

CHEMICAL DISTRIBUTOR



SPECIAL REPORT:
**ICIS TOP 100
CHEMICAL
DISTRIBUTORS**

Focus sharpens on security

INSIDE THIS ISSUE

- Washington Fly-In raises profile
- CFATS multi-year renewal targeted
- Security exercise tests readiness
- Near-miss program ups safety
- Countdown to ChemEdge
- In-vehicle telematics is coming



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Upcoming Events

For more details, go to: www.nacd.com/education-meetings/meetings/

June 10-12, 2019

Central Region Meeting, Hilton Chicago/Oak Brook Hills Resort & Conference Center, Oak Brook, IL

June 12-13, 2019

An Overview of FMSA for Chemical Distributors Regulatory Workshop, venue as above

August 13, 2019

ChemEdge Pre-Con Responsible Distribution Workshop, Omni Louisville Hotel, Louisville, KY

August 13-16, 2019

ChemEdge, Omni Louisville Hotel, Louisville, KY

August 14, 2019

ChemEdge Pre-Con Workshop: Toxic Substances Control Act, Omni Louisville Hotel, Louisville, KY

September 9-11, 2019

Northeast Region Meeting, Annapolis Waterfront Hotel, Annapolis, MD

NACD

1560 Wilson Boulevard, Suite 1100
Arlington, VA 22209, US
Tel: +1 703 527 NACD (6223)
Fax: +1 703 527 7747
Website: www.nacd.com

Editor Matthew McKinney
Executive editor Lucinda Schofer
Editorial John Baker
Production Terence Burke
Design Christine Zhang

For advertising enquiries
Christina Rodrigues
Christina.rodrigues@icis.com
Printed by
Newman Thomson

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Quadrant House,
The Quadrant, Sutton,
Surrey, SM2 5AS, UK
Email: john.baker@icis.com
Website: www.icis.com

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Welcome

Safety and security take precedence

Maintaining the safety and security of chemical products, employees, and communities is of paramount importance to chemical distributors. Unless we take measures to mitigate those risks in a coordinated and consistent manner, the people who work for us and around us are potentially placed in harm's way.


On the safety side, we have the opportunity to regularly learn from mistakes to improve our daily operations, keeping our employees healthy, our workplaces safe, and the environment in which we work sustainable. Within NACD Responsible Distribution®, we have a robust library of "near misses" that NACD member companies have reported, as well as the strategies they took to prevent similar incidents from occurring in the future. This valuable resource is explored further within this edition of Chemical Distributor, and I highly recommend you take a look.

Security is just as important. Making sure our products and facilities are protected against those that would do us harm must be a consideration in how we run our companies. Fortunately, the Chemical Facility Anti-Terrorism Standards (CFATS) program was extended earlier this year, meaning distributors can continue working with the U.S. Department of Homeland Security (DHS) to assess the risks to and ensure the protection of their facilities.

While this extension is appreciated, NACD continues to advocate for a multi-year reauthorization of CFATS to give you the certainty you need to implement the program's requirements.

