We present the ICIS Top 50 Chemical 3PLs to help you select a partner to manage logistical challenges. We highlight services, capabilities and geographic regions.

**AGILITY**
Liverpool, UK
www.agilitylogistics.com
President and CEO, chemicals sector, Andrew Jackson
2011 Sales: Kuwaiti Dinar (KWD) 1.33bn ($4.78bn)
2011 Chemical sector sales: NA
Geographies: Europe, US, Asia, Middle East
Agility’s Specialty Chemicals business delivers value to its chemical and petrochemical industry customers by implementing practical, impartial and, most importantly, cost-saving supply chain solutions. Agility has a range of freight management and procurement services, in addition to operations outsourcing and systems capabilities. With both asset light and asset appropriate solutions to fit the needs of mature as well as rapidly growing markets, Agility is placed to meet the evolving requirements and challenges of this specialist sector.

**AHLERS**
Antwerp, Belgium
ahlers.com
Chairman and CEO Christian Leysen
2011 Sales: €250m ($324m)
2011 Chemical Sector Sales: NA
Geographies: Benelux, Russia, Commonwealth of Independent States (CIS), China, India, Singapore, Indonesia, Vietnam, Dubai, Africa
Services: Warehousing; value-added logistics; freight forwarding; distribution; customs brokerage; consulting; special projects
Key facts: 103-year-old family-owned company; 1,800 employees; presence (own operations) in 20 countries; hazardous goods warehouse (Seveso upper tier) in Ghent, Belgium; repacking facility in Antwerp, Belgium; warehouses in Russia, Ukraine, China, Indonesia, India

**A.N. DERINGER**
St Albans, Vermont, US
www.anderinger.com
President and CEO Jake Holzscheiter
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: North America, Europe, Pacific Rim
Services: Freight forwarding; supply chain management; transportation management; warehousing; customs brokerage; logistics consulting; North American ground transportation
Key Facts: More than 425 employees; 30 offices; 98 US Customs brokers on staff; agents worldwide

**ALFRED TALKE LOGISTIC SERVICES**
Huerth, Germany
www.talke.com
Group managing director Alfred Talke
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: Europe, CIS, Middle East, India, China
Services: Road and intermodal land transport of dangerous and harmless liquids, bulk and packed goods; warehousing; value-added services such as...

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From road to rail to ship, getting chemicals and polymers from their production point to where you need it in a cost-effective manner is critical to managing your supply chain. More than ever, companies are focusing on transportation and logistics to either maintain competitiveness or gain an edge. It’s worthwhile exploring all the options in getting products from A to B. Sometimes flexibility is required, as relying on one mode of transport may not meet buyer and seller needs.

**Companies are focusing on transportation and logistics to maintain competitiveness or gain an edge**

Stephen Hamilton, managing director of US-based third-party logistics provider (3PL) ChemLogix explores this dynamic on page 34, giving examples of the advantages of intermodal transport – shipping goods using more than one form of transport.

The growing use of standardized ISO tank containers has revolutionized the way shippers can handle, store and transport chemicals, says Hamilton. These containers can be transferred from trucks, freight trains and ships without unloading, enabling a relatively seamless relay from one mode of transport to another.

On a global basis, as the chemical sector responds to economic and social changes, 3PLs must also be ready to adapt, says Paul Gooch, founder and managing director of Switzerland-based consultancy The Logistical Group, in his article on page 32.

Greater volumes will continue to flow out of the Middle East, and also potentially from the US as the shale gas boom leads to greater production. In Asia, capacity and demand are expected to grow strongly, driving trade within the region.

These 3PLs will be faced with the challenge of keeping up with these changes, and at the same time avoiding over-engineered solutions that can build unnecessary costs into the supply chain, says Gooch.

The main challenge for 3PLs is dealing with the complexity inherent in the global chemical sector, and reducing that complexity in coming up with supply chain solutions for customers, he adds.

We hope you find the ICIS Top 50 Chemical 3PLs listing useful in finding the right partner to solve your logistical challenges. It is a global listing; coverage of geographies often goes far beyond the companies’ country headquarters. There is also a wide variety of 3PLs – some asset-based and some non-asset based (4PLs).

