al Khaleej Int.</td>
<td>75.2</td>
</tr>
<tr>
<td>26. Megachem</td>
<td>75.0</td>
</tr>
<tr>
<td>27. Vikudha Overseas</td>
<td>73.0</td>
</tr>
<tr>
<td>28. Maha Chemicals</td>
<td></td>
</tr>
</tbody>
</table>

*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.
for polymers; decorative paints; industrial coatings; printing inks; adhesives and sealants; plasters and render; construction chemicals; water and energy chemicals; agriculture and forestry chemicals; alu-finishing chemicals; printing and writing chemicals; packaging and ingredients for consumer goods

**Services:** Global marketing and sourcing; global supply chain management (logistics infrastructure, customer service); regulatory affairs management and services; R&D; technical service

**Assets:** R&D centre for surface science, mineral pigment, chemical engineering, microbiology and consumer goods; technical application service hubs in Europe, Americas and Asia Pacific; sales affiliates in more than 50 countries; global network of 70+ warehouses

---

**14** BARENTZ INTERNATIONAL

**2018 SALES:** $1.29BN

Amsterdam, Netherlands

**WWW.BARENTZ.COM**

**CEO:** Hidde van der Wal

**Products:** Starches; proteins; enzymes; hydrocolloids; vitamins; antioxidants; preservatives; emulsifiers; excipients; active ingredients; lanolin

**Services:** Blending; spray drying; mixing; encapsulating; testing; formulating

**Assets:** Spray dryers; liquid and powder mixers

**Trading sales:** 10%

---

**15** PETROCHEM MIDDLE EAST

**2018 SALES:** $1.25BN

Dubai, UAE

**WWW.PETROCHEM.COM**

**CEO:** Yogesh Mehta

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

**Services:** Storage of bulk and drum chemicals; blending; trading commodities; packaging; providing tanks for leasing; logistics

**Assets:** Large state of the art terminal in Jebel Ali, Dubai, UAE; with 41 bulk chemical storage tanks; including drum storage for 25,000 drums and four drumming lines; modern tank terminal in Adabiya, Egypt storing bulk chemicals; 26 trailer trucks; 14 road tankers; storage and logistics terminal in Dammam, Saudi Arabia in partnership with Hoyer; offices in Singapore, Taiwan, China, India, Egypt, UK and Holland; head office in Dubai.

**Trading sales:** 43%

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**16** ICC CHEMICAL

**2018 SALES:** $1.06BN

New York City, New York, US

**WWW.ICCHEM.COM**

**President:** Naveen Chandra

**Products:** PVC resin; acrylonitrile; alpha olefins; styrene; mixed xylene; acetone; isopropyl alcohol; MMA, n-paraffin; acetic acid; pygas; chloroform; 2-ethylhexanol; solvent C-9

**Services:** Packaging

**Assets:** 25 offices and representatives worldwide

**Trading sales:** 84%

---

**17** QUIMIDROGA

**2018 SALES:** $1.06BN (€929M)

Barcelona, Spain

**WWW.QUIMIDROGA.COM**

**CEO:** Vicente Munoz

**Products:** Solvents; monomers; glycols and intermediates; fine chemicals and specialties; food and feed ingredients; agrochemicals and fertilizers; pharmaceutical ingredients; cosmetics ingredients; detergents chemicals; coatings materials; adhesives; paper chemicals; water treatment chemicals; resins; plastics; elastomers

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

**Assets:** One logistics complex at the Port of Barcelona with capacity of 30,000 tonnes of packaged products and 12,000 cubic metres of liquids in 155 tanks; two regional sites for liquids and packaged solids; seven distribution centres; fully equipped quality control laboratory

**Trading sales:** 5%

---

**18** CALDIC

**2018 SALES:** $973.7M (€850M)

Rotterdam, Netherlands

**WWW.CALDIC.COM**

**CEO:** Olav C. van Caldenborgh

**Products:** Food - bakery, savoury, sweet, nutrition, beverages; dairy ingredients such as hydrocolloids; creative sensory products; vitamins, minerals and nutraceuticals; preservatives, antioxidants and acids; processing aids; health and personal care ingredients such as specialty solvents, excipients, APIs; acids and alkalines; pigments; surfactants; industrial - specialty chemicals for coatings, constructions, plastics, water treatment; rubber markets such as specialty solvents; specialty polymers; pigments and dyes; hydrocarbon and water-based resins; emulsifiers; silicone water repellents and anti-foams; absorbents and ion exchange resins; preservatives; plant-based solutions; elastomers and plasticizers

**Services:** Sourcing and procurement; production; supply chain; technical and formulation; regulatory

**Assets:** 23 entities with 45 sites comprising offices, warehouses, production facilities, laboratories and innovation centres; blending; mixing, repacking

---

**19** JEBSEN & JESSEN GROUP

**2018 SALES:** $968M (€845M)

Bangkok, Thailand, and Hamburg, Germany

**WWW.INGREDIENTS.JJSEA.COM**

**WWW.JEBSEN-JESSEN.DE**

Regional managing director/CEO, JebSEN & JessEN Ingredients: Marc Deschamps

Managing partner, JebSEN & JessEN Hamburg: Fritz von der Schulenburg

**Products:** Plastics and rubber; food & nutrition health; feed additives; oil and gas; oil derivatives; bioethanol; pharmaceutical and personal care ingredients; home care specialties; adhesives; water treatment specialties; mining components; agrochemicals; modified starches; collagen and sweetener

**Services:** Sales & marketing; R&D application lab; import/export; regulatory affairs; warehousing; distribution; sourcing; factory audit; credit report; local currency financing

**Assets:** 24 offices worldwide; 15 warehouses; six laboratories; three regional innovation centres

---

**20** TER GROUP

**2018 SALES:** $960.0M (€838M)

Hamburg, Germany

**WWW.TERGROUP.COM**

Managing shareholder: Christian A Westphal

**Products:** Waxes; gum rosin; thermoplastic and thermoset polymers; adhesives; hotmelt; additives; polybutenes; SIS/SBS block copolymers; IIR rubber; caseine; amorphous polyalphaolefins; hydrocarbon resins; pigments; dyes; polyvinyl alcohol; food ingredients; fiberglass; vaseline

**Services:** Blending; packaging; storage; production

**Assets:** Numerous office buildings; warehouses; trucks

**Trading sales:** 25%

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**21** DKSH HOLDING

**2018 SALES:** $951.7M (€830.8M FOR PERFORMANCE MATERIALS)

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:** 40 innovation centres; 100 business locations; 35 distribution centres
The Logistix Company is a third party logistics provider specializing in the transportation of bulk chemicals, liquid or dry.

- Experienced in hazardous material transportation.
- Access to short- and long-term warehousing, coupled with repackaging services grants The Logistix Company flexible delivery options to fit your schedule.

**FAST FREIGHT WITH TLC**

thelogistixco.com | 401.560.0660
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Yearly Sales (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>22</td>
<td>OQEMA</td>
<td>$939.3M (€820M)</td>
</tr>
<tr>
<td></td>
<td>Korschenbroich, Germany</td>
<td></td>
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<tr>
<td></td>
<td><a href="http://WWW.OQEMA.COM">WWW.OQEMA.COM</a></td>
<td></td>
</tr>
<tr>
<td></td>
<td>CEO: Peter Overlack; Co-CEO: Heinrich Eickmann; CFO: Sabine Moritz</td>
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</tr>
<tr>
<td></td>
<td>Products: Adhesives and sealants; automotive and machinery chemicals; synthesis chemicals; construction chemicals; energy and electronics chemicals; personal care and industrial cleaning chemicals; lubricants; metal and surface treatment chemicals; paints and coatings materials; plastics and rubber chemicals; surface technology chemicals; print, packaging and paper chemicals; textile and leather chemicals; cosmetics and personal care ingredients; feed and food ingredients; flavours and fragrances; AdBlue; agricultural chemicals; water treatment chemicals</td>
<td></td>
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<tr>
<td></td>
<td>Services: Tailored logistics solutions; technical support; filling and repackaging; blending; dilution and mixing; distillation and recycling; tail end spend solutions</td>
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<tr>
<td></td>
<td>Assets: 40 locations; 50 warehouses; trucks; laboratories; workforce of 1,200 Europe-wide</td>
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<tr>
<td></td>
<td>Trading sales: 5%</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>BEHN MEYER GROUP</td>
<td>$882.1M (€770M)</td>
</tr>
<tr>
<td></td>
<td>Hamburg, Germany</td>
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<td></td>
<td><a href="http://WWW.BEHNM">WWW.BEHNM</a> EYER.COM</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Products: Fertilizers; crop protection chemicals; ingredients for food, personal care, home care and pharmaceuticals; feed additives; specialties for rubber and plastics; solutions for water treatment; petrochemicals; coatings ingredients; leather and textile chemicals; chemicals for process industries</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Services: Technical sales and marketing; customer service; regulatory and risk management; innovation and formulation; laboratory testing; blending, tailoring and packaging; warehousing and logistics; supply chain management; omni-channel support; business development</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Assets: Over 1,230 employees; offices and warehouses in 13 countries; 38 warehouse locations; production facilities in Malaysia, Thailand, Indonesia, Italy, Netherlands and US; laboratories in Malaysia, Indonesia, Thailand, Vietnam, Italy and Netherlands</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Trading sales: 10%</td>
<td></td>
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<tr>
<td>24</td>
<td>RAVAGO CHEMICALS</td>
<td>$859.2M (€750M)</td>
</tr>
<tr>
<td></td>
<td>Arendonk, Belgium</td>
<td></td>
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<tr>
<td></td>
<td><a href="http://WWW.RAVAGO">WWW.RAVAGO</a> CHEMICALS.COM</td>
<td></td>
</tr>
<tr>
<td></td>
<td>General manager, EMEA: Filip Van Camfort; General manager, US: Kevin Wettstein</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Products: Industrial chemicals; coatings materials; PU and polymers; construction chemicals; asphalt chemicals; specialty chemicals; care chemicals; life science chemicals; performance chemicals; water treatment chemicals; base chemicals; solvents; inorganics; intermediates; plasticizers</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Services: Technical expertise; warehousing; logistics; blending; repackaging; laboratory services</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Assets: Network of warehouses (own and third party); blending facilities; laboratory facilities; feed premix plant</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>SAF-ALCAN</td>
<td>$687M</td>
</tr>
<tr>
<td></td>
<td>Paris, France</td>
<td></td>
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<tr>
<td></td>
<td><a href="http://WWW.SAF-ALCAN.COM">WWW.SAF-ALCAN.COM</a></td>
<td></td>
</tr>
<tr>
<td></td>
<td>CEO: Philippe Combette; CEO of Myrtil (holding co): Martial Lecat</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Products: Cosmetics ingredients; pharmaceutical ingredients; nutraceuticals; rubber; plastics; coatings; industrial specialties</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Services: Blending; packaging</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Assets: Nine state-of-the-art laboratories for cosmetics, coatings, rubber, pharmaceuticals and water treatment in France, UK, Netherlands, Italy, Turkey and China</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>HYDRITE CHEMICAL</td>
<td>$686M</td>
</tr>
<tr>
<td></td>
<td>Brookfield, Wisconsin, US</td>
<td></td>
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<tr>
<td></td>
<td><a href="http://WWW.HYDRITE.COM">WWW.HYDRITE.COM</a></td>
<td></td>
</tr>
<tr>
<td></td>
<td>CEO: Paul Honkamp</td>
<td></td>
</tr>
</tbody>
</table>
|      | Products: Chlor-alkali; foam control chemicals; food processing chemicals; liquid sulfites; pulp and paper chemicals; organics; inorganics; metal finishing chemicals; peracetic acid (PAA); solvents and wastewater
treatment chemicals

President and CEO: Patrick Hawkins

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

Trading sales: 10%

Assets: Seven industrial manufacturing facilities; 29 water treatment distribution warehouses; 125+ trucks; one nutraceutical manufacturing plant

Hamburg, Germany

WWW.NORDMANN.GLOBAL

Chairman and managing director: Gerd Bergmann

Managing directors: Carsten Guntner, Felix Kruse

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; pharmaceuti cal and nutraceutical ingredients; polyurethane chemicals; synthetic rubber and rubber chemicals; thermoplastics and polymer additives

Services: Laboratory services; studies and R&D; chemical synthesis and compound ing; 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

Sydney, Australia

WWW.REDOX.COM

Managing director and chairman: Robert Coneliano

Products: More than 1,000 products serving over 140 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; palletised storage; delivery

Assets: 12 regional sales offices; two manufacturing sites; seven owned and operated warehouses; more than 50 stock locations

Barcelona, Spain

WWW.INDUKERN.COM

CEO: Daniel Díaz-Varela

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

Services: Blending; packaging; storage; sales; handling of chemical products

Assets: 11 warehouses in Spain; subsidiaries

Trading sales: 8%

Laatzen, Germany

WWW.CG-CHEMIKALIEN.DE

CEO: Uwe Klass

Products: Organic and inorganic chemicals; solid matters; acid/alkaline solutions; solvents; specialties; food and feed ingredients; intermediates; pharmaceutical ingredients; cosmetics ingredients; paints and varnishes; water chemistry

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

Assets: Six warehouses; 100 trucks

Trading sales: 40%

Vaudreuil-Dorion, Quebec, Canada

WWW.QUADRACHEMICAL.COM

WWW.QUADRINGREDIENTS.COM

CEO: Tony Inflisse

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; pool and spa chemicals; oilfield chemicals; food and beverage ingredients; nutrition and nutraceutical ingredients; animal nutrition ingredients; health and wellness ingredients; pharmaceutical ingredients; cosmetics and fragrances ingredients; personal care ingredients

Services: Storage; packaging; blending

Assets: 16 locations including warehouses and tank farms

Trading sales: $438.7M ($€383M)

April-June 2019 | CHEMICAL DISTRIBUTOR | 33
### NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Sales ($m)</th>
</tr>
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<tr>
<td>1</td>
<td>Brenntag</td>
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<td>Hydrite Chemical</td>
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<td>Hawkins</td>
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<td>Acid Products</td>
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<td>Radchem Products</td>
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<td>TZ Group (including TZ Trading, Tau Chemicals Inc, Quimica Treza)</td>
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<td>Gulf Coast Chemical</td>
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**NOTE:** Sales are by region and may differ from the total sales figure in the main Top 100 listing. Table excludes companies that do not break out sales by geography.
The View From Jamestown
Podcast Edition

Market Trends
Keep current on emerging market trends to better predict pricing and product availability.