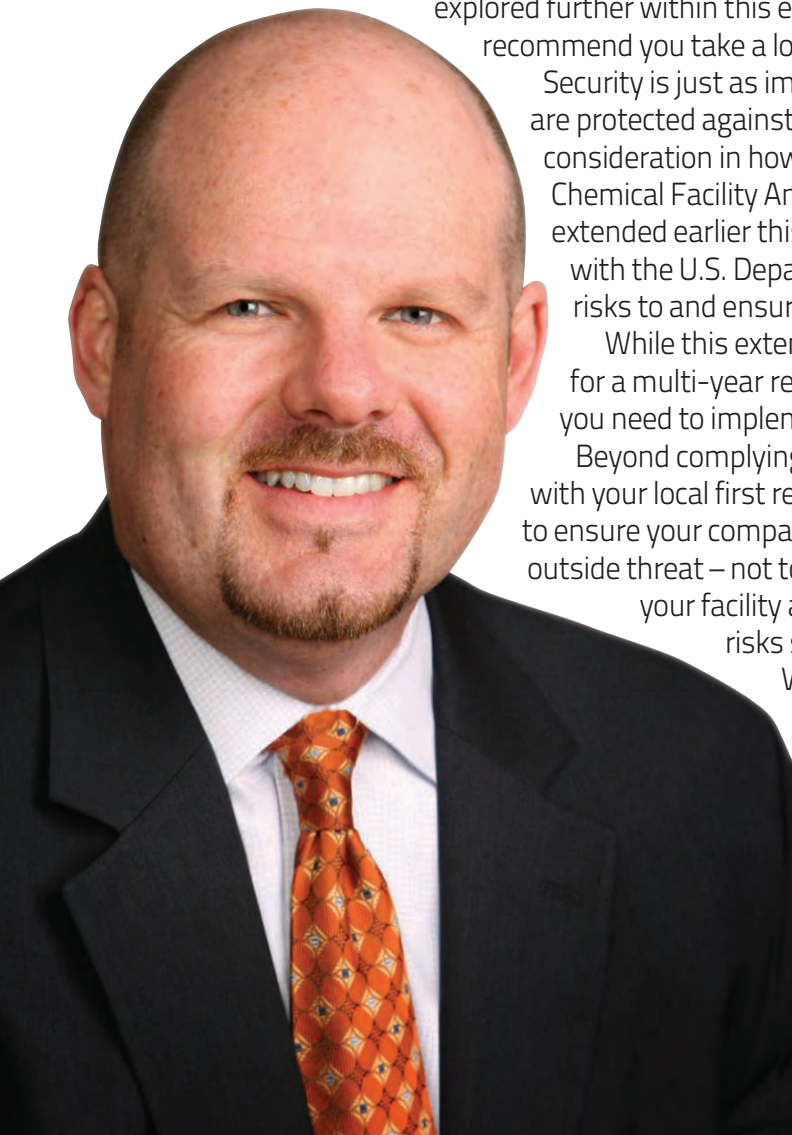
Beyond complying with regulations, it is also important to work with your local first responders, conducting real-time drills if necessary, to ensure your company's procedures are well-developed to handle an outside threat – not to mention that first responders are familiar with your facility and are equipped to deal with outside security risks should such an emergency arise.

We must strive to implement industry best practices to protect the reputation of our industry and the health, safety, and security of our workers and communities.



ERIC BYER

President and CEO
@ebyerNACD



LINTECH EXTENDS EPOXY COVERAGE

India's Aditya Birla has selected Lintech International as exclusive U.S. distributor for its epoxy business, with products including *Epotec* and *CeTePox* epoxy resins, diluents, and curing agents. "Lintech's strong technical sales team, supported by an extensive additive, resin, and pigment product line, gives us a strong distribution team across the U.S.," stated Bill Buckley, vice president, sales & marketing, Aditya Birla Epoxy Business Americas. Randy Waldman, vice president, Lintech, added, "Expanding our relationship to national coverage as well as adding curing agent products is a great addition to our product lines."

AZELIS GROWS IN CANADA WITH CHEMROY BUY

Azelis has acquired 100 percent of Chemroy Canada Holdings, a distributor of specialty chemicals and food ingredients, in a deal that will make Azelis one of Canada's leading specialty distributors. It will give it a strong position in the coatings, adhesives, construction, and ink; food; pharmaceutical; nutraceutical; and personal care segments. Commenting on the announcement, Frank Bergonzi, CEO and president Azelis Americas, said: "This transaction is an important milestone for Azelis in the Americas. We share similar values and culture, and this combination will ensure a more robust product portfolio to our customers." Chemroy was founded in 1967 and has 59 employees. Headquartered in Brampton, Ontario, it offers warehousing across Canada and has fur-



Jean-Pierre Pelchat, managing director, Azelis Canada, and John Graham, president, Chemroy, celebrate the signing of the deal

IMCD PICKS UP BASF PERSONAL CARE AWARD IN NEW JERSEY

IMCD US, the U.S.-based IMCD company, was named 2018 Distributor of the Year by BASF Care Creations on March 20, 2019 in Florham Park, New Jersey. "I am proud of what the IMCD US team has been able to accomplish in the short time we have represented BASF in the personal care industry," said Thomas Van Valkenburgh, president, IMCD US. "This recognition exemplifies our company's commitment to deliver what we promise to our best-in-class principal suppliers and our valued customers. It is truly an honor to be recognized by BASF." Additionally, BASF has expanded IMCD's distribution territory in the personal care market to five additional states in the U.S. Effective May 1, 2019, IMCD US has been exclusive distributor for BASF Care Creations in Illinois, Wisconsin, North Dakota, South Dakota, and Minnesota.