While all the companies listed serve the chemical sector, the vast majority also serve a number of other sectors, from food to metals to consumer products. Whether privately-owned for decades or publicly traded, each offers unique services.

If we missed you in our listing, please let us know you’re out there – drop me a line at joseph.chang@icis.com

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**JOSEPH CHANG**
NEW YORK

**WILL BEACHAM**
LONDON
bagging, filling, transferring, and sampling of dangerous and harmless goods; temperature-controlled storage; customized transport solutions (eg. for clean room requirements) including design of dedicated equipment and loading points, as well as customized modification of standard equipment; logistics facilities consultancy, design, and construction project management; supply chain consultancy

Key facts: More than 2,000 tank and dry bulk containers and vehicles; 1,600 employees and partners in 14 countries on three continents

**APL LOGISTICS**

Singapore

www.aplogistics.com

President Jim McAdam

2011 Sales: $1.41bn (€1.09bn)

2011 Chemical Sector Sales: NA

Geographies: 56 countries in North Asia, Southeast Asia, Australia, Middle East, Africa, Europe, Mediterranean region, North America, Latin America

Services: Global freight solutions; freight consolidation; air-sea services; time-definite services; intermodal transportation; highway services; managed transportation services; warehousing and order fulfillment; inbound logistics; manufacturing support; vendor-managed inventory; distribution management; engineering solutions; information technology solutions; vendor management

Key facts: 162 offices in 56 countries; 191 logistics facilities; 26m R2 of warehousing space; 4,500+ employees

**BALTRANSA**

Ciudad Real and Barcelona, Spain

www.baltransa.com

General manager: Jose Luis Ruiz Heras

2011 Sales: €22m ($29m)

2011 Chemical Sector Sales: €22m ($29m)

Geographies: Spain, Portugal, France, UK, Italy, Benelux, Germany, Poland, Czech Republic

Key facts: Chemical transport by road (ADR) in Europe; cleaning station in Barcelona; moving around 200 tanks; 120 owned trucks and 170 owned tanks

**BOWKER GROUP**

Preston, UK

bowkertransport.co.uk

UK operations director Bill Bowker; sales director Neil Bowker

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: Europe

Services: Contract hiring; UK and European distribution; freight forwarding and warehousing

**CARDINAL LOGISTICS MANAGEMENT**

Concord, North Carolina, US

www.cardlog.com

CEO Tom Hostetler; chief operating officer Jerry Bowman

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: US

Services: Customized transportation solutions including specialized equipment and handling, and integrated technology; dedicated contract carriage, home and jobsite delivery; transportation management; supply chain consulting; warehousing; distribution; bulk and chemical transport; industrial and manufacturing logistical support services

Key facts: 1,550 power units; 5,000 trailers; 1,800 employees

**CHEMLOGIX**

Blue Bell, Pennsylvania, US

www.chemlogix.com

President and CEO J Steven Hamilton

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: North America, Europe, Asia, Middle East, Latin America

Services: Transportation management technology; managed logistics services; intermodal transportation and management; international trade management; freight benchmarks and procurement; rail fleet management; freight audit and payment; supply chain consulting

Key facts: Founded in 1997; supports more than 1,500 carriers, 2m shipments, and $1bn in freight spend annually across all clients

**C.H. ROBINSON WORLDWIDE**

Eden Prairie, Minnesota, US

www.chrobinson.com

Chairman and CEO JohnWiehoff

2011 Sales: $10.3bn (€13.3bn)

2011 Chemical Sector Sales: NA

Geographies: North America, Europe, Asia, South America, Australia, Middle East

Services: Freight and transportation logistics; outsourcing solutions; information services

Key facts: More than 230 offices worldwide; 10m shipments handled in 2011; more than 8,350 employees; more than 53,000 contract transportation carriers; more than 37,000 customers worldwide

**CT LOGISTICS**

Cleveland, Ohio, US

info.citlogistics.com

President Allan Miner

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: North America, Central America, South America, western Europe, eastern Europe, Middle East, Africa, Asia Pacific