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Follow ongoing and breaking world events that influence market trends and Security of Supply.

Events
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Presented by:
The Chemical Company

www.thechemco.com/podcast
Hamburg, Germany
WWW.LEHVOSS.DE
Managing partners: Knut Breede, Soenke Thomsen, Thomas Oehmichen
Products: Customised polymer materials; masterbatches; pastes; magnesium; carbon black; rare earths; rheology modifiers; diatomaceous earths; cosmetics raw materials; nutraceutical ingredients; functional fluids; filter cartridges; rubber chemicals
Services: Repackaging; production of compounds, masterbatches, pastes and other; warehousing; logistics
Assets: Five production sites; seven own warehouses and several external warehouses; six laboratories
Trading sales: 30%

Avon, Ohio, US
WWW.MAROONGROUPLLC.COM
CEO: Terry Hill; President
COO: Mike McKenna
Products: Specialty additives; specialty resins; specialty pigments; specialty intermediates; specialty ingredients and packaging
Services: Custom blending; repackaging; micronisation; drumming; public warehousing; FDA and SQF storage; laboratory services; technical and formulatory assistance; R&D
Assets: 130,000 square foot headquarters facility in Avon, Ohio; 170,000 square foot facility in Lincoln, Rhode Island and 37,000 square foot facility in Newark, New Jersey; additional 35 total warehouses in North America; seven company owned and operated trucks; six customer service centres

Port Washington, New York, US
WWW.ACETO.COM
CEO: William Kennally
Products: Specialty chemicals; generic agricultural formulations; pharmaceutical intermediates; active pharmaceutical ingredients; nutritional products
Services: International sourcing; logistics and handling
Trading sales: 60%

Great Neck, New York, US
WWW.WEGOCHEM.COM
Principal and president: Bert Ethghapour
Products: Agricultural chemicals; animal nutrition and feed ingredients; antifreeze and coolants; CASE; corrosion inhibitors; lithium battery materials and electrolytes; lubricants and greases; pharmaceutical ingredients and fine chemicals; HF&I chemicals; flame retardants; food and beverage ingredients; metal working chemicals; finishing and flux chemicals; oilfield services chemicals; plastics additives; resins and rubber additives; pulp and paper chemicals; water treatment and pool chemicals
Services: Supply chain solutions; logistics; warehousing; outsourcing
Assets: 100+ worldwide offices; 14 international offices; global distribution network of 50+ warehouses
Trading sales: 20%

Chennai, Tamil Nadu, India
WWW.PURE-CHEMICAL.COM
CEO: M Ponnuswami
Products: Acids and derivatives; aromatics; ketones; esters; ethers; chlorinated solvents; alcohols; aliphatic solvents; hydrocarbons; monomers; specialty chemicals; 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; custom blending; just-in-time delivery; transportation
Assets: 25 branches in India; five overseas branches; 23 warehouses across India (including seven explosive repackaging warehouses); leased terminal facilities

Hong Kong, China
WWW.VIKUDHA.COM
CEOs: Vikash Adukia, Deep Adukia
Products: Petrochemicals and polymers; agricultural and feed chemicals; cosmetics and personal care ingredients; detergents and home care chemicals; food and beverage ingredients; mining, oil and gas chemicals; paint and coatings ingredients; plastics additives; polyurethanes; rubber and paper chemicals; textiles 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: 18 offices worldwide; 300+ employees globally; multiple warehouses worldwide; formulation facility in Malaysia
Trading sales: 70%
**M. CASSAB**

**2018 SALES:** $318.8M

**Sao Paulo, Brazil**

**CEO:** Victor Cutsait Neto

**Products:** Performance and specialty chemicals; polyurethane chemicals; paints and resins materials; construction chemicals; polymers additives; solvents; additives; silic-cones; pigments; monomers; emulsifiers; polyols; isocyanates; biocides; APIs and pharmaceutical excipients; home and personal care ingredients; veterinary products; feed and food premixes and ingredients; vitamins; amino acids

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

**Assets:** Three warehouses in Brazil; one warehouse in Argentina; four premixes facilities for animal nutrition; one premix facility for food nutrition; physical, chemical and microbiological accredited ISO 17025 laboratory

**Trading sales:** 2%

---

**CELLMARK CHEMICALS**

2018 SALES: $333.9M

**Gothenburg, Sweden**

**WWWWW.CELLMARK.COM**

**President, Chemicals:** Hugo Galletta;

**President, Basic chemicals:** Ersin Alkan

**Products:** Basic chemicals: lignosulfonates; caustic soda; semiconductor materials; renewable battery materials; oilfield chemicals; water treatment chemicals; coatings; agrochemicals; flame retardants; food and beverage ingredients; cosmetic and oral care ingredients; active pharmaceutical ingredients; organic chemicals; inorganic chemicals; specialty and fine chemicals

**Services:** Sales and marketing; sourcing; custom manufacturing; packaging; blending, milling and granulations; R&D; regulatory services; market research; logistics

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

**Trading sales:** Less than 30%

---

**PROTEA CHEMICALS**

2018 SALES: $315M

**Bryanston, Gauteng, South Africa**

**Managing director:** Funani Mojono

**Products:** Mining chemicals; agriculture and animal feeds; food ingredients including yeasts and enzymes for the wine industry; coatings and solvents including adhesives and sealants; polymers and elastomers; industrial acids; oil and gas industry commodities and additives; water treatment commodities and specialties; chlor-alkali products including caustic soda and chlorine liquid gas; personal care and pharmaceutical chemicals; base oils and specialty additives.

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

**Trading sales:** 2%

---

**TOP SOLVENT**

2018 SALES: $307.5M

**Bangkok, Thailand**

**CEO:** Acharee Tiyabhorn

**Products:** Hydrocarbon solvents (hexane, pentane, SBP group, toluene, xylene, aromatic solvents, white spirits); chemical solvents (IPA, acetone, MEK, ethyl acetate, butyl ace-
tate); styrene; ethylene glycol (MEG/DEG); food ingredients; pharmaceutical ingredients; personal care ingredients; animal feed products; cleaning products

**Services:** Manufacturing of hydrocarbon solvent products; storage; drum filling; transportation; multi-delivery mode offerings (vessel, bulk truck, ISO Tank, drum); thinner blending

**Assets:** One hydrocarbon solvents manufacturing plant via subsidiary Sak Chaisidhi (SACK); four tank terminals; 73 chemical storage tanks; six warehouses; loading and unloading facilities with both trucks, ISO tanks and vessels; drum filling station; laboratory (QC and technical); 51 bulk trucks (contracted); 39 pack trucks (contracted)

**Trading sales:** 1%

---

**ECM EUROPEAN CHEMICAL MARKETING**

**2018 SALES:** $287.1M

Amsterdam, Netherlands

**CEO:** Barend Barendse

**Products:** Acrylates and methacrylates; hydroxy monomers; 150 special monomers; anhydrides; phosphonates; water treatment chemicals; polyurethanes; food and feed ingredients; pharmaceutical ingredients; coatings resins and polymers; adhesives and sealants; water treatment chemicals; isocyanates TDI and MDI for polyurethanes

**Services:** One-stop shopping; global supply chain service; consignment stocks; fully REACH registered in EU; bulk storage and warehousing; drumming installation; blending; returnable IBCs; over 100 products in stock; local storage in several countries

**Assets:** eight own ISO Tanks for dedicated bulk transport; over 100 returnable (custom tailored) stainless steel IBCs; over 70 professional staff in sales and logistics and workers at several terminals and warehouse operations; sales offices in Brazil, Japan, China, US and EU

**Trading sales:** 4%

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**KRAHN CHEMIE**

**2018 SALES:** $284.1M ($248M)

Hamburg, Germany

**Managing directors:** Dr. Rolf Kurocka, Axel Sebbesse

**Products:** Coating ingredients (additives, rheology modifiers, pigments and colourants, resins, biocides, film consolidation agents); construction chemicals (additives, pigments, fillers, rheology modifiers); adhesives ingredients (resins, plasticizers, additives, bonding agents); plastic ingredients (additives, plasticizers, flame retardants), rubber ingredients (synthetic rubber, adhesion promoters, mould release agents); ceramic powders (zirconia, alumina); lubricant ingredients (base oils, additives and additive packages); heat transfer fluids

**Services:** Technical sales and marketing support; application development; laboratory analysis; colorimetry and colour matching service; formulation advice; warehousing and logistics solutions; mixing and blending; re-packing; sampling service; legislative and regulatory support

**Assets:** Two technology centres

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**NORKEM HOLDINGS**

**2018 SALES:** $276M

**CONNECT CHEMICALS GROUP**

**2018 SALES:** $265M

Ratingen, Germany

**CEO:** Basar Karaca, Dirk Otmar

**Products:** Paper chemicals; lubricants and metal-working fluids; cosmetics and personal care ingredients; water treatment chemicals; household and industrial care chemicals; coatings, adhesives and sealants; plastics

**Services:** Custom manufacturing; blending; storage; sourcing

**Trading sales:** 100%

---

**SOLVENTIS**

**2018 SALES:** $264.3M ($230.7M)

Guildford, Surrey, UK

**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 de-iceors

**Services:** Importing of bulk chemicals; global bulk and drum distribution and blending of automotive products; Antwerp storage terminal with drumming and blending facilities; UK storage and blending facility

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**RAI RAHKAL AL KHALEEL INTERNATIONAL**

**2018 SALES:** $260M

Dubai, UAE

**CEO:** Henry F Roth

**Products:** Polymers (PE, PP, ETP, PVC); masterbatches and fillers

**Services:** Trading

**Assets:** Four owned warehouses; others on lease

**Trading sales:** 25%

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**KPL INTERNATIONAL**

**2018 SALES:** $258.7M ($INR 18,009M)

New Delhi, India

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Specialized. Effective. Trusted.

We’re Specialized: Quadra’s market specialists offer technical and commercial expertise, and our extensive portfolio provides the right products & services for your industry.

We’re Effective: Collaboration combined with investment in our infrastructure and digital platforms ensures that Quadra delivers an exceptional experience to our partners.

We’re Trusted: Every good relationship is built on trust. Proudly independent, we’ve earned the confidence of our business partners by operating with transparency and integrity for over 40 years.

Quadra Chemicals Inc. (USA)
Houston, TX
1-800-681-2313

Quadra Chemicals Ltd. (CAN)
Vaudreuil, QC
1-800-665-6553

A leader in chemical and ingredient distribution, specialized services and innovative solutions. Independently owned & operated since 1976.
merous warehouses covering Europe and Turkey; truck fleet and road tankers.

**Trading sales:** 25%

### 61. INTERSTATE CHEMICAL

**2018 SALES:** $249M

**Hermitage, Pennsylvania, US**

**WWW.INTERSTATECHEMICAL.COM**

**President and CEO:** Albert R Puntureri

**Products:** Alcohols; glycols; ketones; caustic soda; thermal fluids; catalysts; plasticizers; resins; various solvents

**Services:** Manufacturing; blending; toll manufacturing; packaging; storage

**Assets:** Two manufacturing facilities; eight distribution facilities; two river terminals; 200 trucks

---

### 62. ARKEM KIMYA

**2018 SALES:** $248M

**Istanbul, Turkey**

**WWW.ARKEM.COM**

**Chairman and CEO:** Levend Kokuluag

**Products:** Monomers; hydrocarbon solvents; alcohols; ketones; esters; glycols; glycol ethers; chlorinated solvents; oleochemicals; specialty chemicals; cosmetics; pharmaceuticals; food ingredients; surfactants; plastics

**Services:** Sales and marketing; blending; formulating; drumming; packaging; labelling and storage

**Assets:** One deep-sea tank terminal; logistics company with 75 transport units and 600 ISO tank containers; four warehouses

**Trading sales:** 3%

---

### 63. SOLVOCHEM HOLDINGS

**2018 SALES:** $245M

**Limassol, Cyprus**

**WWW.SOLVOCHEM.COM**

**Chairman:** Anthony Joseph Flouty

**Products:** Solvents and chemicals; plastic additives; plasticizers; urethanes and mining products

**Services:** Storage; blending; packaging

**Assets:** Seven trucks; 11 warehouses; 93 tanks

**Trading sales:** 40%

---

### 64. SUPERIOR OIL

**2018 SALES:** $234M

**Indianapolis, Indiana, US**

**WWW.SUPERIOROIL.COM**

**President:** Kurt Hettinga

**Products:** Solvents; water-based cleaners; paint pre-treatment products; paint purge; thinner; heat transfer fluids; pressroom chemicals; fibreglass reinforcements; resins; catalysts; gel coats; corrosion inhibitors; surfactants; plasticizers

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

**Assets:** Eight full-service locations; 55 trucks; 150 trailers; 250 bulk tanks; 55 blend tanks

---

### 65. BUFA CHEMIKALIEN GROUP

**2018 SALES:** $230M

**Hude-Almtoomhausen, Germany**

**WWW.BUEFA.DE**

**CEO:** Ronald Ijzer

**Products:** Ethanolamines, ethylene glycol ethers, ethylene glycols, polyethylene glycols, propylene glycol ethers, propylene glycol, isopropyl alcohol, propionic acid, formic acid, caustic soda, solvents, aromatics, styrene, surfactants, eco alcohols

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

**Assets:** Six warehouses, 14 trucks

**Trading sales:** 30%

---

### 66. KSOLV GROUP

**2018 SALES:** $230M

**Houston, Texas, US**

**WWW.KSOLV.COM**

**Owner/CEO:** Russ Allen

**Products:** Aliphatic solvents; aromatic solvents; alcohols; glycols; glycol ethers; acetates; chlorinated solvents; ketones; base oils; white oils; acids

**Services:** Chemical distribution; chemical packaging; chemical blending; chemical laboratory; maritime services; emergency spill response; disaster response; industrial services; waste management; transportation

**Assets:** Tote and drum warehouse tank farm; flare; nitrogen access; dock

---

### 67. MARUBENI SPECIALTY CHEMICALS

**2018 SALES:** $229M

**White Plains, New York, US**

**WWW.MARUBENISCI.COM**

**President:** Jo Harada

**Services:** Paper chemicals; agricultural chemicals; plastics additives; automotive chemicals; packaging film

**Assets:** Furniture and fixtures; leasehold improvements

---

### 68. DONAUCHEM

**2018 SALES:** $226.8M (€198M)

**Vienna, Austria**

**WWW.DONAUCHEM.COM**

**CEO:** Bogdan Banaszczyn
To stay on track, you need a distributor who can deliver reliably, every time. That’s why we’ve focused on integrating our platforms, streamlining our processes, and building our team. Through our expansive private fleet, we’re able to offer same-day and next-day service. And with our logistic know-how and data-driven insights, we can help you to improve your efficiencies, reduce carrying costs, and respond more nimbly to market conditions. It’s yet another way we’re reimagining distribution to keep you steps ahead.