Pictured (left to right): Sabrina Platzek, BASF head of product management, Kiro Rizk, BASF distributor manager, Oihana Elizalde, BASF head of sales, Danielle Wheeler and Ian Lawrence of IMCD US, Farheen Qadir, BASF business director, and Jill Litchauer, BASF head of application technology and technical service

ther offices in Laval, Quebec, and Vancouver, British Columbia.

OMYA EXPANDS EMERY COVERAGE

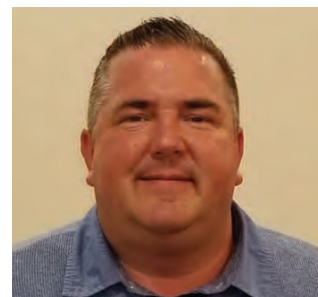
Omya signed an expanded distributor partnership with Emery Oleochemicals at the start of the year. It

now provides technical service and support to new and existing customers across the U.S. for Emery's Green Polymer Additives (GPA) products, which include lubricants, release agents, antistatic and antifogging agents, and specialty plasticizers. "We are excited to extend our relationship with Omya, from coast to coast," said Michael Hoppe, Emery senior sales manager specialties. "Omya's distribution business, in conjunction with its own products, provides valuable synergistic effects, especially for our customers."

WALSH PROMOTES MATT VERVYNCKT

Walsh & Associates, Inc. has named Matt Vervynckt as account manager in the Great Lakes region of the U.S. In addition to his most recent

account manager role in the Chicago, Indiana, Michigan and Ohio territory, Matt has held various sales, business development, and management positions in his 20 years of experience in the chemical distribution industry. Walsh & Associates, headquartered in St. Louis, Missouri, serves the CASE, ink, plastic, food and beverage, HI&I, personal care, oil & gas, construction, and related industries throughout all or part of 28 northern, midwest, west and southwest states.



Matt Vervynckt promoted

OMNOVA, MAROON EXPAND PARTNERSHIP

Specialty chemicals producer OMNOVA Solutions has agreed to an expanded distribution agreement with Maroon Group, LLC, making Maroon the U.S. distributor for its *Chemigum* and *Sunigum* specialty elastomers. The deal builds on their strong existing distribution relationship. "OMNOVA is excited about the prospect of an expanded group of customers gaining access to *Chemigum* and *Sunigum* specialty elastomers and the value Maroon delivers in serving those customers," said John Chimenti, OMNOVA's manager of U.S. chemical sales and distribution.

TERRA FIRMA ADDS LANDS IN MIDWEST

Terra Firma is expanding into the U.S. midwest and Ohio Valley, beginning coverage during the second quarter of 2019. It has plans to locate initial sales offices in Illinois, Ohio, and Kentucky. The enhanced coverage, it says, "is tied to several of our supply partners seeking assistance in this important market." Kevin Trainor will join the company

and serve as vice president of sales and help guide the Ohio Valley efforts. He has over 32 years of experience, having held several positions of increasing responsibility at Ciba before working for The M.F. Cachat Company, where he was northeast regional sales manager and business development manager.

BRENNTAG OPENS EXPANDED PERSONAL CARE CENTER

Brenntag North America, Inc. has opened its newly expanded Personal Care Application & Development Center in Allentown, Pennsylvania. The center will support customers in the U.S. and Canada who face personal care formulation challenges with technical solutions and inventive ideas. Brenntag's Personal Care team provides application assistance, formulation advice, raw material and ingredient recommendations, and starting point formulas. Christina Dean, applications lab director, and Terri Winters, senior personal care chemist at Brenntag North America, provide over 50 years of formulation experience in color cosmetics, hair care, and skin care.