Services: Audits and validations focused on cost savings, freight analysis, reporting, logistical efficiency, management controls, accounting codes application and invoice standards

Key facts: Since 1923, CT Logistics has been providing transportation freight audit services to hundreds of shippers, including chemical organizations; operates in more than 27 countries

**CUTema nDO**

Copenhagen, Denmark

www.damco.com

Global head of chemicals Anthony Elwine

2011 Sales: $2.8bn (€2.2bn)

2011 Chemical Sector Sales: approx $420m (€324m)

Geographies: Europe, Asia Pacific, Middle East, Africa, North America, Latin America

Services: Specializing in the chemical industry with customized end-to-end freight forwarding and supply chain solutions covering all modes of transportation; integrated IT solutions
DB SCHENKER BTT
Mainz, Germany
www.btt-gmbh.de
Managing directors Jorg Hilker, Berthold Jesse
2011 Sales: €4.5bn ($5.8bn) (for DB Schenker Rail)
2011 Chemical Sector Sales: approximately €650m ($842m) (BTT together with DB Schenker Rail)
Geographies: Europe
Services: Forwarding for liquid, gaseous and pourable goods; intermodal and wagonload transport – organizes the main leg by rail, trans-shipment at the terminal, and pre-carriage and onward carriage by truck for all European routes; full management of customers’ rail tank cars
Key Facts: 100% subsidiary of DB Schenker Mobility Logistics

DE RIJKE GROUP
Spilkenisse, the Netherlands
www.derijke.com
CEO Kees de Rijke (Europe)
2011 Sales: €400m ($158m)
2011 Chemical Sector Sales: €320m ($414m)
Geographies: Europe, Middle East
Services: Focus on petrochemicals and packaging
Key Facts: Privately held; owns facilities in nine countries, more than 28 locations; active in the Middle East through joint venture MDR Logistics, as service provider to local industry, enabling logistics between the Middle East and Europe; 1,900 employees

DHL
Bonn, Germany
dhl.com
CEO Frank Appel
2011 Sales: €52.8bn ($68.4bn)
2011 Chemical Sector Sales: NA
Geographies: Europe, Middle East, Africa, Americas, Asia Pacific
Services: Integrated supply chain management; freight forwarding; courier and parcel services; transportation management; warehousing; customs brokerage

DUPRE’ LOGISTICS
Lafayette, Louisiana, US
www.duprelogistics.com
CEO Reggie Dupre; President Tom Voelkel
2011 Sales: $151m (£117m)
2011 Chemical Sector Sales: $115m (£89m)
DistributioN

www.icis.com

3PL industry; warehousing and distribution centers
ily owned; more than 25 years’ experience in the
sensitive chemicals (Classes 2, 3, 5, 6 and 8); fam-
corrosives, oxidizers and other environmentally
ping and fulfilment; certified to handle flammables,
FedEx and UPS for small package chemical ship-
Key Facts: More than 900 drivers; carrier partners; supply chain management process; 2010
American Trucking Associations President’s Trophy

EVANS DISTRIBUTION SYSTEMS
Melvindale, Michigan, US
www.evansdist.com
President John Evans
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: US
Services: Warehousing; asset-based transportation services in US Midwest, transportation and supply-
chain management, logistics staffing services,
Key Facts: Founded in 1929; family-owned and operated; employs 500 associates and operates
more than 1.7m sq ft of space in six states in the
US; multi-client hazmat facility in Detroit, Michigan,
US; 100 trucks and 300 trailers

FORT STORAGE WAREHOUSE & DISTRIBUTION
Winnipeg, Canada
www.fortstorage.com
Manager Alan Smith
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: Canada
Services: Industrial warehousing; logistics and dis-
tribution; handling hazardous materials for the agri-
business, chemical compounding, manufacturing,
mining, forestry, oil and gas, paints, coatings, aero-
space and construction sectors
Key Facts: Certified by the Agrichemical
Warehousing Standards Association for safe stor-
age and handling of a hazardous materials