Come discover your solution.
univarsolutions.com
Products: Commodity and specialty chemicals; food ingredients; pharmaceutical ingredients; metal treatment 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: 12 warehouses

Trading sales: 20%

**GAMMA CHIMICA**

**2018 SALES:** $222.1M ($193.9M)

Lainate, Milan, Italy

[www.gammachimica.it](http://www.gammachimica.it)

President: Giuseppe Mearini

Products: Glycols; ethanolamines; fatty acids; intermediates; solvents; antifreeze; glycerine; quinones; inorganic salts

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

Assets: Head office; warehouse of 54,000 square metres

**ORIULA**

**2018 SALES:** $260M

Beirut, Lebanon

[www.oriola.com](http://www.oriola.com)

Chairman and CEO: Antoine Sacy

Products: Specialty chemicals; pharmaceutical ingredients; agrochemicals; animal nutrition ingredients; personal care ingredients; performance products; paints and construction chemicals; solvent and analysis; adhesives; industrial adhesives; sales and marketing covering 60 countries; centralised purchasing and consolidated shipment; local currency invoicing; application laboratory services; local technical support; in-house market data collection and analysis

Assets: 18 regional centres and more than 45 warehouses; a European hub based in Rotterdam; technically qualified sales force; ISO 9001:2015 and GDP certifications

**Metafax Trading International**

**2018 SALES:** $211.9M ($185M)

Lugano, Switzerland

[www.metafaxtrading.com](http://www.metafaxtrading.com)

President: Ralph Thess; Director: Alexander Makimov

Products: Methanol; hexamethylenetetramine (urea); monochlorinated hexamethylenetetramine; microporous hexamethylenetetramine; microporous pentamethylenetetramine; dipentamethylenetriamine; wax polymer compounds; polycarbonate; melamine; formaldehyde; phthalic anhydride

Services: Storage of liquid and solid chemicals; transhipment; blending; toll manufacturing; warehousing; packaging delivery by vessel, rail, container, truck and silo-track

**Sanderiane Quimica**

**2018 SALES:** $207.9M

Sao Paulo, Brazil

[www.sanderiane.com.br](http://www.sanderiane.com.br)

CEO: Carlos Eduardo Moutinho

Products: Aromatics; aliphatic solvents; oxygenated solvents; ethyleneamines; titanium dioxide (TiO2); surfactants; specialty resins; carbon black; tailor-made blends; UV monomers/oligomers; household and personal care chemicals; siloxics; silicones; amines; agrichemicals; epoxy resins; glycols; mining chemicals

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

Assets: Six branches; 95 tanks; three warehouses; truck fleet; two laboratories; 2,000 IBCs

**United Trading System (Uts/Etc)**

**2018 SALES:** $201M

St Petersburg, Russia

Managing director UTS: Lars Hyhrt

Managing director ETC: Andrey Sikola

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; oilfield chemicals; industrial performance chemicals; oilfield chemicals; plastics additives; water/metal treatment ingredients; pharmaceutical ingredients; biocides; emulsifiers; inorganics; silicones; inorganic salt; pharmaceutical raw materials; agricultural chemicals

Services: Storage; mixing/blending; laboratory services; technical support; developing certification

Assets: 12 offices; 12 warehouses; seven laboratories; 451 employees

**Welchem**

**2018 SALES:** $200.9M

Fairfield, Ohio, US

www.welchem.com

President: Marty White

Products: Acids; alkalis; hydrogen peroxide; sodium hypochlorite; solvents and intermediates; glycols; glycol ethers; amine; surfactants; alcohols; water treatment chemicals; nitrogen products; white oils; borates; lime and specialty chemicals; gas-to-liquid (GTL) fluids and solvents

Services: Chemical and inventory management; blending; warehousing; technical and safety training; customised billing

Assets: 10 warehouses with over 420,000 square feet; over 2m gal bulk storage; 26 trucks; 16 straight trucks; 36 trailers; 12 tankers

**Chempartners**

**2018 SALES:** $196.5M

Moscow, Russia

www.chempartners.ru

CEOs: Gaurav Sood; Constantin Razaev

Products: Plastics; polyethylene; polyuretane; steel; NCA; dispersion; chemicals; pulp and paper chemicals; animal feed; synthetin; fibres; oil; oilfield chemicals; hydraulic fracturing chemicals; flexible packaging; chemicals for crude transportation; rubber and tyres; mining chemicals

Services: Blending; packaging; vendor managed inventory; logistical services; local logistics; sourcing services; surveying services; market research; agro trading; logistics

Assets: 24 warehouses; one office space

Trading sales: 13%

**BANG & BONSOMER**

**2018 SALES:** $94.7M (€170M)

Helsinki, Finland

[www.bangbons.com](http://www.bangbons.com)

CEO: Mikko Töttinen

Products: Coatings and construction chemicals; food ingredients; personal care home care ingredients; packaging and plastics additives; composites and polyurethanes, polymer materials

Services: Process chemistry solutions with engineering, remote control and digitisation; manufacturing of industry intermediate products and functional blends; application laboratory services; R&D and formulations; blending; dissolving; packaging; warehousing, logistics

Assets: One R&D centre; six application laboratories and technical centres; five manufacturing sites; 15 warehouses

**special report: top 100 chemical distributors**

**Special Report: Top 100 Chemical Distributors**
SPECIAL REPORT
TOP 100 CHEMICAL DISTRIBUTORS

82 THE PLAZA GROUP
2018 SALES: $184M
Houston, Texas, US
WWW.THEPLAZAGRP.COM
President: Randy Valarde
Products: Solvents; intermediates; elastomers; styrenics; polyethylene; agricultural chemicals; lignosulfonates
Services: Marketing; logistics; storage
Assets: One warehouse; one bulk storage tank; 101 railcars

83 TRANSMARE CHEMIE
2018 SALES: $183.5M
Antwerp, Belgium
WWW.TRANSMARE.COM
WWW.TRANSMARE-CHEMIE.COM
CEO: Patrick Van Ende
Products: Chemicals and blends for the oil and gas industry; fine chemicals for health, personal and home care; food and feed ingredients; industrial and high purity solvents; chemicals and pigments for paints and adhesives; reference fuels; plastics additives
Services: Personalised blends and formulation support; drumming and packaging
Assets: 11 warehouses; Class 2 storage facilities
Trading sales: 50%

84 IMPAG
2018 SALES: $180.0M (€150M)
Zurich, Switzerland
WWW.IMPAG.COM, IMPAG.CH
CEO: Remo Bernardi
Products: Coatings additives; anhydrides; acrylates; polyls; flame retardants; polyurethanes; green solvents; detergents; base chemicals; cosmetics functionals and active ingredients; food ingredients; pharmaceutical APIs; metals; oleochemicals
Services: Global logistics; global sourcing; storage; application laboratory services; technical support; regulatory support; financing; packaging
Assets: Six sales offices across Europe; one tank farm for liquid goods; own application laboratory
Trading sales: 20%

85 BARTON SOLVENTS
2018 SALES: $176.8M
Des Moines, Iowa US
WWW.BARSO.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: Six stocking locations; delivery fleet of hazardous goods; just-in-time delivery; applications advice; single sourcing
Trading sales: 10%

MIDDLE EAST/AFRICA CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

<table>
<thead>
<tr>
<th>Company</th>
<th>Sales ($)</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Snetor</td>
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<tr>
<td>2</td>
<td>Petrochem Middle East</td>
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<td>3</td>
<td>Pluschem EEIG</td>
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<td>4</td>
<td>Tricon Energy</td>
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<tr>
<td>5</td>
<td>Protea Chemicals</td>
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<td>6</td>
<td>Solvchem Holdings</td>
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<td>7</td>
<td>Manuchar</td>
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<td>8</td>
<td>Orkila</td>
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<td>9</td>
<td>Vikudha Overseas</td>
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<tr>
<td>10</td>
<td>Ravago Chemicals</td>
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<tr>
<td>11</td>
<td>RAI Raika Al Khaleej International</td>
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<tr>
<td>12</td>
<td>Quimidroga</td>
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<td>13</td>
<td>ICC Chemical</td>
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<td>14</td>
<td>Taj Al Mulook</td>
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<tr>
<td>15</td>
<td>Afglobal Commodities</td>
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<tr>
<td>16</td>
<td>Transmare Chemie</td>
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<tr>
<td>17</td>
<td>Al Nahda International (Anichem Group)</td>
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<tr>
<td>18</td>
<td>CellMark Chemicals</td>
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<tr>
<td>19</td>
<td>Prakash Chemicals International</td>
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<tr>
<td>20</td>
<td>Shamrock Shipping &amp; Trading</td>
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<tr>
<td>21</td>
<td>Solvadis Group</td>
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<td>22</td>
<td>Biesterfeld</td>
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<td>23</td>
<td>Omya</td>
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<tr>
<td>24</td>
<td>Linkers Chemicals &amp; Polymers</td>
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<tr>
<td>25</td>
<td>Metafax Trading International</td>
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<tr>
<td>26</td>
<td>Jebsen &amp; Jessen Group</td>
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<td>27</td>
<td>Venus Chemicals Group</td>
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<td>28</td>
<td>Heim</td>
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<td>29</td>
<td>Bodo Moller Chemical</td>
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<td>30</td>
<td>KH Chemicals</td>
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<tr>
<td>31</td>
<td>Norkem Holdings</td>
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<tr>
<td>32</td>
<td>Solventis</td>
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<td>33</td>
<td>Kale Kimya</td>
</tr>
<tr>
<td>34</td>
<td>Pon Pure Chemicals Group</td>
</tr>
<tr>
<td>35</td>
<td>Safic-Alcan</td>
</tr>
</tbody>
</table>

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

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Thank you to our customers and principal partners who have allowed us to change the conversation about specialty chemicals and ingredients. With a focus on providing world class products, formulary expertise, technical solutions, and value-add services, we continually strive to deliver fantastic customer experiences, every day.

www.maroongroupllc.com
corrosive, environment-friendly pigments); Samco: speciality chemicals; cosmetics and cos-metics ingredients; hydrocarbons and oxygenated solvents; homecare and I&I ingredients; pharmaceutical excipients and APIs; proc-ision cleaning solutions; Cool-Phos and Va-posol; phosphating chemicals (metal pre-treatment).