CHARKIT PARTNERS WITH PANACEA ON HEMP-DERIVED CBD PRODUCTS

Jay Lang, president of Charkit Chemical Company, has announced an exclusive representation agreement with Panacea Life Sciences of Golden, Colorado, to distribute hemp-derived cannabidiol (CBD) products to the cosmetic and personal care industry. With this agreement, Charkit will be responsible for the domestic and international distribution of Panacea Pure hemp oil and hemp-derived CBD isolates, distillates, and blends produced at Panacea's Center of Excellence in Golden. All Panacea Pure hemp products are non-GMO, pesticide-free, herbicide-free and THC-free. According to Dan O'Neill, vice president and sales group leader at Charkit, "Our customers in cosmetic and personal care have a need for these products and we are now ready to supply them with high-quality, high-performance ingredients from Panacea."

BRENNTAG CEO STEVEN HOLLAND TO RETIRE IN 2020

Steven Holland, CEO of Brenntag, has decided to retire after nine years in the post when his current contract ends in February 2020. He will thus leave Brenntag after 13 successful years. A decision on succession will be made by the supervisory board based on a structured selection process. Stefan Zuschke, chairman of the supervisory board of Brenntag, said, "Steven has made a significant contribution in Brenntag's journey from private to public ownership and its expansion into a truly global chemical distribution company and market leader. He has been a driving force within the group since he joined the management board in 2007 and the supervisory board would like to express its appreciation for his vision, passion and leadership." Since Holland's appointment as CEO in June 2011, Brenntag sales have increased by more than 60 percent to \$14 billion in 2018. Furthermore, in 2018 Brenntag achieved a new record result in sales and earnings and exceeded the very good result of the previous year.



Steve Holland to retire

BIRKELBACH MADE PRESIDENT OF AIC

Darren J. Birkelbach is the new president of American International Chemical, LLC (AIC), a subsidiary of LBB Specialties, LLC. He joins AIC after a successful tenure at Brenntag Specialties, where he has played a key role in the company's growth since its inception. With over 25 years' experience in specialty chemical distribution, Birkelbach brings broad functional expertise to AIC, says Charles Hinnant, CEO of LBB Specialties. Before Brenntag, Birkelbach spent 13 years in the specialties industry at Mineral and Pigment Solutions and Crozier Nelson, with responsibilities spanning operations to sales. He has a bachelor's degree in accounting, with a minor in marketing, from the Stephen F. Austin State University. Hinnant stated, "The board of LBB Specialties and I are thrilled to appoint such a highly qualified individual to this role."

AZELIS WINS 2018 BASF AWARD

Azelis Americas CASE (formerly Ribelin) has received two Distributor of the Year awards from BASF Colors & Effects for its outstanding sales growth and sales performance. The awards are given to the BASF Colors & Effects' distributor that captures the highest year-over-year (YOY) sales growth. Azelis received one award for YOY sales growth in the coatings market and one for YOY sales growth in the

plastics market. BASF Colors & Effects also awarded Azelis Americas CASE increased territory as well as new market segments in which to represent it. Additional states for coatings, plastics and printing specialties are Wisconsin, Michigan, Illinois, and Minnesota; the plastics market was added to the existing mandate of coatings and printing specialties in the following states: California, Arizona, Nevada, Oregon, Washington State, Nebraska, and Alaska.

IMCD TO DISTRIBUTE POLYNT COATING RESINS

From June 23, IMCD will become Polynt-Reichhold's exclusive North American coating resins distributor, following the expansion of their existing distribution agreement to include the southern U.S. Additional states are Alaska, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, and Texas. Alessandro Verde, Polynt-Reichhold's business manager for coatings, stated, "Polynt and IMCD are committed to providing the highest level of product access to all customers throughout North America. IMCD offers strategic warehouse locations, provides top-level customer support, and has increased its coverage throughout the region. We have great expectations that our broadened relationship with IMCD will further strengthen our service to our valued customers."

LANG SUCCEEDS HINNANT AT CHARKIT CHEMICAL

Jay Lang has become president of Charkit Chemical Company of Norwalk, Connecticut, a subsidiary of LBB Specialties, LLC. He succeeds Charles Hinnant, the company's founder. As president, Lang will lead all aspects of the Charkit organization, including the sales, marketing, operations, regulatory, and administration functions. He will be tasked with driving revenue and gross profit growth, managing Charkit's operating functions, and improving the efficiency of working capital. He will report directly to Hinnant. Hinnant stated, "Jay's business instincts, industry experience, deep knowledge of Charkit's organization and his commitment to Charkit's growth will serve the company greatly for many years to come." Lang graduated from The Ohio State University with a degree in organizational communication and has participated in leadership and executive programs at Harvard Business School and Duke University's Fuqua School of Business.