FW WAREHOUSING
Sauget, Illinois, US
www.fwwarehousing.com
President and CEO Mark Cusumano
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: US
Services: Hazardous chemical storage; distribution;
fulfillment; secondary contract packaging; pick and
pack; hand stacking; drop shipping; cross docking;
rail transloading; intermodal transport; trucking
including Midwest shuttle program, national dray-
age and low-cost less-than-truckload
Key Facts: ISO 9001:2008 certified; certified by
FedEx and UPS for small package chemical ship-
ping and fulfillment; certified to handle flammables,
corrosives, oxidizers and other environmentally
sensitive chemicals (Classes 2, 3, 5, 6 and 8); fam-
ily owned; more than 25 years’ experience in the
3PL industry; warehousing and distribution centers

INLAND EMPIRE DISTRIBUTION SYSTEMS
Spokane, Washington, US
www.ieds.net
Vice president of business development Matt Ewers
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: US
Services: Inventory control; warehousing; repack;
case pick; logistics consultation; freight manage-
ment; rail served for packaged chemicals only
Key Facts: Hazmat chemical warehouse facilities
with primary and secondary containment in Pasco,
Washington, US; multi-modal transportation ac-
cess; computerized inventory control system with
web access for real-time data; Designated Foreign
Trade Zone; US Customs Container Freight Station;

INTERBULK GROUP
East Kilbride, UK
www.interbulkgroup.com
CEO Koert Van Wissen
2011 Sales: £362m ($469m)
2011 Chemical Sector Sales: £350m ($453m)
Geographies: Europe, North America, Latin
America, Asia, Middle East, Africa, Australia
Services: Intermodal logistics for dry bulk and liq-
uids; terminal logistics; supply chain management
solutions; fleet management
Key Facts: 450 employees; 9,800 containers;
9,500 tank containers; eight logistics terminals;
variable cost model; no owned transport capacity

ISC GLOBAL
Basel, Switzerland and Singapore
www.iscgloballtd.com
CEO Bernhard Frauendoerfer
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: Europe, Middle East, Asia Pacific,
North America, South America, Africa
Services: 4PL, including freight forwarding and
warehousing for the chemical industry; 220 staff

JACOBSON COMPANIES
Des Moines, Iowa, US
www.jacobsonco.com
President and CEO Brian Lutt
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: North America, Latin America,
Europe, Africa, Asia, Middle East
Services: Solutions design and project manage-
ment; procurement services; consolidation/origin
services; freight forwarding; international transpor-
tation; customs brokerage; deconsolidation; con-
tract manufacturing; manufacturing plant support;
warehousing and distribution; contract packaging;
staffing solutions; freight management; transporta-
tion services; dedicated contract carriage
Key Facts: Founded in 1968; 195 facilities world-
wide operating 35m sq ft of warehouse space; off-
shore legal entity Jacobson Global Logistics Ltd
(JGL) in Hong Kong

Key Facts:

GEBRUDER WEISS
Lauterach, Austria
www.gw-world.com
CEO Wolfgang Niessner
2011 Sales: €1.07bn ($1.39bn)
2011 Chemical Sector Sales: NA
Geographies: North America, South America,
Europe, Asia
Services: Overland transport; air and sea freight
and logistics; subsidiaries provide logistics consul-
tancy (x | vise), high-tech business services (tec-
traxx), software solutions for transport
management systems (inet-logistics), railway trans-
port (Railcargo) and parcel service (GWP)
Key Facts: 4,650 employees; 158 company-owned
locations; family-owned; history going back 500 years

GEODIS WILSON
Amsterdam, Netherlands
www.geodiswilson.com
Global vertical market director Martin Svantesson
Geographies: Europe, North America, Latin
America, Africa, Asia
Services: A global logistics provider and wholly
owned subsidiary of SNCF Group, Geodis is part of
France-based Geodis group with a worldwide
scope, ranking number four in its field in Europe.
The group’s ability to coordinate all or part of the
logistics chain enables it to support its customers
in their strategic, geographical and technological
developments, providing them with solutions to
optimizing their physical and information flows