**Services:** Blending; packing; storing; formu-la-tion and technical support with laboratory facilities; sample management; technical, regulatory and legislative expertise; toll blending; water treatment; project adhesion disper-sion; development and formulation

**Assets:** Application laboratories; warehous-ing in UK, Germany, Poland, Brazil, Nordics, Benelux, China; blending and storage facili-ties; own trucks

---

**THOMMEN-FURLER**

*Top 100 Chemical Distributors*

**Rudi bei Buren, Switzerland**

**CEO:** Franz Christ

**Products:** Industrial chemicals (organics, organics, liquids and solids); ethanol; hy-giene and surface cleaning products; acti-vated carbon, intermediates; plasticizers; high purity solvents and reagents; electron-ic grade chemicals; industrial and automo-bile lubricants; marine and aviation lubri-cants; automotive fluids; car care products; AdBlue; wastewater treatment chemicals and installations

**Services:** Storage; blending; mixing; pack-aging; laboratory services; quality and control tests; hazardous waste management; Opti-Tank tank farm management by telemetry

**Assets:** Five 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

---

**ELTON GROUP**

*Top 100 Chemical Distributors*

**Alkona, Greece**

**CEO:** Nestor Papathanasiou

**Products:** Coatings and adhesives chemicals; construction chemicals; detergents and cos-metics ingredients; pharmaceutical medi-ci-ni; food; food and beverage ingredients; water treatment chemicals; metal treatment chemicals; PU systems; textile chemicals; paper chemicals; agrichemicals; rubber chemicals; plastic additives; refrigerants

**Services:** Local warehousing; storage, full coverag-e of Greece, Bulgaria, Romania, Ser-bia, Turkey, Kosovo, Albania, North Macro-polis, Cyprus and Ukraine markets; technical promotion and business development; in-ventory management

**Assets:** Nine warehouses; two laboratories; trucks and tank trucks

---

**SELECTCHEMIE**

*Top 100 Chemical Distributors*

**Zurich, Switzerland**

**CEO:** Peter Kaufmann

**Products:** API, excipients; intermediates; dos-ers and finished dosage forms; nutritional in-redients; sourcing of APIs and excipients; CEP logis-tic; MSIS and CEP labelling; IP consulting

**Assets:** Three warehouses

**Trading sales:** 20%

---

**RAHN**

*Top 100 Chemical Distributors*

**Zurich, Switzerland**

**CEO:** Simon Bombardieri

**Products:** Caustic soda; potassium hydrox-ide; hydrochloric acid; acetic acid; ammonium hydroxide peroxide; EDTA

**Services:** Storage; packaging

**Assets:** Two warehouses

**Trading sales:** 25%

---

**FARAVELLI**

*Top 100 Chemical Distributors*

**Milan, Italy**

**CEO:** Luca Benatti

**Products:** Food chemicals; food ingredients; nutraceutical ingredients; cosmetics com-ponents; pharmaceutical ingredients; animal nu-trition; raw materials and ingredients

**Services:** Blending; packaging; storage; cos-metics application lab services; food applica-tion lab services; international trading of commodities

**Assets:** Six warehouses

**Trading sales:** 25%

---

**HARKE GROUP**

*Top 100 Chemical Distributors*

**Hausheim an der Ruhr, Germany**

**CEO:** Thorsten Haake

**Products:** Cleaning and detergent chemicals; coatings; electronic/high purity chemicals; food ingredients; health and functional food ingredi-ents; industrial chemicals; cosmetics/ per-so nal care ingredients; pharmaceutical ex-cipients; phosphates; plastics; specialty films; specialty chemicals; synthetic polymers; water soluble films; water treatment chemicals

**Services:** Formulation; blending; mixing; en-capsulation; packaging; refilling; storage; gra-vure; film coating; reach consulting

**Assets:** Warehouse; packaging machines; fill-ing stations; silo; encapsulation machines

**Trading sales:** 25%

---

**PROMECH**

*Top 100 Chemical Distributors*

**Vienna, Austria**

**CEO:** Werner Pflhuber

**Products:** Additives and hardeners; acrylates and methacrylates; binders and res-ins; monomers; organic acids; polymers; polyurethane foamblocks; reactive diisethanes; UV curing monomers

**Services:** Pan-European sales network spe-cialised in selected customer branches; mar-ket research; sales; financing; storage; supply chain management

**Assets:** Nine sites in Europe and Asia

**Trading sales:** 25%

---

**URAI**

*Top 100 Chemical Distributors*

**Assago, Italy**

**CEO:** Massimo Rizzetto

**Products:** Industrial chemicals; pigments; ad-di-tives; resins; paints; paints and coatings chemicals; plastics and rubber chemicals; lubricants chemicals; construction chemicals; cosmetics com-ponents; food ingredients; laboratory equipment

**Services:** Technical sales and marketing; ap-proval development; quality control; warehousing; regulatory services; supply chain management; after-sales services; re-packaging; blending

**Assets:** Two warehouses

---

**ODOO MOLLER CHEMIE**

*Top 100 Chemical Distributors*

**Offenbach am Main, Germany**

**CEO:** Michael Böger

**Products:** Adhesives and bonding agents; sealants; silicones; resins; casting and potting resins for electronics; hardeners and curing agents; composites; mould-making ingredi-ents; additives for coatings; additives for plas-tics and rubber; additives for lubricants; tex-tiles chemicals and dyes; packaging and labelling adhesives

**Services:** Packaging; filling; testing; modifi-cation; blending; education and training

**Assets:** Headquarters in Germany; affiliates in Europe, Africa, Asia and US; warehouses; adhe-sives competence centre and laboratory facili-ties; production plant & polymer formulations
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company Name</th>
<th>2018 Sales</th>
<th>Country</th>
<th>Website</th>
<th>Key Executives</th>
<th>Products</th>
<th>Services</th>
<th>Assets</th>
<th>Trading Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>104</td>
<td>Nortex</td>
<td>$130.2M</td>
<td>Russia</td>
<td><a href="http://www.nortex-chem.ru">www.nortex-chem.ru</a></td>
<td>Vladimir Yakushin</td>
<td>Isocyanates; polyols; epoxy resins; synthetic rubber; natural rubber; phenolic resins; polyolefins; engineering plastics; surfactants; titanium dioxide; cellulose ethers; antioxidants; UV stabilizers; plasticizers; PVC resins</td>
<td>Storage; packaging; logistics; technical support</td>
<td>Nine warehouses</td>
<td></td>
</tr>
<tr>
<td>105</td>
<td>Pride Chemical Solutions</td>
<td>$130M</td>
<td>USA</td>
<td><a href="http://www.pridesol.com">www.pridesol.com</a></td>
<td>Arthur Dhom Jr</td>
<td>Alcohols; amines; esters; glycols; glycol ethers; hydrocarbons; ketones; mineral oils; petrodatum; polyols; oleochemicals; plasticizers; silicones; stearates; surfactants</td>
<td>Blending; packaging; storage; NF USP kosher repackaging; RSPO repackaging; ethyl alcohol denaturing and packaging</td>
<td>Three warehouses; 12 tractor trailers; five straight trucks; 25 tank wagons; tank farm</td>
<td></td>
</tr>
<tr>
<td>106</td>
<td>CSC Jaecklechemie</td>
<td>$129.9M (€113.4M)</td>
<td>Germany</td>
<td><a href="http://www.csc-jaekle.de">www.csc-jaekle.de</a></td>
<td>Robert Spath, Philipp Klass, Dr Michael Spehr, Dr Bernhard Schmid</td>
<td>Industrial chemicals; acids; alkaline solutions; solvents; solids; specialties; coatings, adhesives and sealants; high quality parts cleaning chemicals; life science chemicals; water and environment chemicals</td>
<td>Technical expertise and field service; warehouse and direct distribution; inventory management; blending and repackaging; proper disposal of chemical waste; worldwide shipment; trucking</td>
<td>One storing, filling and trans-shipment site; warehouse; two laboratories for quality assurance; six tank wagons for chemicals; 13 trucks; 23 company vehicles</td>
<td></td>
</tr>
<tr>
<td>107</td>
<td>Group Barcelona</td>
<td>$128.3M (€112M)</td>
<td>Spain</td>
<td><a href="http://www.grupbarcelona.com">www.grupbarcelona.com</a></td>
<td>D Enric Collell</td>
<td>Basic inorganic and organic chemicals; chlor-alkalis; acids and bases; metallic salts; chemicals for oil drilling and completion; mining chemicals; solvents; resins; curing agents and composites; food and feed additives and tailor-made blends; agrochemicals; metal-working formulations; chemicals for detergent, disinfection, home care, personal care and pharmaceuticals; textile and leather chemicals; coatings, inks, adhesives, construction, lubricants and paper chemicals; swimming pool chemicals</td>
<td>Blending; drumming; custom and toll manufacturing; contract manufacturing; VMI (telemetry); environmental and technical assistance; packaging; agency services; specialised storage and transportation</td>
<td>Eight warehouses; tanks capacity of 17,000 cubic metres; own truck fleet; commercial salesforce of 80 persons; PlusChem alliance</td>
<td></td>
</tr>
<tr>
<td>108</td>
<td>Tillmanns</td>
<td>$127.2M (€111M)</td>
<td>Italy</td>
<td><a href="http://www.tillmanns.it">www.tillmanns.it</a></td>
<td>Stefan Vollmer</td>
<td>Organic and inorganic pigments; binders; resins; waxes; preservatives; specialty chemicals and additives for coatings, plastics, adhesives and construction chemicals; water treatment chemicals; functional additives and ingredients for food and feed</td>
<td>Marketing; product formulation and blending; custom packaging; product evaluation in own laboratory; technical support; green chemistry product solutions; warehousing; supply chain management; vendor</td>
<td></td>
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</tbody>
</table>
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managed inventory; fire class 4.1 category for storage of highly flammable products

**Assets:** Two company owned and operated warehouses; two laboratories; own truck fleet

**Trading sales:** Less than 5%

---

**112**

**UNIPEX**

**2018 SALES:** $117.5M ($102.6M)

**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 ground polymers and resins

**Services:** CSR (corporate social responsibility); warehousing; application laboratory services; formulations; regulatory services; auditing; reconditioning

**Assets:** Two owned warehouses in the Paris area

**Trading sales:** 7%

---

**113**

**ESSENTIAL INGREDIENTS**

**2018 SALES:** $114.4M

**Atlanta, Georgia, US**

**WWW.ESSENTIALINGREDIENTS.COM**

**CEO:** Kris Maynard

**Products:** Personal care ingredients; home care chemicals; industrial and institutional chemicals; pet care ingredients

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

**Assets:** Seven distribution locations throughout the US

---

**114**

**PHT INTERNATIONAL**

**2018 SALES:** $110.8M

**Charlotte, North Carolina, US**

**WWW.PHTINTERNATIONAL.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:** Fully owned Sancus Arc manufacturing facility

---

**115**

**TILEY CHEMICAL**

**2018 SALES:** $109M

**Baltimore, Maryland, US**

**WWW.TILEYCHEM.COM**

**President:** John Tilley

**Products:** Food ingredients; pharmaceutical ingredients; personal care ingredients; HI&I chemicals

**Services:** Blending; packaging

**Assets:** Two company owned facilities; four third-party logistic providers; 26 tank trucks; 15 van trailers; 12 specialty delivery vehicles

---

**116**

**QUIMDIS**

**2018 SALES:** $107.7M (€94M)

**Levallois-Perret, France**

**WWW.QUIMDIS.COM**

**President:** Jean-Francois Quarre

**Products:** Pharmaceutical APIs and excipients; veterinary APIs and excipients; essential oils; aroma chemicals; nutraceuticals ingredients; cosmetics ingredients; food ingredients and additives; feed and pet food ingredients and additives; flavours and fragrances ingredients

**Services:** Dry granulation in GMP site; API production (diosmine); blending and filtration of essential oils

**Assets:** Three factories; three warehouses

**Trading sales:** 30%

---

**117**

**HARWICK STANDARD DISTRIBUTION**

**2018 SALES:** $106M

**Akron, Ohio, US**

**WWW.HARWICK.COM**

**President and CEO:** Emrie Pouttu

**Products:** Polymers; rubber chemicals; plasticizers; process oils; flame retardants; activators; chemical and color dispersions; processing aids; organic peroxides; resins; vulcanising agents; colorants; fillers; stabilisers; dry liquid concentrates

**Services:** Warehousing; bulk break; logistics; storage; import; export; technical support; regulatory support

**Assets:** Two company owned and operated warehouses; seven public warehouses, one truck

---

**118**

**C.H. ERBSLOEH GROUP**

**2018 SALES:** $104.2M (€91M)

**Krefeld, Germany**

**WWW.CHERBSLOEH.COM**

**CEO:** Christopher Erbsloeh

**Products:** Specialty chemicals for coatings; adhesives; construction; lubricants; pharmaceutical, cosmetics; personal and home care; rubber; plastics; electronics; water treatment; food and beverage

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

**Assets:** 11 office locations; application and quality control laboratories; owned and operated warehousing and tank farm

**STAB & CO – SILBERMANN**

2018 SALES: $103.1M (€90M)

**Nuremberg, Germany**

WWW.STAUB-SILBERMANN.DE

**Managing directors:** Andreas Frank; Peter Stockmeier

**Products:** Industrial and specialty chemicals; acids and lyes; solvents; solid chemicals; cleaning agents; products for food, feed, pharmaceuticals, cosmetics; water treatment chemicals; thermal transfer agents; ammonia; AdBlue

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

**Assets:** Two warehouses; 17 trucks

**Trading sales:** 34%

---

**TANNER INDUSTRIES**

2018 SALES: $102.7M

**Southampton, Pennsylvania, US**

WWW.TANNERIND.COM

**President and CEO:** Stephen Brad Tanner

---

**THE CHEMICAL COMPANY**

2018 SALES: $102.1M

**Jamestown, Rhode Island**

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; rail fleet management

**Assets:** Global network comprised of 41 sites; regional offices (California, US; Colombia; Mexico City, Mexico; Nanjing, China); 10 storage facilities; 14 railcars; global warehouses, shore tanks and distribution centres

---

**CHEMSOLV**

2018 SALES: $102M

**Roanoke, Virginia, US**

WWW.CHEMSOLV.COM

**CEO:** L Glenn Austin

**Products:** Specialty blends of lacquer thinners; enamel reducers; flexo ink solvents; cleaners; acetals solvents; aromatic/aliphatic hydrocarbons; isoparaffins; alcohols; ketones; esters; glycols; glycol ethers; polyethylene glycols; amines; ethanolamines; plasticizers; surfactants; acrylates; silicones; heat transfer fluids; metal-working fluids; process oils; oils and lubricants; inorganics; phosphates; caustic potash; caustic soda; acids; high purity lab reagents

**Services:** Solvent formulation; NMP replacement; solvent distillation and purification; laboratory services; consulting on product, safety and environmental; rail terminal service