Jay Lang, new president at Charkit

EXXONMOBIL CHOOSES NORMAN, FOX & CO.

Norman, Fox & Co., manufacturer and distributor of high-quality chemicals, has been selected as a distributor by ExxonMobil Chemical. The company began distributing ExxonMobil products from the beginning of April. "Our goal is always to establish strong supplier relationships built on mutual trust and a commitment to delivering high-quality products that meet diverse customer needs," said Stephen M. Halpin, president of Norman, Fox & Co. "Adding this world-renowned brand to our line-up allows us to offer our customers an even broader selection of trusted chemical products."

MICROCARE SHOWS OFF ITS EXPERTISE

MicroCare Corporation, manufacturer of critical cleaning, coating, and lubrication products, presented its line of products at FABTECH Mexico for the first time at the event in Monterrey from May 5-7, 2019. Taking center stage was Tergo Metal Cleaning Fluid (MCF), one of the strongest vapor degreasing fluids on the market. The innovative cleaning solution is already gaining traction in the Mexican market as an effective metal degreaser and parts debinder. In early April, the company and its team of experts took to the stage to present an informative presentation entitled "Making Change Easy: Solvent Cleaning in 2019" as part of the PMTS show in Cleveland, Ohio. And in early May MicroCare Europe BVBA showcased its popular cleaning chemistries at SMTconnect in Nuremberg, Germany.



MicroCare was at FABTECH Mexico

CHANGES AT THE TOP AT MAROON GROUP

Maroon Group, LLC has promoted Terry Hill to the post of CEO, succeeding Mark E. Reichard, who continues to serve as executive vice chairman of Maroon, managing key customer and principal relationships. In addition, Reichard will continue to serve as president and CEO of Polyram USA. Concurrent with Hill's appointment, Mike McKenna added the role of president to his existing responsibilities as COO of Maroon. Hill has served on Maroon's board of directors since March 2017. He previously spent 30 years with Univar, where he served as executive vice president and chief commercial officer, president of Univar US, and also managed ChemPoint, Europe, Asia Pacific, and Latin America during his tenure. He has also held leadership roles within the National Association of Chemical Distributors, serving on the board of directors and spearheading initiatives in e-commerce, emerging leaders, and regulatory affairs. Additionally, Anton Dolenc assumed the role of vice president of operations at Maroon at the beginning of May. He has held various site and vertical operations management positions and has been a key member of the Maroon integration team since joining the company in 2014. In his new role, Dolenc will work closely with support teams located at regional service centers throughout the country, overseeing all elements of the company's supply chain, logistics, and value-add service offerings.



Terry Hill is promoted to CEO...



... and Mike McKenna to president



Anton Dolenc: operational role

UNIVAR COMPLETES NEXEO ACQUISITION

On March 1, Univar completed its acquisition of Nexeo Solutions, to create a leading global chemical and ingredients solutions provider. The combined company now trades as Univar Solutions, reflecting a commitment to combining the "best of the best" from each legacy organization. "Univar Solutions is uniquely positioned to drive growth and deliver significant value for shareholders, customers, suppliers and employees," said David Jukes, Univar Solutions president and CEO. "Together, we have the ability to redefine chemical and ingredients distribution, to deliver superior growth for our partners, people, and shareholders."

VIACHEM TO DISTRIBUTE SOLVAY'S VANILLIN

Specialty chemical distributor Viachem is now distributing 1kg packages of Solvay's Rhovanil vanillin across North America directly to the food and beverage industry. It has signed a partnership agreement with Solvay's Aroma Performance

global business unit, a leading producer of vanillin and ethylvanillin solutions. "Adding Rhovanil to Viachem's already extensive product list will continue to strengthen our position in the food ingredient distribution industry," said John Dorsey, director of sports, functional ingredients, and web sales at Viachem.