THE HAZCHEM NETWORK
Rugby, UK
www.hazchemnetwork.co.uk
Managing director Ali Karim; sales director Nada
Marinovic
2011 Sales: £6.7m ($10.4m)
2011 Chemical Sector Sales: £6.7m ($10.4m)
Geographies: UK, Ireland with links to Europe
Services: Next-day ADR palletized and parcel distri-
bution with track and trace
Key Facts: In 2011, trans-shipped 190,000 pallets,
33,000 parcels; established in 2004; 2005 Logichem
Award for “Best Supply Chain Project in Europe”

HW COATES
Cosby, UK
hwcoates.co.uk
Chairman Gerald Coates
2011 Sales: £25m ($39m)
2011 Chemical Sector Sales: £17m ($26m)
Geographies: UK
Services: Warehousing and transport of packaged
chemicals
Key Facts: 15 locations including six COMAH
(Control of Major Accident Hazards); 100 vehicles
– all ADR

www.icis.com

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## Top 50 Chemical 3PLs

### Katoen Natie

**Antwerp, Belgium**

President Fernand Huts; vice president Fabian Leroy

2011 Sales: €830m ($1.07bn)

2011 Chemical Sector Sales: €440m ($570m)

Geographies: Europe, North America, Latin America, Africa, Asia, Middle East

**Services:** Integrated and tailor-made logistics and engineering services; storage on a variable basis; packaging; blending; grinding; sieving; onsite operations

### Lesain Logistics

**Romeoville, Illinois, US**

www.lesaint.com

President Jeff Pennington

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: North America, Africa, Asia, Middle East

**Services:** Supply chain management; transportation management; warehousing; fulfillment; engineering consulting

### Logistics Management Solutions (LMS)

**St. Louis, Missouri, US**

www.lmslogistics.com

President and CEO Dennis Schoemehl

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: North America

**Services:** Supply chain management and technology; customized solutions; freight management and optimization; transportation management system

Key Facts: Clients include Fortune 500 chemical companies; $1.5bn in freight managed annually

### Logi Trans

**Atlanta, Georgia, US**

www.logitransexpress.com

President Jeff McDaniel

2011 Sales: $10m ($7.7m)

2011 Chemical Sector Sales: $4m ($3.1m)

Geographies: US

**Services:** Supply chain management and consultation; transportation management; warehousing; asset tracking

Key Facts: Asset warehouse with established fleet of tractors and trailers; fully integrated transportation management system for 3PL division; vertical integration of supply chain management

### Material Logistics & Services

**Appleton, Wisconsin, US**

www.wsinc.com

CEO Robert Schroeder

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: US

**Services:** Bulk transfer capabilities; flammable storage; climate controlled rooms; blending and dilution services; custom packaging; contract labor and management services at customer facilities; transportation brokerage; freight forwarding; reverse logistics; fulfillment services

Key Facts: A division of WSI; serving the chemical industry for more than 40 years; facilities catering to the chemical sector with specialized containment, training and infrastructure

### Menlo Worldwide Logistics

**San Mateo, California, US**

www.menologistics.com

President Robert Bianco

2011 Sales: $1.6bn ($2.1bn)

2011 Chemical Sector Sales: NA

Geographies: North America, Europe, Asia, Latin America

**Services:** Transportation management; warehousing; freight brokerage; supply chain management; 4PL

Key Facts: More than 130 warehouses in 20 countries on five continents; 6,500 employees

