

The ICIS Top 50 Chemical 3PLs

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

JOSEPH CHANG NEW YORK
WILL BEACHAM LONDON

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

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

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 ft² 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

BARRETT DISTRIBUTION CENTERS

Franklin, Massachusetts, US

www.barrettdistribution.com

President Arthur Barrett

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: US

Services: Supply chain management, transportation management, and warehousing for the chemical industry

Key facts: More than 2m sq ft of warehouse space in the US

BDP INTERNATIONAL

Philadelphia, Pennsylvania, US

www.bdpinternational.com

www.icis.com

President and CEO Richard Bolte

2011 Sales: NA

2011 Chemical Sector Sales: NA

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

Services: Ocean, air and ground transportation; lead logistics process analysis, design and management; export freight forwarding; import customs clearance and regulatory compliance; project logistics; warehousing/consolidation/distribution; web-based shipping transaction/tracking management systems

Key Facts: Privately held; freight logistics centers in more than 20 cities throughout North America and a network of subsidiaries, joint ventures and strategic partnerships in 122 countries

BERTSCHI

Duerrenesch, Switzerland

www.bertschi.com

Hans-Jorg Bertschi, President and CEO

2011 Sales: €520m (\$673m)

2011 Chemical Sector Sales: €510m (\$660m)

Geographies: Europe, Russia, CIS countries, Asia, America, Australia, Middle East, Africa

Services: Bulk liquid and dry bulk logistics in tank and box containers; intermodal rail; deep-sea transport; supply chain management; transportation management; rail terminals; tank cleaning stations; tank container storage locations

Key facts: 16,000 tank and dry bulk containers; 1,200 road trucks, 44 subsidiaries on global scale; 21 owned intermodal rail terminals in Europe; 2,100 employees

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 John Wiehoff

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; outsource 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.ctlogistics.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

DAMCO

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





» **Key Facts:** 10,800 employees in more than 300 offices across 90 countries and representation in another 30 countries; in 2011, managed more than 2.5m TEU (20ft equivalent units) of ocean freight and supply chain management volumes, and air freighted more than 110,000 tonnes; part of the A.P. Moller – Maersk Group

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

Spijkensisse, 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)

Geographies: US

Services: Logistics consultation; bulk; dry van; refrigerated; flatbed; information services; supply chain management; site and private fleet services, strategic capacity services; energy distribution services

Key Facts: More than 900 drivers; carrier partners; supply chain management process; 2010 American Trucking Associations President's Trophy winner

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 WAREHOUSING & DISTRIBUTION

Winnipeg, Canada

www.fortstorage.com

Manager Alan Smith

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: Canada

Services: Industrial warehousing; logistics and distribution; handling hazardous materials for the agri-business, chemical compounding, manufacturing, mining, forestry, oil and gas, paints, coatings, aerospace and construction sectors

Key Facts: Certified by the Agrichemical Warehousing Standards Association for safe storage and handling of a hazardous materials

FW WAREHOUSING

Sauget, Illinois, US

www.fwarehouseing.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 drayage and low-cost less-than-truckload

Key Facts: ISO 9001:2008 certified; certified by FedEx and UPS for small package chemical shipping and fulfillment; certified to handle flammables, corrosives, oxidizers and other environmentally sensitive chemicals (Classes 2, 3, 5, 6 and 8); family owned; more than 25 years' experience in the 3PL industry; warehousing and distribution centers

in Missouri, Illinois and Indiana totaling 2.5m sq ft; climate-controlled environments; 200+ truck dock doors; 20 rail sidings; material handling equipment for carloads, drums, pallets, ISO tanks and totes

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 consultancy (x|vise), high-tech business services (tectraxx), software solutions for transport management systems (inet-logistics), railway transport (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 distribution 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

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 management; rail served for packaged chemicals only

Key Facts: Hazmat chemical warehouse facilities with primary and secondary containment in Pasco, Washington, US; multi-modal transportation access; 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 liquids; 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.iscglobaltd.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 management; procurement services; consolidation/origin services; freight forwarding; international transportation; customs brokerage; deconsolidation; contract manufacturing; manufacturing plant support; warehousing and distribution; contract packaging; staffing solutions; freight management; transportation services; dedicated contract carriage

Key Facts: Founded in 1968; 195 facilities worldwide operating 35m sq ft of warehouse space; offshore legal entity Jacobson Global Logistics Ltd (JGL) in Hong Kong

» KATOEN NATIE

Antwerp, Belgium

katoennatie.com

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

LESAINST LOGISTICS

Romeoville, Illinois, US

www.lesaint.com

President Jeff Pennington

2011 Sales: NA

2011 Chemical Sector Sales: NA

Services: Supply chain management; transportation management; brokerage; 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 trucking

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.menlogistics.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