**Assets:** Six warehouses; 39 trucks; 50 trailers; bulk storage

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**NEO CHEMICAL**

2018 SALES: $102.0M (€89M)

**Dzerzhinsk, Russia**

WWW.NEOCHEMICAL.RU

**CEO:** Andrey Lipovetksiy; **Director:** Vladimir Fedyushkin

**Products:** Epoxy resins; additives; peroxide compounds; titanium dioxide; silanes; polyisobutylene; hardeners; hexene-1; citric acid; surfactants; base oils; disinfectants; PPU/polyols/n-pentane; furfuryl alcohol; amines
SPECIAL REPORT
TOP 100 CHEMICAL DISTRIBUTORS

Services: Storage; shipping
Assets: Wholesale warehouse
Trading sales: 47%

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

Bangkok, Thailand
WWW.UNIONPETROCHEMICAL.COM
Managing director: Perapop Suwannapasi
Products: Alcohols; aromatics; esters; glycols; glycol ethers; ketones; monomers; PP; PE
Services: Blending; packaging; repackaging; storage; delivery; inventory management
Assets: Five warehouses; 30 trucks

Dubai, United Arab Emirates
WWW.TAJCHEM.COM
CEO and chairman: Irfan Siddique Mulla
Products: Polyurethane chemicals; lubricant additives, paint ink and coating; construction chemicals, oil and gas; solvents; PU; machinery and fabrics
Services: Blending; repacking; local warehousing; technical support; supply chain management; just-in-time delivery; inventory management
Assets: Marketing network in GCC and Africa; six warehouses
Trading sales: 40%

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: One headquarters; three branches; eight warehouses; 75 trucks

Cardiff, California, US
WWW.TRIISO.COM
President: Jason Scott
Products: Paints; coatings and ink raw materials; adhesive and sealant ingredients; plastics and composite chemicals; lubricant and metalworking additives; polyurethane chemicals
Services: Logistics; warehousing
Assets: One office; multiple 3PL service providers

Indianapolis, Indiana, US
WWW.MAYSChemical.COM
President: Kristin Mays Corbitt
Products: Acidulants; binders; buffers; chelates; citrates; emulsifiers; excipients; glycine; gums; methanol; phosphates; solvents; starches; stearates; surfactants
Services: Shipping; warehousing; liquid blending; repackaging; reformulation
Assets: Two warehouses; one warehouse/blending facility; one freight truck; six liquid tank trucks; 12 forklifts/related equipment

London, UK
WWW.NOAHSAHRK.EU.COM
CEO: Bharat Bhardwaj
Products: Solvents; glycols; styrene; benzene; acrylates
Services: Blending; storage
Trading sales: 30%

Brussels, Belgium
WWW.NOVASOLCHEMICALS.COM
General manager: Claude Fickers
Global business director: Francois-Xavier Coiffard
Products: Extraction and reaction solvents; intermediates and reagents; active ingredients/extracts; botanicals; essential oils; clays; emollients; preservatives; rheology modifiers; UV filters; conditioners; surfactants; flavours and fragrances; carbonates; additives; DAAM; ADH; EMA; GMA; acrylics/methacrylates; sulfonlate; trimercaptoptriazine and hydrazines; water treatment chemicals; solvents

La Palma, California, US
WWW.TCRINDUSTRIES.COM
CEO: Sam Runfola
Products: Resins; pigments; additives and specialties
Services: Storage
Assets: 10 warehouses
Trading sales: 10-20%

Singapore
WWW.MEGACHEM.COM.SG
Chairman and CEO: Sidney Chew
Products: Surfactants; plasticizers; flame retardants; catalysts; anti-foaming agents; emulsifiers; aromatics; food and beverage additives; pharmaceutical chemicals; antioxidants; corrosion inhibitors; silicone fluid; biocides; persulphates; polymers
Services: Global sourcing; storage; vendor-managed inventory; transportation; custom blending; repackaging; packaging; labelling; technical and laboratory services
Assets: Warehouses; trucks; blenders/reactors

Athens, Greece
WWW.AFCO.GR
President and general manager: Christos Spanos
Products: Polymers; aromatics; solvents; caustic soda; inorganics; plasticizers; food additives; pharmaceutical cleaning agents; water treatment chemicals; recycled materials
Services: Repackaging

West Palm Beach, Florida, US
WWW.GREENCHEMINDUSTRIES.COM
CEO: John S Lagae
Products: Acetates; acids; acrylicates; alcohols; amines; aromatics; chlorinated solvents; ketones; glycerine; glycols; glycol ethers; nonyl phenol ethoxylates; phthalates; plasticizers; PCBTF; DMC; THF; d-limonene
Services: Sourcing; import; logistics; repackaging; JIT inventory management; in-house customs broker; freight
Assets: 38 public warehouses
What do you need in a chemical distributor?

- Additives
- Application Lab
- Solvents
- Packaging
- Pigments
- Waste Disposal
- Resins
- Delivery

We do more than check off the boxes...
We bring Technology, Service, Value and Quality to North America.

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SPECIAL REPORT
TOP 100 CHEMICAL DISTRIBUTORS

LATIN AMERICA DISTRIBUTION LEADERS (2018 SALES)

<table>
<thead>
<tr>
<th>Company</th>
<th>Sales ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Tricon Energy</td>
<td>1,098.7</td>
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<tr>
<td>2 Brenntag</td>
<td>925.4</td>
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<td>3 Manuchar</td>
<td>771.0</td>
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<td>4 GTM Holdings</td>
<td>642.0</td>
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<td>5 Helm</td>
<td>515.6</td>
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<tr>
<td>6 Quimica Anastacio</td>
<td>374.9</td>
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<tr>
<td>7 Pochteca Materias Primas</td>
<td>336.5</td>
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<td>8 Snetor</td>
<td>325.0</td>
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<tr>
<td>9 M. Cassab</td>
<td>316.2</td>
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<td>10 Quintia</td>
<td>303.0</td>
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<tr>
<td>11 Bandeirante Quimica</td>
<td>207.9</td>
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<tr>
<td>12 Jølsen &amp; Jessen</td>
<td>195.9</td>
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<tr>
<td>13 Indukern</td>
<td>166.3</td>
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<tr>
<td>14 Quimisa</td>
<td>95.2</td>
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<tr>
<td>15 Vikudha Overseas</td>
<td>82.0</td>
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<td>16 Biesterfeld</td>
<td>58.0</td>
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<tr>
<td>17 Metachem Group</td>
<td>52.3</td>
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<tr>
<td>18 Carbono Quimica</td>
<td>49.0</td>
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<td>19 Andes Chemical</td>
<td>48.2</td>
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<td>20 ICC Chemical</td>
<td>44.5</td>
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<td>21 Verquimica</td>
<td>42.4</td>
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<td>22 Henry Hirschen</td>
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<td>23 Quelaris</td>
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Company Sales ($m)

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<tr>
<td>24 Omya</td>
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<td>25 Sulatricula</td>
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<td>26 Morais de Castro</td>
<td>29.1</td>
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<tr>
<td>27 Ravago Chemicals</td>
<td>25.2</td>
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<td>28 Selectchemie</td>
<td>25.0</td>
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<td>29 Brisco do Brasil</td>
<td>24.5</td>
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<td>30 CellMark Chemicals</td>
<td>23.0</td>
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<td>32 CG Chemikalien</td>
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<td>33 KH Chemicals</td>
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<td>34 DAXX</td>
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<tr>
<td>35 ECEM European Chemical Marketing</td>
<td>18.6</td>
</tr>
<tr>
<td>36 The Chemical Company</td>
<td>15.2</td>
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<tr>
<td>37 Barentz International</td>
<td>15.2</td>
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<tr>
<td>38 Sinochem Plastics</td>
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</tr>
<tr>
<td>39 Wego Chemical Group</td>
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<tr>
<td>40 DutCH2</td>
<td>13.1</td>
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<tr>
<td>41 Shamrock Shipping &amp; Trading</td>
<td>10.3</td>
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<td>42 Clariquimica</td>
<td>9.3</td>
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<td>43 BUA Chemikalien Group</td>
<td>9.0</td>
</tr>
<tr>
<td>44 Joss Elastomers</td>
<td>8.2</td>
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<tr>
<td>45 The Plaza Group</td>
<td>8.0</td>
</tr>
</tbody>
</table>

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.

136 CORNELIUS GROUP
Bishops Stortford, UK
WWW.CORNELIUS.CO.UK
Chairman: Neville Prior; CEO: Darren Spiby
Products: Monomers; specialty chemicals; food ingredients; personal care ingredients; pigments; additives; resins; minerals; surfactants; adhesive materials; excipients; natural products; animal feed ingredients; medical device raw materials; coatings ingredients
Services: Global supply chain management; laboratory services; logistics; legislative/regulatory advice; distillation; chemical reactions and manufacturing; repackaging; R&D; sales and marketing
Assets: nine warehouses; five laboratories; two manufacturing sites; seven offices; one clean room
Trading sales: 3%

137 ILARIO ORMEZZANO
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: two owned warehouses with total space of 85,000 square metres and storage capacity for liquid products of more than 7,000 cubic metres; one warehouse for rent; three offices; two laboratories; five trucks
Trading sales: 20%

138 AFRIGLOBAL COMMODITIES
Dubai, UAE
WWW.AFRIGLOBALONLINE.COM
Managing director: Manesh Blushan Garg
Products: Flexible and rigid polyurethane chemicals; food and feed ingredients; beverage grade ethanol; paint raw materials; mining chemicals; cosmetics raw materials and fine chemicals; soap and detergent raw materials; leather, textile and water treatment chemicals; oilfield chemicals; lube additives; plastic resins and processing aids; construction chemicals; pharmaceutical excipients
Services: Imports; technical after-sales support; end-to-end logistics; VMI; warehousing; blending
Assets: eight warehouses; 26 trucks; blending and formulation unit
Trading sales: 7.1%

139 ROWELL CHEMICAL
Hinsdale, Illinois, US
WWW.ROWELLCHEMICAL.COM
President: Thomas Harris
Products: Bleach; caustic soda; potassium hydroxide; hydrochloric acid; sulphuric acid; phosphoric acid; hydrofluosilicic acid
Services: Transloading from railcars to bulk storage tanks or trailers
Assets: two warehouses; 15 trucks; 35 trailers

140 MILES CHEMICAL
Arleta, California, US
WWW.MILESChemical.COM
CEO: Michael Miles; Chairman: Anthony MilesIX
Products: Acids; esters; lubricants; alcohols; flavours and fragrances; plasticizers; food additives; polyglycols; amines; glycol ethers; hydrogen peroxide; solvents; chelating agents; chlor-alkali; inorganics; surfactants; chlorinated solvents; thickening agents; ketones
**Services:** Manufacturing; blending; contract packaging; solvent reclamation; technical training; safety training; hazardous waste removal; customer product research

**Assets:** bulk storage capacity; warehouse space; 30 trucks; 32 trailers; 21 vans; 14 tankers; six Bobtails

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**JOSS ELASTOMERS**  
**2018 SALES:** $80.2M (€70M)  
**Alkmaar, Netherlands**  
**WWW.JOSS.NL**  
**President and CEO:** Frits C. Jeukens  
**Products:** Natural rubber; natural latex; synthetic rubbers; rubber chemicals; carbon black; renewable silica; process oils; silane coupling agents

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**WEBB CHEMICAL SERVICE**  
**2018 SALES:** $80M  
**Muskegon Heights, Michigan, US**  
**WWW.WEBBCHEMICAL.COM**  
**CEO:** Brad Hilleary  
**President:** Charlie Stevens  
**Products:** Caustic soda; caustic potash; solvents; aromatics; acids; surfactants; amines; ethanolamines; pharmaceutical ingredients; water and wastewater treatment chemicals; HI&I chemicals; coatings chemicals; metal finishing chemicals

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**AL NAHDA INTERNATIONAL (ANICHEM GROUP)**  
**2018 SALES:** $79.8M  
**Dubai, United Arab Emirates**  
**WWW.ALNAHDAFZ.COM**  
**Group managing director:** Dr T R Vijayan  
**Products:** Solvents; acetates; acrylates; alcohols; aromatics; cellulose ethers; coating additives; glycols; pigments; polymer emulsions; thickeners; ethanol; IPA; LABSA  
**Services:** Terminal storage for bulk liquid chemicals; drumming; 3PL logistics warehousing; custom blending  
**Assets:** tank terminal storage with dedicated berth access; nine warehouses; three production facilities; three laboratories  
**Trading sales:** 70%

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**CHEM INTERNATIONAL**  
**2018 SALES:** $79.1M  
**Warsaw, Poland**  
**WWW.CHEM-INTERNATIONAL.PL**  
**CEO:** Cezary Mielczarek  
**Board member:** Pawel Tomaszewicz  
**Products:** VAM; styrene monomer; butyl acrylate; phenol; glycols; solvents; anhydrides; polymers; EPS; caustic soda  
**Services:** Logistics support; intermodal solutions; warehousing; storage; customised services and solutions; technical support

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**PRAKASH CHEMICALS INTERNATIONAL**  
**2018 SALES:** $78.5M  
**Vadodara, Gujarat, India**  
**WWW.PCPIINDIA.COM**  
**Managing director:** Manish K Shah  
**Products:** Caustic soda flakes; TDI; caustic soda prills; benzyl alcohol; ethyl acetate; sodium sulphate anhydrous; cinnamic aldehyde; acetone; SLES; chlorinated paraffin wax; benzyl chloride; citric acid; liquid glucose; DEP; dextrose monohydrate; hydrochloric acid; white oil  
**Services:** Blending; packaging; storage; labelling; logistics supply chain service; quality assurance; inspection; country specific documents compliance; Reach registration; FAMI-QS certification  
**Assets:** two manufacturing plants; two warehouses; three subsidiaries outside India

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**GEORGE S COYNE CHEMICAL**  
**2018 SALES:** $76.8M  
**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 waste
Badhoevedorp, Netherlands
Managing director: Jacques van Lindonk
Products: 1,4-butanediol and derivatives (THF, GBL); plasticizers and flame retardants; pigments; proteins; cosmetic and personal care ingredients; coating resins and additives; bio-based solvents and binders; impact modifiers for plastics; foaming agents for plastics; additive masterbatches; sulfamic acid; ferric chloride; engineering plastics and compounds
Services: Storage management; logistics management; sales and marketing
Trading sales: 90%

Kocaeli, Turkey
CEO: Birgen Kaleagasi
Products: Detergent additives; disinfectant and protection chemicals; emulsifiers; polymers; surfactants; pool chemicals; actives and antioxidants; paints; oils and esters; conditioners; protectives; perfume; silicones; UV filters; fatty alcohols; adhesives
Services: Storage; transport; production; blending; packaging
Trading sales: 30%

Berlin, Germany
General director: Andreas Rogge
Products: Base oils; process oils; naphthenic oils; white oils; low viscosity oils; rubber process oils, petroleum jelly, bitumen, anti-freeze
Services: Supply chain and logistics; financing and trade finance; flexitank loading; market intelligence; storage; transshipment
Trading sales: 30%

Midlothian, Texas, US
President: Robert Rice
Products: Solvents, alcohols, aliphatics, aromatics, glycols, glycol ethers, ketones, base oils, finished lubricants
Imagine the endless possibilities of working with a partner that can be an extension of your organization to help drive the growth of your business.