### Montreal Chemical Logistics (MCL)

**Montreal, Quebec, Canada**

www.mtlchem.com

President A.K. Pattee

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: Canada

**Services:** Warehousing; chemical and hazmat specialization; transportation and delivery

Key Facts: Division of Vaudreuil Storage

### Norbert Dentressangle

**Lyon, France**

norbert-dentressangle.com

Francois Bertreau, CEO

2011 Sales: €3.6bn ($4.7bn)

2011 Chemical Sector Sales: €324m ($420m)

**TOP 3PLS RANKED BY DISCLOSED SALES TO THE CHEMICAL SECTOR**

<table>
<thead>
<tr>
<th>Company</th>
<th>HQ</th>
<th>Chemical sales</th>
<th>Sales</th>
<th>Regions covered</th>
</tr>
</thead>
<tbody>
<tr>
<td>DB Schenker BTT</td>
<td>Mainz, Germany</td>
<td>approx €650m</td>
<td>approx €4.5bn</td>
<td>Europe</td>
</tr>
<tr>
<td>Bertschi</td>
<td>Duerrnaesch, Switzerland</td>
<td>€510m</td>
<td>€520m</td>
<td>Europe, Russia, CIS, Asia, America, Australia, Middle East, Africa</td>
</tr>
<tr>
<td>Katoen Natie</td>
<td>Antwerp, Belgium</td>
<td>€440m</td>
<td>€830m</td>
<td>Europe, Canada, US, Mexico, Brazil, Uruguay, South Africa, Ghana, Cameroon, Ivory-Coast, Mali, Vietnam, Thailand, Singapore, India, Saudi-Arabia, Turkey, almost all EEC countries</td>
</tr>
<tr>
<td>InterBulk Group</td>
<td>East Kilbride, UK</td>
<td>£290m</td>
<td>£300m</td>
<td>Global</td>
</tr>
<tr>
<td>DAMCO</td>
<td>Copenhagen, Denmark</td>
<td>approx €420m</td>
<td>€2.84bn</td>
<td>Europe, Asia Pacific, Middle East, Africa, North America, Latin &amp; South America</td>
</tr>
<tr>
<td>Norbert Dentressangle</td>
<td>Lyon, France</td>
<td>€324m</td>
<td>€2.84bn</td>
<td>Europe, North America, Asia</td>
</tr>
<tr>
<td>De Rijke Group</td>
<td>Spijkenisse, The Netherlands</td>
<td>€320m (90% of sales)</td>
<td>€400m</td>
<td>Europe and Middel-East</td>
</tr>
<tr>
<td>Transplace</td>
<td>Dallas, Texas, US</td>
<td>$350m</td>
<td>$1.2bn</td>
<td>US</td>
</tr>
<tr>
<td>Dupre’ Logistics</td>
<td>Lafayette, Louisiana, US</td>
<td>$115m</td>
<td>$151m</td>
<td>US</td>
</tr>
<tr>
<td>Transport &amp; Logistik</td>
<td>Turkenheim, Germany</td>
<td>&gt;€78m (&gt;85% of total sales)</td>
<td>€120m</td>
<td>Europe (especially west, south, east), CIS</td>
</tr>
<tr>
<td>Baltransa</td>
<td>Ciudad Real &amp; Barcelona</td>
<td>€22m</td>
<td>€22m</td>
<td>Iberia, France, Great Britain, Italy, Benelux, Germany, Poland, Czech Republic,</td>
</tr>
<tr>
<td>HW Coates Ltd</td>
<td>Cosby, Leicestershire, UK</td>
<td>£17m</td>
<td>£25m</td>
<td>UK</td>
</tr>
<tr>
<td>The Hazchem Network</td>
<td>Rugby, UK</td>
<td>€6.7m</td>
<td>€6.7m</td>
<td>UK, Ireland with links to European mainland</td>
</tr>
<tr>
<td>The Potter Group</td>
<td>Ripon, North Yorkshire, UK</td>
<td>£6.1m</td>
<td>£14.9m</td>
<td>UK</td>
</tr>
<tr>
<td>Logi Trans</td>
<td>Atlanta, Georgia, US</td>
<td>$4m</td>
<td>$10m</td>
<td>US</td>
</tr>
<tr>
<td>SeaWay Forwarding &amp; Logistics S.A</td>
<td>Thessaloniki, Greece</td>
<td>€1.9m</td>
<td>€2.4m</td>
<td>Greece, Bulgaria, Romania, and other Balkan region countries</td>
</tr>
</tbody>
</table>

**Source:** Companies, compiled by ICIS
ODYSSEY LOGISTICS & TECHNOLOGY
Danbury, Connecticut, US
www.odysseylogistics.com
President and CEO Bob Shellman
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: North America, South America, Europe, Middle East, Africa, Asia
Services: Lead logistics; supply-chain network evaluation and design; operational processes; volume aggregation; 3PL services including truck brokerage, intermodal transportation, customs brokerage
Key Facts: Patented, web-based information technology infrastructure