Company	HQ	Chemical sales	Sales	Regions covered
DB Schenker BTT	Mainz, Germany	approx €650m	approx €4.5bn	Europe
Bertschi	Duerrenaesch, Switzerland	€510m	€520m	Europe, Russia, CIS, Asia, America, Australia, Middle East, Africa
Katoen Natie	Antwerp, Belgium	€440m	€830m	Europe, Canada, US, Mexico, Brazil, Uruguay, South-Africa, Ghana, Cameroon, Ivory-Coast, Mali, Vietnam, Thailand, Singapore, India, Saudi-Arabia, Turkey, almost all EEC countries
InterBulk Group	East Kilbride, UK	£290m	£300m	Global
DAMCO	Copenhagen, Denmark	approx \$420m	\$2.9bn+	Europe, Asia Pacific, Middle East, Africa, North America, Latin & South America
Norbert Dentressangle	Lyon, France	€324m	€2.84bn	Europe, North America, Asia
De Rijke Group	Spijkensisse, The Netherlands	€320m (80% of sales)	€400m	Europe and Middle-East
Transplace	Dallas, Texas, US	\$350m	\$1.2bn	US
Dupre Logistics	Lafayette, Louisiana, US	\$115m	\$151m	US
Transport & Logistik	Türkheim, Germany	>€78m (>65% of total sales)	€120m	Europe (especially west, south, east), CIS
Baltransa	Ciudad Real & Barcelona	€22m	€22m	Iberia, France, Great Britain, Italy, Benelux, Germany, Poland, Czech Republic.
HW Coates Ltd	Cosby, Leicestershire, UK	£17m	£25m	UK
The Hazchem Network	Rugby, UK	£6.7m	£6.7m	UK, Ireland with links to European mainland
The Potter Group	Ripon, North Yorkshire, UK	£6.1m	£14.9m	UK
Logi Trans	Atlanta, Georgia, US	\$4m	\$10m	US
SeaWay Forwarding & Logistics S.A	Thessaloniki, Greece	€1.9m	€2.4m	Greece, Bulgaria, Romania, and other Balkan region countries

SOURCE: Companies, compiled by ICIS

Geographies: Europe

Services: Transportation (FTL, LTL, packed, bulk); warehousing; transport management; 4PL

Key facts: 909 dry bulk tipping tankers; 231 liquid chemical tankers; 189 hydrocarbons tankers; 6,391 trailers and boxes

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: Asset-based

PACIFIC COAST WAREHOUSE

Chino, California, US

www.pwc.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

PACKWELL

La Porte, Texas, US

www.packwell.com

President Al Duran

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: US, China

Services: Plastics packaging; flexible intermediate bulk containers; seabulk containers; form fill seal bagging; sewn open mouth bagging; supply chain management; warehousing; customs service; packaging and re-packaging logistics services

Key Facts: Railcar facility/yard for more than 150 railcars in Houston, Texas, US; 350 employees; capacity to re-pack over 1.35m tonnes/year of plastic resin; facilities in Houston, US and Shanghai, China

PALMER LOGISTICS

Houston, Texas, US

www.palmerlogistics.com

Executive vice president Brett Mears

2011 Sales: NA

2011 Chemical Sector Sales: NA

Geographies: US

Services: Warehousing; distribution; packaging; import/export; transportation (shuttle and drayage)

Key Facts: 1.5m sq ft of chemical distribution space (public and contract); hazardous materials, cGMP, 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; temp 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: £14.9m (\$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

RINCHEM

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: ISO 9001 certified; stores, transports and handles more than 1.2bn lb of chemicals and gases

annually. More than three decades of experience developing and managing chemical supply chains; 24 customized warehousing locations worldwide; asset-based lead logistics provider; chemical logistics services to 20 Fortune 500 corporations

SEAWAY

Thessaloniki, Greece

www.seaway.gr

Managing director Isidoros (Sakis) Printezis

2011 Sales: €2.4m (\$3.1m)

2011 Chemical Sector Sales: €1.9m (\$2.5m)

Geographies: Greece, Bulgaria, Romania, other Balkan region countries

Services: Freight forwarding; supply chain management; transportation management; warehousing; customs brokerage; fiscal representation

Key facts: 25,000m² of warehouse space; three locations in Thessaloniki and Athens, Greece; one cross-border office

SUTTONS GROUP

Cheshire, UK

www.suttonsgroup.com

Group managing directors Andrew Palmer, John Sutton

2011 Sales: £138m (\$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

TRANSPLACE

Dallas, Texas, US

www.transplace.com

CEO Tom Sanderson

2011 Sales: \$1.2bn (€927m)

2011 Chemical Sector Sales: \$350m (€270m)

Geographies: US

Services: Transportation management system; brokerage; supply chain consulting; intermodal; ocean and air; cross-border services

TRANSPORT & LOGISTIK

Turkheim, Germany

www.finsterwalder.com

General manager Klaus Finsterwalder

2011 Sales: €120m (\$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