A supplier that is a veritable supermarket of personal care chemicals, with cutting-edge cosmetic ingredient technology, an applications laboratory for the development of your new concepts, and all the logistical capabilities of a top 100 distributor.

Don’t imagine.

One Source. Infinite Possibilities. Coast Southwest

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SKYHAWK CHEMICALS
2018 SALES: $66.9M
Houston, Texas, US
WWW.SKHYAWKCHEMICALS.COM
President: Clark Knickerbocker
Products: Caustic soda; methanol; calcium chloride; sulfuric acid; anhydrous ammonia; aqua ammonia; KOH, urea, propylene glycol, hydrochloric acid, xylene, bleach, polyphosphoric acid, benzoic acid, ethylene glycol
Services: Blending, packaging, toll blending, storage, delivery, custom packaging, transloading
Assets: four warehouses, 20 trucks
Trading sales: >5%

SOLVCHEM
2018 SALES: $66.2M
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 programmes; export services; technical support; green chemistry product solutions; small container filling
Assets: Nine trucks; 24 trailers; 15 tankers

BRAINERD CHEMICAL
2018 SALES: $66M
Tulsa, Oklahoma, US
WWW.BRAINERDCHEMICAL.COM
CEO: Mathew A. Brainerd
Products: Peracetic acid; hydrofluoric acid; sulphuric acid; nitric acid; refrigerants; aromatics; amines; glycols; glycol ethers; high hazard acids; chlor-alkali; alcohols; formaldehyde; food processing sanitation chemicals; water treatment chemicals
Services: Packaging; blending; manufacturing/engineering services; contract packing; toll manufacture; logistic services; warehousing; transloading
Assets: Four production locations in Oklahoma, North Carolina, and Illinois; tank terminals; rail terminals; fleet of trucks, trailers and bulk tankers

ASTRO CHEMICALS
2018 SALES: $65M
Springfield, Massachusetts, US
WWW.ASTROCHEMICALS.COM
President: 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: Sales development; storage; logistics
Assets: Two warehouses, 12 trucks, five tankers; 12 storage tanks

LAVOLLEE
2018 SALES: $64.2M (€56M)
Levallois, France
WWW.LAVOLLEE.COM
President: Herve Lavollee
Products: Ingredients for life sciences; industrial chemicals
Services: Sales development; storage; formulation support; regulatory advice; VMI; outsourcing; repackaging
Our customers value our technical collaboration, outstanding product lines and superior service. But mostly, they value the fact that we put their needs first.
163 PROQUIBASA
Barcelona, Spain
WWW.PROQUIBASA.COM
CEO: Ivan Sanchez
Products: Specialty and commodity chemicals; coatings, construction and adhesives materials; pigments and performance products; water treatment chemicals; household and industrial cleaning chemicals; lubricants and metalworking chemicals
Services: Technical service; blending; manufacturing; toll manufacturing; bulk loading and storage
Assets: Full service and wholly owned facilities in Barcelona with tank farm and warehouse; regional hub in Madrid with tank farm and warehouse

164 WALSH & ASSOCIATES
Saint Louis, Missouri, US
WWW.WALSH-ASSOC.COM
President and CEO: Ellen M Murphy
Products: CASE chemicals; household, industrial and institutional chemicals; inks; personal care ingredients; oil and gas chemicals; agricultural chemicals; food and beverage ingredients; pharmaceutical ingredients; plastic additives; green chemicals
Services: Manufacturing; blending; contract packaging; technical training; IFS certified warehousing
Assets: Eight warehouse locations; liquid bulk storage; one tractor trailer

165 DIEN
Dallas, Texas, US
WWW.DIENINC.COM
President: Dien Stout
Products: Personal care ingredients; nutrition; food and beverage ingredients; industrial chemicals

166 AIREDALE CHEMICAL
West Yorkshire, UK
WWW.AIREDALECHEMICAL.COM
Managing director: Chris Chadwick
Products: Phosphoric acid; peracetic acid; hydrogen peroxide; acetic acid; caustic soda; manganese nitrate; polyaluminium chloride; diammonium phosphate; phosphates; phosphonates; surfactants; dyestuff and textile auxiliary chemicals; water treatment chemicals; cleaning and detergency chemicals

167 EMSA TECNOLOGIA QUIMICA
Barcelona, Spain
WWW.EMSAQUIMICA.COM
President: Jorge Grima
Products: Pigments; fillers; binders; inorganics; surfactants; minerals; additives
Services: Blending; packaging; storage
Assets: Four storage locations

168 HUBBARD-HALL
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 chemicals; corrosion prevention chemicals; paint stripping specialty formulations; wastewater treatment specialty blends
Services: Manufacturing/formulation of chemical specialties; custom blending; warehousing; analytical and laboratory services
Assets: Two manufacturing facilities; six warehouses; eight trucks

169 TRINTERNATIONAL
Seattle, Washington, US
WWW.TRICHEMICALS.COM
CEO: Megan E Gluth-Bohan
Products: Industrial, specialty, and fine chemicals for paints, coatings, adhesives, sealants, inks and dyes; polymers; composites and construction chemicals; metalworking chemicals; textile chemicals; lubricants; household and industrial cleaning chemicals; water treatment chemicals; oil and gas chemicals; food and beverage ingredients; feed and agricultural chemicals; pharmaceutical ingredients; cosmetics and personal care products
Services: Marketing; logistics; technical services; custom manufacturing; blending; contract packaging
Trading sales: 49%

170 CAMBRIDGE SOLUTIONS
Oakville, Ontario, Canada
WWW.CAMBRIAN.COM
President: Peter Jobling
Products: Organic ingredients; food ingredients; sodium reduction agents; green cleaning solutions; industrial additives; personal care ingredients; health ingredients; pulp and paper chemicals; petroleum lubricants; customized petroleum blends
Services: Customised petroleum laboratory formulations; blending; packaging; test kitchen; in-house laboratory

171 NEWPORT INDUSTRIES
Richmond, Surrey, UK
WWW.NEWPORT-INDUSTRIES.COM
Managing director: Raj Patel
Products: Soda ash; sodium bicarbonate; hydrocarbon resin; calcined bauxite; l-carnitine; resins; mineral animal feed materials; industrial chemicals
Services: Supply chain management; sourcing

172 VALUDOR PRODUCTS
San Diego, California, US
WWW.SOLVCHEM.COM
CEO: John Tree
Products: Agriculture/animal feed micronutrients; fertilizer ingredients; acids; inorganics; industrial chemicals; coatings, adhesives, sealants and elastomers; resins
Services: Sourcing; storage; dry and liquid blending; product development; new product innovation; organic certification
Assets: 16 warehouses; regional offices

173 METACHEM GROUP
Sao Paulo, Brazil
WWW.METACHEM.COM.BR
President: Ricardo Rego Freitas
Products: Food ingredients; mineral oils; coatings additives; plastics additives; feed ingredients; specialty chemicals
Services: Storage, logistics
Assets: Three warehouses; one head office/sales office; one sales office
Trading sales: 50%

174 VAN HORN, METZ & CO
Conshohocken, Pennsylvania, US
WWW.VANHORNMETZ.COM
President: Barret C Fisher
Products: Additives; specialty resins; extenders; pigments; dyes; base stock; silicates; surfactants; esters; thickeners; PAOs
Services: Dry blending; pigment treatment
Assets: 11 warehouses
Trading sales: 15%
The only constant in our industry is change.

Are you ready for what’s next?

GLOBAL REACH
LOCAL PERSPECTIVE

• Trusted partner for chemical supply chain and distribution needs
• Servicing customers with integrity for 30+ years, on 5 continents, across dozens of industries

WEGO IS HIRING!

SALES

Regional Sales Reps
USA, Mexico, Brazil

Industry/Category Specialists
USA, Mexico, Brazil

PRODUCT MANAGEMENT

Global Product Managers
USA

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1968-2019

For 51 years, we have successfully served the shifting needs of our clients.

Here for today and here for tomorrow.

WEGO CHEMICAL GROUP

Great Neck, NY 11021, USA
WEGOCHEM.COM

McCullough & Associates

McCullough & Associates is an agent and distributor of specialty chemicals, instruments and process equipment.
## EUROPE CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

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<tr>
<th>Company</th>
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<td>2 Heilm</td>
<td>3,297.0</td>
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<tr>
<td>3 Univar Solutions*</td>
<td>1,970.0</td>
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<td>5 IMCD*</td>
<td>1,561.4</td>
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*EMEA (Europe, Middle East and Africa) **DKSH figures are based on industry estimates. Europe sales include North America.

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.
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**CARBONO QUIMICA**

2018 Sales: $49m (€42.3m)

**Managing Director:** Divyesh Palicha

**Products:** Aliphatic solvents; aromatic solvents; conjugated epoxy resins; epoxy hardeners; coatings additives; paint driers; alkyl resins; glycerine; fatty esters; hydrogen peroxide; inorganics; ketones; personal care ingredients; polyglycols; solvents; textile care ingredients; water treatment chemicals.

**Services:** Inventory warehousing; freight consolidation; freight forwarding; shipping documentation; technical support; innovation centre; paint formulation and optimisation; product performance evaluations.

**Assets:** Fully owned distribution and warehouse facility in Miami, Florida.

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**BARENDRECHT, THE NETHERLANDS**

**Managing Director:** Cees-Jan Crezée

**Products:** Nylons, DEPD, aromatics, glycols, alcohols, ketones, hydrocarbons, acetates.

**Services:** Bulk distribution; salvage trading; recycling; logistics; storage; inventory management; consignment stock; marketing; souring; recipe consultation.

**Assets:** Offices in The Netherlands, Denmark and Spain.

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**Diepholz, Germany**

**Owner and Managing Director:** Winfried Fichtel

**Products:** Catalysts; chemical intermediates; cosmetics; toiletries and personal care ingredients; food ingredients; industrial chemicals; pharmaceutical ingredients; plastics additives; polymers; epoxies; chemical/cellulose chemicals; solvents/diluted solvents; water treatment chemicals; waxes.

**Services:** Wholesale custom blending and packaging; distilled spirits plant; in-house QC and RAD laboratories; LTL and truckload quantities; single and multi-transportation; tanker deliveries; local warehousing and logistics; returnable and one-way containers; remote tank monitoring.

**Assets:** Warehouses at four locations; liquid bulk storage; distilled spirits plant; 15 trucks; 23 trailers; six tankers.

---

**DROGAS VIGO**

2018 Sales: $45m (€40.2m)

**President and CEO:** Enrique Gasal Larea

**Products:** Solvents (oxygenated, hydrocarbon); chlorinated; including in-house recycled solvents; non-organic chemicals (acids, chloro-alkalis); paper chemicals; thinner formulations; food ingredients; pharmacopoeia chemicals; industrial lubes and waxes; surfactants; water treatment chemicals; resins and silicones; paraffins; fillers and pigments; mining chemicals.

**Services:** Warehousing and supply chain services; ADR transport via own fleet; automotive expertise; JT delivery; vendor-managed inventory; telemetry; chemicals vessel reception and bulk storage; filling, labelling; packaging; drumming; R&D; e-platforms; e-invoicing.

**Assets:** 60 storage tanks in Spain; warehouse in Spain; recycling unit with 16 tanks; three road tankers; five trailers; ADI certified; 44 storage tanks in Portugal.

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**MCULLOUGH & ASSOCIATES**

2018 Sales: $45m (€40.2m)

**President:** George McCullough

**Products:** Organic and inorganic pigments; dispersions; wax additives; fumed silica; carbon black; clays; specialty additives; matting agents; laboratory equipment; mixers; tanks; cast urethane systems; polyurethanes; hydrocarbon dispersions; hydrocarbon resins; silicone dispersions.

**Services:** Storage and logistics; formulation assistance; technical service; process engineering services.

**Assets:** Outside bonded chemical warehouse.

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**RAMCHARAN**

2018 Sales: $49m

**Managing Director:** Fernando Espinosa

**Products:** Alkyl resins; pigments; glycerine; fatty esters; hydrogen peroxide; inorganics; ketones; personal care ingredients; polyglycols; solvents; textile care ingredients; water treatment chemicals.

**Services:** Storage; waste management (waste disposal certified); salvage recovery and re-sale; Reach consultation; contract and toll manufacturing.