ORIENTAL LOGISTICS HOLDINGS
Hong Kong
orientallogistics.com
Managing director Gilbert W.K. Lau
Geographies: Greater China and Asia, North America, South America, Europe
Services: Records management; warehousing; repacking and value-added services; international freight forwarding; transportation and distribution; IT consulting and solutions; chemical logistics
Key Facts: Patent-protected, web-based information technology infrastructure

PACIFIC COAST WAREHOUSE
Chino, California, US
www.pcwc.com
President Jim Marcoly
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: US
Services: Storage; handling; transportation of hazardous materials in rack and bulk; shared and dedicated operations for industrial and retail industries
Key Facts: Since 1927, privately owned; NACD member

PAUL HARRIS LOGISTICS
Los Angeles, California, US
www.paulharrislogistics.com
President John Paul Harris
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: US
Services: Lead logistics; contract packaging; warehousing; transportation; distribution; transportation management system; visibility and oversight through warehousing and optimization and logistics simulation; inventory management; transportation management system
Key Facts: ISO 9001 certified; NACD member; 91% year-on-year retention rate

PEOPLES SERVICES
Canton, Ohio, US
www.peoplesservices.com
President and CEO Doug Sibila
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: US
Services: Warehouse management; contract warehousing; transportation; transloading; bulk packaging; milling; blending; hazardous materials storage; temperature-controlled storage; order fulfillment; Foreign Trade Zone services
Key Facts: 400 employees; 4.5m sq ft of warehouse space; 15 locations; 100 powered units; ISO 9001, OSHA SHARP certification

POTTER GROUP LOGISTICS
Melmerby, UK
pottergroup.co.uk
Managing director Matthew Lamb
2011 Sales: £1.49m ($23.0m)
2011 Chemical Sector Sales: £6.1m ($9.4m)
Geographies: UK
Services: Warehousing; distribution; rail freight; regulated services
Key Facts: 1.6m sq ft of warehousing space; five distribution centers; three rail freight terminals; 220 staff; family owned

RINCHEN
Albuquerque, New Mexico, US
www.rinchem.com
CEO Bill Moore; President Charles Breinholt
2011 Sales: NA
2011 Chemical Sector Sales: NA
Geographies: North America, Europe, Asia, Middle East
Services: Lead logistics services, including segregated, temperature-controlled warehousing of chemicals and gases; over-the-road transportation; local delivery; on-site services; empty container return management; freight forwarding; cross docking; port logistics and drayage services; contract warehousing and logistics; training and consulting services; supply chain planning and optimization and logistics simulation; inventory visibility and oversight through warehousing and transportation management system
Key Facts: Industry leader in chemical logistics; NACD member; 91% year-on-year retention rate

SUTTONS GROUP
Cheshire, UK
www.suttonsgroup.com
Group managing directors Andrew Palmer, John Sutton
2011 Sales: £1.38bn ($213m)
2011 Chemical Sector Sales: N/A
Geographies: Americas, Europe, Middle East, Asia
Services: Transportation, packaging and storage of bulk products, hazardous and non-hazardous liquids, powders, gases
Key Facts: Road tankers and ISO tank containers

TRANPLACE
Dallas, Texas, US
www.transplace.com
CEO Tom Sanderson
2011 Sales: $1.2bn ($627m)
2011 Chemical Sector Sales: $270m ($1.2bn)
Geographies: US
Services: Transportation management system; brokerage; supply chain consulting; intermodal; ocean and air; cross-border services

TRANSPORT & LOGISTIK
Turkuheim, Germany
www.finsterwalder.com
General manager Klaus Finsterwalder
2011 Sales: €1.2bn ($155m)
2011 Chemical Sector Sales: €78m ($101m)
Geographies: Europe, Commonwealth of Independent States (CIS)
Services: Freight forwarding; in-house logistics; outsourcing projects; dangerous goods handling; supply chain management; consignment stock handling; production process support; transportation management; warehousing

EXCHANGE RATES
Rates on December 31, 2011:
€ = $1.2949
£ = $1.5453
C$ = 0.9804