**Assets:** Three warehouses.
LTL delivery; laboratory testing

**Assets:** 12 trucks; 12 tankers; 10 trailers;
warehousing

189 **HENRY HIRSCHEN**

2018 SALES: $42M

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 to customers

**Assets:** Warehouse

**Trading sales:** 2%

---

**Trading sales:** 70%

191 A.+ E. FISCHER-CHEMIE

2018 SALES: $41.5M (€36.2M)

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 potash; sodium bicarbonate; hydrogen peroxide; activated carbon; sodium persulfate

**Services:** Storage; packaging; mixing; exporting

**Assets:** Two warehouses for solid and liquid products; 16 trucks

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**192 QUELARIS**

2018 SALES: $40.7M

Panama City, Panama
WWW.QUELARIS.COM

CEO: Paul Vanhauw

**Products:** Polyurethanes; rubber; coatings; personal and home care ingredients; adhesives

**Services:** Technical sales and service; local warehousing; immediate dispatch; repackaging

**Assets:** 13 countries distribution network - Bolivia, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Panama, Peru and Caribbean Islands

**Trading sales:** 14%

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193 **DUTCH2**

2018 SALES: $40.3M (€35.2M)

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; consignment stocks

**Assets:** Two offices; several local warehouses; over 50 returnable IBCs

**Trading sales:** 30%

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**194 DAXX**

2018 SALES: $40M

Houston, Texas, US
WWW.DAXXGRP.COM

Managing director: Alan Looney

**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; consignment stocks

**Assets:** Two offices; several local warehouses; over 50 returnable IBCs

**Trading sales:** 30%
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- Metal Working
- Greases
- Additives for Lube and Marine Oils
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- Synthesis

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- Repacking
- Private Labeling
- Toll Blending
- Toll Manufacturing
- Hazmat Certified

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President: Jean Marie Diederichs
Products: Solvents; aromatics; glycol ethers; esters; alcohols; isocyanates; amines; specialty chemicals
Services: Blending; packaging; storage; railcar, tanker, ISO tank, vessel shipments
Assets: One warehouse; four trucks; four tanks
Trading sales: 20%

Schiedam, Netherlands
WWW.EQUILEX.COM
Managing director: Cees Verdel
Products: Higher olefins; alkylphenols; alkylbenzenes; ethanolamines; ethylene glycols; solvents; performance intermediates; phenol; aromatics; tackifying resins; isophorone; diacetone alcohol
Services: Marketing; storage; packaging; sea, rail and road transportation; customs services; Reach regulation services
Trading sales: 20%

San Carlos, California, US
WWW.VIVIONINC.COM
President: Michael Poleselli
Products: Acidulants; sweeteners; humectants; preservatives; chelants; hydrocolloids; surfactants; vegetable oils; anti-foams; tabletting aids; micronutrients; vitamins; minerals
Services: VivAssure testing
Assets: Two offices/warehouses; one truck

Dubai, UAE
WWW.LCP.AE
Managing director: Malik Pervez Zaman
Products: Synthetic rubber; PVC; engineering plastics; plasticizers; latex; monomers; construction chemicals; animal nutrition; coatings chemicals
Services: Market expansion; technical support
Trading sales: 100%

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; stabilizing
Assets: Three locations; seven trucks; 30 tank cars; 10 box trucks; full analytical laboratory
Trading sales: 10%

Toronto, Ontario, Canada
WWW.NORTHSPEC.COM
Principal and president: Noel Shahnazarian
Products: Epoxy resins and hardeners; aliphatic and aromatic urethanes and polyols; acrylic resins; pigments and additives; coatings materials; graphic arts materials; construction chemicals; floor care chemicals; composites; adhesives; plastics and rubbers
Services: Inventory management; logistics
Assets: Six warehouse facilities across Canada; one head office
Trading sales: 5%

Sao Paulo, Brazil
WWW.BRISOCOPEC.COM.BR
WWW.BRISOCOPEC.COM
CEO: Guillermo Castillo
Products: Styrene monomer; thermoplastics (PE, PS, EPS, ABS, PC); acrylates; plasticizers, solvents
Services: Distribution; logistics; warehousing; blending; agent services
Assets: 2 warehouses; 3 offices; 10 trucks
Trading sales: 30%

Glendale, New York, US
WWW.INDEPENDENTCHEMICAL.COM
President: Jonathan Spelman
Products: Caustic soda; paper chemicals; solvents; aromatics; food specialties; pharmaceutical and nutrition specialties; surfactants; alkalis; acids; glycols; oxidizers; phosphates
Services: Food grade dry blending and packaging; pharmaceutical repackaging; liquid filling and repackaging
Assets: One warehouse; five trailers; three tankers; one straight truck

Trenton, New Jersey, US
WWW.RECARROLL.COM
CEO: 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
Assets: Corporate office and warehousing in New Jersey; warehouse locations in Cali-
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BRUGUES
2018 SALES: $34.4M (C30M)

Viladecans, Barcelona, Spain
WWW.BRUGUES.COM

CEO: Raimon Bruigas Santos

Products: Acetone; benzyl alcohol; diaceto- tone alcohol; dipropylene glycol; ethyl aceta- te; formic acid; isobutyl alcohol; isopro- pyl acetate; methyl ethyl ketone; methyl isobutyl ketone; methylisopropyl acetate; n-propanol; phosphoric acid; propylene gly- col USP; trimethylamine

Services: Packaging; mixtures, solutions and dilutions

Assets: Warehouse
Trading sales: 20%

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MCKINNON INTERNATIONAL
2018 SALES: $34.3M

Singapore
WWW.MCKINNON.COM.SG

Managing director: Chao Tiek Yoo

Products: Raw materials for adhesives; coatings materials; UPR, PU and TPU; acrylic resins; thickizers; rubber additives; water-based homogenizer

208

ACID PRODUCTS
2018 SALES: $34.1M

Chicago, Illinois, US
WWW.ACIDPRODUCTS.NET

President: Jim Fisher

Products: Caustic soda; paper chemicals; solvents; aromatics; acids; caustics; sur- factants; dry chemicals; solvents; hydrogen peroxide

Services: Full blending; contract packaging; powder blending; bulk storage

Assets: 2 locations, including 250 acres in Indiana with rail service; 8 powder blenders; 30 liquid blending tanks; 8 trucks; 2 onsite chemists; a high pressure homogenizer

209

VECKRIDGE CHEMICAL
2018 SALES: $33M

Lindsay, New Jersey, US
WWW.VECKRIDGE.COM

President: Mark Wea

Products: Phenol; aromatics; aromatics; acids; chlor- alkali; specialty chemicals; food ingredients

Services: Packaging; dilution; storage

Assets: 5 trucks; 3 warehouses
Trading sales: 85%

210

LUMAR
2018 SALES: $32.6M (C28.5M)

Barcelona, Spain
WWW.LUMARQUIMICA.COM

President: Luis Ribera

CFO: Bruno Saillant

Products: Antioxidants; corrosion inhibitors; antioxidant/EP additives for lubes; fatty acids; fatty alcohols; surfactants; polyglycol ethers; esters; polyisobutylene glycol; silicones; sodium; sulfonates; TBP; friction modifiers; antifoams; tackifiers; antimotes; pour point depressants; viscosity index improvers; OCP; amines

Services: Warehousing and storage; repack- aging; blending; sampling; technical services; training; formulating

Assets: Three party warehouse
Trading sales: 20%

211

RADCHIM PRODUCTS
2018 SALES: $32.1M

Orland Park, Illinois, US
WWW.RADCHIM.COM

President: William M Radostits

Products: Chemicals and solvents; acetates; organic solvents; aliphatic and aromatic hydrocar- bons; glycerin; ethanol; process and base oils; reuse solvents; resins; ketones; K-1 ketone

Services: Transport via railcar, tanker, drums, totes; blending

Assets: Dedicated owned trailer

212

T&G GROUP (INCLUDES T&Z TRAD- ING, TAI CHEMICALS, TREA)
2018 SALES: $31.6M

Mexico City, Mexico
WWW.TREA.COM.MX

WWW.TAIQUEM.COM

President: Fernando J Vazquez

Products: Caustic sodium; chlorite; sodium hypochlorite; sulfuric acid; sodium carbonate; sodium chloride; calcium chloride; sodium bicarbonate; hydrogen peroxide; formic acid; organic phosphonates HEDP-ATMP; EDTA; PHT; chromic chloride; sodium metabisulphite; acetic acid; acetic anhydride

Services: Packaging; transport and logistics; storage; dilution; blending

Assets: Five warehouses; 28 trucks and 35 tank trucks
Trading sales: 9.28%

213

INDUSTRIAL CHEMICALS CORP
2018 SALES: $30.2M

Arvada, Colorado, US
WWW.INDUSTRIALCHEMICALS.COM

President: Robert W. Wilson II

Products: Acetic acid; ethylene glycol; inorganic chemicals; CRD extraction chemicals; chelating agents; chlor-alkali products (caustic soda; KOH); detergent chemicals; glycols and glycol ethers; heat transfer fluids; hydrogen peroxi- de; ketones; metal finishing chemicals; oil- field chemicals; organic; and inorganic chemical; pharmaceutical chemicals; surfactants; water treatment chemicals

Services: Contract blending; proprietary blending; transloading, warehousing

Assets: Three warehouses; 25 tankers; 10 tractors; five vans; bulk storage; rail siding

Trading sales: 71%

214

SAMECA PQ
2018 SALES: $29.9M (C26M)

Porto, Portugal
WWW.SAMECAPO.COM

CFO: Eduardo Moura e Sar

President: Steve Pinell

Products: Acids; alkaloids; sodium carbonate; inorganic chemicals; phosphates; ferric chloride; adipic acid; sodium metabisulphite; acetic acid; acetic anhydride

Services: Packaging; transport and logistics; storage; dilution; blending

Assets: Five warehouses; 28 trucks and 35 tank trucks
Trading sales: 9.29%

215

SAL CHEMICAL
2018 SALES: $29.8M

Weirton, West Virginia, US
WWW.SALCHEM.COM

President: Steve Pinell

Products: Acids; alkaloids; sodium carbonate; ferric chloride; phosphates; ferric chloride; chelating agents; acetic acid; acetic anhydride

Services: Contract blending; proprietary blending; transloading, warehousing

Assets: Two warehouses; 15 trucks; one bulk storage facility; one refrigerated facility

Trading sales: 79%

216

MOROIS DE CASTRO
2018 SALES: $29.5M (€21.2M)

Salvador, Bahia, Brazil
WWW.MOROISDECAS.COM.BR

CEO: Andre Castro

Products: Surfactants; glycols; white min- eral oils; caustic soda; sodium hydroxide (LAB-S); inorganic acids; sodium hydroxide; sulfuric acid; sodium hydroxide; white spirit; pine oil; maleic resin; gum resin; hydrochloric acid; SLES 7; fru- fructose; sugars; maltodextrins; thickeners; white spirit; pineapple; maltose; sweeteners; gum rosin; mineral spirit; inorganic acids; sodium hydroxide; white spirit; sodium carbonate; white spirit

Services: Three warehouses; 10 jumbo trucks; six cars

Assets: Two warehouses; 15 trucks; one bulk storage facility; one refrigerated facility

Trading sales: 79%

217

VENUS CHEMICALS GROUP
2018 SALES: $29.0M

Cairo, Egypt
WWW.VENUSCHEM.COM

CFO: Ahmed Jamal Alghouli

President: Glycerine; acetylene; phenol; ethyloxy- lates; fatty alcohol ethoxylates; polyglycerol; carboxylates; castor oil ethoxylates; soy; lactic acid

Services: Tank storage; railcar unloading; blending; liquid packaging; bagging; trans- loading; warehouse storage; property rental; trucking

Trading sales: 40%

218

MONACH GROUP
2018 SALES: $27.0M (£15.88M)

Nadiad, Gujarat, India
WWW.MONACHGROUP.COM

CEO: Anil Patel

Products: Minerals; resins; additives; pig- ments; specialty chemicals

Services: Storage, packaging

Trading sales: 79%

219

HUNG CHEMICALS
2018 SALES: $26.3M

Patterson, New Jersey, US
WWW.HUNGCHEM.COM

CFO: David Teitzel

Products: Minimethanes; resins; additives; pig- ments; specialty chemicals

Services: Storage, packaging

Trading sales: 79%

220

SEELER INDUSTRIES
2018 SALES: $26.1M

OneGenstar Drive, Joliet, Illinois
WWW.SEELEINDUSTRIES.COM

CEO: Steve Seeler

Products: Ammonium sulfate; acetic acid; caustic sodium; caustic soda; hydrochloric acid; sodium hydroxide; sodium carbonate; white spirit; pine oil; maleic resin; gum resin; hydrochloric acid; SLES 7; fructose; sugars; maltodextrins; thickeners; white spirit; pineapple; maltose; sweeteners; gum rosin; mineral spirit; inorganic acids; sodium hydroxide; white spirit; sodium carbonate; white spirit

Services: Four warehouses; 30 trucks; 36 truck trailers; 27 aboveground storage tanks; seven rail spur; overheat rail trestle

Trading sales: 40%
LAKE CHEMICALS AND MINERALS
2018 SALES: $22.9M (£20M)

Redditch, UK
WWW.LAKECM.CO.UK
MD: Dr Steven Cartlidge
Products: Specialty chemicals for coatings; adhesives; corrosion removal and inhibition; construction, lubricants, flame retardants, pharmaceutical, cosmetics, personal and home care, rubber, plastics, electronics, water treatment, food, nutrition, flavours
Services: Technical sales and marketing; application development; warehousing; quality control; regulatory services; blending and packing; contract research and manufacturing service
Assets: Research and development laboratories for food and personal care; BRC AA-graded and MHRA certified warehouse
WWW.MONARCHCHEMICALS.CO.UK
Chairman: Phillip Copeland
Products: Glycerine; glycolos; citric acid; formic acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; epichlorhydrin; cinnamic acid; propionic acid; nitric acid; agricultural sillage and performance additives; fertilisers and feed products
Services: Warehousing; liquid and powder blending; dilutions; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing
Assets: Two distribution locations with bulk and packed storage; offices; purpose-built trucks
Trading sales: 18%

SEACOLE
2018 SALES: $22M

Plymouth, Minnesota, US
WWW.SEACOLE.COM
President and CEO: Gregg Elliott
Products: Electronic processing chemicals (printed and integrated circuit); surface finishing/plating chemicals; industrial cleaning detergents; odour control chemicals; transportation cleaning and maintenance; laboratory reagents; fine chemical ingredients; water treatment chemistry
Services: Custom and contract blending and packaging; private label blending and packaging logistics
Assets: Warehouse/manufacturing/headquarters; trucks
WWW.MONARCHCHEMICALS.CO.UK
Chairman: Phillip Copeland
Products: Glycerine; glycolos; citric acid; formic acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; epichlorhydrin; cinnamic acid; propionic acid; nitric acid; agricultural sillage and performance additives; fertilisers and feed products
Services: Warehousing; liquid and powder blending; dilutions; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing
Assets: Two distribution locations with bulk and packed storage; offices; purpose-built trucks
Trading sales: 18%

WHITCHEM
2018 SALES: $20.9M (£16.4M)

Newcastle-Under-Lyme, Staffordshire, UK
WWW.WHITCHEM.CO.UK
Managing director: Charles Hawley
Products: Resins and polymers; pigments; fillers and additives for adhesives and sealants; coatings and inks ingredients; plastics and rubber additives; construction and refractory materials; textiles processing and finishing chemicals; additives for agriculture and horticulture chemicals; filtration media for liquid/solid separation
Services: Storage and logistics for UK and Ireland; specialist technical support; project development; formulation advice; agency sales
Assets: Sales office and warehouses
WWW.MONARCHCHEMICALS.CO.UK
Chairman: Phillip Copeland
Products: Glycerine; glycolos; citric acid; formic acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; epichlorhydrin; cinnamic acid; propionic acid; nitric acid; agricultural sillage and performance additives; fertilisers and feed products
Services: Warehousing; liquid and powder blending; dilutions; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing
Assets: Two distribution locations with bulk and packed storage; offices; purpose-built trucks
Trading sales: 18%

THE WHITE SEA & BALTIC COMPANY
2018 SALES: $18.9M (£14.8M)

Leeds, UK
WWW.WHITSEASEA.CO.UK
Managing director: Alan Carradice
Products: Surfactants; fatty acids; oleochemicals; biocides; sun care UV absorbers; personal care products; epoxy resin; reactive diluents; benzonic acid; lactate esters; tall oil fatty acid; akyl polyglycosides
Services: Storage; packaging; sourcing
Assets: Office; group warehouse
Trading sales: 35%

EAGLE ALCOHOL
2018 SALES: $18.7M

St Louis, Missouri, US
President: Daniel J Croghan
Products: Ethyl alcohol; organic ethanol; glycols; glycol ethers
Services: Blending; packaging; storage
Assets: Three tractors; 12 tankers; one box trailer; warehouse
WWW.MONARCHCHEMICALS.CO.UK
Chairman: Phillip Copeland
Products: Glycerine; glycolos; citric acid; formic acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; epichlorhydrin; cinnamic acid; propionic acid; nitric acid; agricultural sillage and performance additives; fertilisers and feed products
Services: Warehousing; liquid and powder blending; dilutions; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing
Assets: Two distribution locations with bulk and packed storage; offices; purpose-built trucks
Trading sales: 18%

BIACHEM
2018 SALES: $19.0M

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: Five contract warehouses in UK and Ireland
WWW.MONARCHCHEMICALS.CO.UK
Chairman: Phillip Copeland
Products: Glycerine; glycolos; citric acid; formic acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; epichlorhydrin; cinnamic acid; propionic acid; nitric acid; agricultural sillage and performance additives; fertilisers and feed products
Services: Warehousing; liquid and powder blending; dilutions; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing
Assets: Two distribution locations with bulk and packed storage; offices; purpose-built trucks
Trading sales: 18%

COMINDEX
2018 SALES: $21.3M (£16M)

Barcelona, Spain
WWW.COMINDEX.ES
CEO: Ana-Cristina Arp
Products: Defoamers and air release additives; surface additives; wetting and dispersing additives; polyurethanes; acrylics; styrene-acrylic hybrids; UV-curable dispersions and polyols; epoxy resins and reactive diluents; alkyl emulsions; linseed and castor oils and derivatives; organic, inorganic, aluminium, effect and pearl pigments and pigment dispersions; wax additives; additives for thermoplastics; coupling agents; rheology modifiers; adhesion promoters; corrosion inhibitors
Services: Technical assessment; storage; agency sales; training; testing
Assets: Warehouse; office space
WWW.MONARCHCHEMICALS.CO.UK
Chairman: Phillip Copeland
Products: Glycerine; glycolos; citric acid; formic acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; epichlorhydrin; cinnamic acid; propionic acid; nitric acid; agricultural sillage and performance additives; fertilisers and feed products
Services: Warehousing; liquid and powder blending; dilutions; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing
Assets: Two distribution locations with bulk and packed storage; offices; purpose-built trucks
Trading sales: 18%
**SPECIAL REPORT**

**TOP 100 CHEMICAL DISTRIBUTORS**

**Product:** Surfactants; chelates; organic peroxide initiators; fatty acids; FRP equipment; fiberglass reinforcements; unsaturated polyester resins; gelcoats; solvents; thickeners and release agents.

**Services:** Industrial chemical distribution; storage; packaging; blending; trucking and delivery services.

**Assets:** Warehouses; three semi-trucks and three temperature-controlled trailers.

**Trading sales:** 10%

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**KEMAT**

2018 SALES: $17.0M (€14.8M)

Brussels, Belgium

[www.kematbelgium.com](http://www.kematbelgium.com)

**Managing director:** Simon Mason

**Products:** Polysobutenes including proprietary blends; polyalcohols including low and high viscosity and metallocone; lubricant auxiliaries such as castor and linseed oils, molybdenum disulphide and 12-hydroxystearic acid; fuel additives (Keropur) with BASF technology.

**Services:** Blending; bulk storage; drumming; outsourcing; packaging; repackaging; sourcing; transport with own fleet; warehousing.

**Assets:** 75 ISO containers; warehouses with drumming, blending and repackaging capability; five offices globally; internal laboratory.

**Trading sales:** 7%

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**TECNOSINTESI**

2018 SALES: $16.6M (€14.5M)

Bergamo, Italy

[www.tecnosintesi.com](http://www.tecnosintesi.com)

**Sales and marketing manager:** Michele Angius

**Products:** Adipic acid; ammonium polyphosphate; acetyl tributyl citrate; butanediol; cyclohexane-dimethanol; diallyl phthalate; hexanediol; isophthalic acid; monobutyltin oxide; monopropylene glycol; polyethylene wax; p-tet butyl phenol; tartaric acid; trimethylolpropane; zinc oxide.

**Services:** Trading; general and specialties sourcing; storage; blending; repackaging.

**Assets:** Four warehouses; three tractors; five trailers.

**Trading sales:** 70%

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**SAIPER CHEMICALS**

2018 SALES: $15.4M (Rs1.07BN)

Mumbai, India

[www.saiper.com](http://www.saiper.com)

**Managing director:** BV Raghavan

**Products:** Additives; amines; C4 chemicals; coalescing aids; glycol ethers; propylene glycols; 1-2 diaminocyclohexane; 2-ethylhexyl acetate; 2-ethylhexylglycerin; capryl glycol; dimethyl succinate; di-n-butyl ether; isoamyl alcohol; vinyl 2-ethylhexanoate.

**Services:** Registered with the FSSAI (supply to F&B Industries) and the FDA (supply to the pharmaceutical industry); custom blending and repackaging; drumming; market research; technical support; trend analysis; warehousing; legal compliance.

**Assets:** Two offices; three warehouses (one owned); blending/formulation unit.

**Trading sales:** 1-2%

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**ROYALE GROUP (AWSM, SHORE-CHEM, ROYALE PIGMENTS)**

2018 SALES: $15M

Paramus, New Jersey

[www.royalepigments-chem.com](http://www.royalepigments-chem.com)

**CEO:** John Logue

**Products:** Alkali fluoroborates; fluorides; metal fluoroborates; nitrides/nitrites; borates; specialty organic and inorganic fluorines; pearsilsents; fluorescents; iron oxides.

**Services:** Stock and supply chain management; consulting; blending; grinding.

**Assets:** Five warehouses; two converting locations.

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**EMCO-INORTECH**

2018 SALES: $14.7M (C$20M)

Terrebonne, Quebec, Canada

[www.inoritech.com](http://www.inoritech.com)

**Vice president, sales and marketing:** Jean-Baptiste Moranta

**Products:** Specialty chemicals for paints and coatings - resins, additives, pigments.

**Services:** R&D application laboratory services.

**Assets:** Two offices, including one R&D laboratory.

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**AMERICAN CHEMIE**

2018 SALES: $13.2M

Austin, Texas, US

[www.americanchemie.com](http://www.americanchemie.com)

**President:** Paula Kamdar

**Vice president:** Mike Kamdar

**Products:** Personal care and sunscreen ingredients; food and nutrition ingredients; surfactants; animal nutrition; paints; inks; catalysts; lube oil; greases; metal-working chemicals, PVC lubricants; flame retardants; synthesis chemicals.

**Services:** Logistics; imports; handling hazmat chemicals in IS tanks; just-in-time delivery; hazmat certified; outsourcing; tolling; private labelling.

**Assets:** Large inventories of chemicals in six warehouses across the US.
SPECIAL REPORT
TOP 100 CHEMICAL DISTRIBUTORS

PRODUCTS: Plasticizers; corrosion inhibitors; additives; solvents; fatty acids; alcohols; specialty chemicals; industrial chemicals; food additives
SERVICES: Blending; packaging; labelling; storage; consignment; JIT delivery
ASSETS: Four warehouses
TRADING SALES: 10%

244 CLARIQUIMICA
2018 SALES: $9.3M
Sao Paulo, Brazil
WWW.CLARIQUIMICA.COM.BR
CEO: Valne Lucas Vieira
PRODUCTS: Pigments and additives; pigment dispersions; paper and textile chemicals; iron oxide; dyes for paper and textiles; caustic soda; carbon black
SERVICES: Blending and packaging
ASSETS: Warehouse; one truck
TRADING SALES: 75%

245 SMA COLLABORATIVES
2018 SALES: $8.9M
Cincinnati, Ohio, US
WWW.SMACOLLABORATIVES.COM
President: Saad Ashoor
PRODUCTS: Personal care ingredients
SERVICES: In-house extraction; blending; testing and free formulations support
ASSETS: Innovation office/lab in Seoul, South Korea; headquarter/warehousing in Cincinnati; applications lab and warehouse in south Florida; office and sales in Bogota, Colombia
TRADING SALES: 30%

246 A.S. PATERSO
2018 SALES: $5.5M (C$7.5M)
Toronto, Ontario, Canada
WWW.ASPATERSON.COM
CEO: Rod Paterson
PRODUCTS: Pigments; pigment dispersions; dyes, micromixed waxes; wax emulsions; foam control products; acrylic emulsions; polyurethane dispersions; polyester resins; nitrocellulose; amino resins; isocyanates; corrosion control chemicals; concrete admixtures; fragrances

247 DAKRAM MATERIALS
2018 SALES: $4.0M (£3.12M)
Biggleswade, Bedfordshire, UK
WWW.DAKRAM.COM
MANAGING DIRECTOR: Kate Mingay
PRODUCTS: Inorganic metal-based chemicals; agricultural chemicals; animal feed and nutrition ingredients; catalysts; water treatment chemicals; electronic ceramics; ceramics; glass; bakery products; metal treatment; welding chemicals

248 HIGGI
2018 SALES: $1.9M (£1.5M)
Wrexham, UK
WWW.HIGGI.CO.UK
MANAGING DIRECTOR: April Davies
PRODUCTS: Ferrous-based chemicals (iron); ammonium sulphate; magnetite; play sand
SERVICES: Packaging; storage; repackaging
ASSETS: Administrative office building; plant and machinery
TRADING SALES: 95%

249 KETSIN DE COSTA RICA
2018 SALES: $1.4M
San Rafael, Costa Rica
WWW.KETSINCR.COM
CEO: Cesar Marin
PRODUCTS: Titanium; emulsions; resins; pigments; masterbatches; plastics; polyethylene; solvents; aromatics; specialty products; food additives; sanitizers; consumer products; household chemicals; personal care ingredients
SERVICES: Storage; packaging
ASSETS: One warehouse; transportation fleet

NOTE: EMEA sales for Brenntag, IMCD, Univar listed under Europe

CURRENCY CONVERSION RATES
31 DECEMBER 2018

$1 =
Euro 0.8729
British Pound 0.7837
Swiss Franc 0.9833
Canadian Dollar 1.3644
Singapore Dollar 1.3623
Brazilian Real 3.8809
Indian Rupee 69.6049
Australian Dollar 1.4193
Malaysian Ringgit 4.1331
Japanese Yen 109.7144
Chinese Yuan 6.8783
Thai Baht 32.3195
Mexican Peso 19.6426
South African Rand 14.3853
South Korean Won 1,113.5216

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