LEASURE JOINS CHARKIT TO EXPAND OPERATIONS

Mark Leasure has been appointed business development manager at Charkit Chemical of Norwalk, Connecticut, a subsidiary of LBB Specialties, LLC. Leasure will identify opportunities for new business development in the intermountain states region. This will include prioritizing and nurturing potential new customers and enhancing and expanding relationships with current customers expertise. Before joining Charkit, Leasure was senior market manager for Diversey Care, a total cleaning solutions provider, where he managed activities in four states. Earlier, he was a district sales manager for Univar USA and held sales

professional roles for Nexeo Solutions and Coast Southwest, Inc. He graduated from Westminster College in Salt Lake City, Utah, with a B.S. degree in business marketing.

TWO NEW HIRES AT MAROON GROUP

Brandon King has joined Maroon Group, LLC as a midwest account manager covering the CASE industry. He is located in Green Bay, Wisconsin, and is responsible for CASE accounts in Wisconsin and Minnesota. King has spent three-plus years in the chemical industry growing his territory to over 30 buying customers with over \$1 million in sales. He graduated from the University of Wisconsin Eau Claire and has a chemistry degree and a degree in business. Susan Reyes has joined Maroon as an inside sales account manager covering the CASE and plastics industries, as well as its packaging business. She works out of Maroon's Avon headquarters and has extensive distribution expertise, including leadership roles at Palmer Holland, IMCD (formerly M.F. Cachat), and Univar, as well as technical sales experience.



THE VIEW FROM WASHINGTON



LCSA TURNS THREE – HOW IS IT PROGRESSING?

The U.S. Environmental Protection Agency has been moving ahead on several fronts, meeting targets and setting out its work program, but there is still much to be achieved

Allison Tuszynsk Washington DC

The U.S. Environmental Protection Agency (EPA) has been working diligently on the implementation of the Lautenberg Chemical Safety for the 21st Century Act (LCSA) since it was signed into law three years ago on June 22, 2016, to update the decades-old Toxic Substances Control Act (TSCA).

In the past year, several important deadlines have passed requiring EPA to release additional rules and information. Significantly, EPA's Office of Chemical Safety and Pollution Prevention, which oversees implementation of TSCA, has a new assistant administrator after a two-year vacancy.

Alexandra Dapolito Dunn was nominated and confirmed early in 2019; she previously served the EPA as the administrator for Region 1, covering New England.

PRIORITIZATION

The first 20 high-priority and 20 low-priority chemicals have been identified and will now proceed on to draft and final prioritizations. Prioritization of chemicals allows EPA to focus on the chemicals that are of most concern. High-priority chemicals will immediately move to the risk evaluation stage and low-priority chemicals will not be subject to further risk evaluation.

RISK EVALUATION

EPA has identified the first 10 chemicals for risk evaluation, a three-year process to determine if the chemical poses a risk to human health and safety or the environment. Congress deemed that EPA should immediately begin risk evaluations for at least 10 chemicals in order to jump-

start the new LCSA process. EPA must release final determinations for these chemicals by June 2020 and proceed on to risk management actions if they are warranted.

FUNDING THROUGH FEES

When LCSA was being drafted, industry agreed that raising and adding fees on certain EPA activities as a part of revising TSCA would help the agency speed up certain administrative processes and manage its resources. As a result, there are now higher fees on Pre-Manufacture Notices (PMNs) and Significant New Use Notices (SNUNs). These and other activities, like risk evaluations, will be partially funded by the fees collected from industry.

SMALL MANUFACTURER DEFINITION AND CHEMICAL DATA REPORTING

EPA also released a new definition of "small manufacturer" and certain changes to Chemical Data Reporting (CDR) together in a proposed rule. Despite NACD-submitted comments in 2016, 2017, and 2018, EPA's proposed definition for "small manufacturer" remains a revenue-based standard instead of an employee-based standard.

It also leaves in place the 100,000 lb production or import threshold for companies with revenues over \$11 million.

NACD's comments touted the benefits of an employee-based definition and the Small Business Administration encouraged EPA to consider this standard as well.

This issue remains of critical importance to NACD members since chemical distributors falling under the definition would be exempt from certain reporting.

One type of reporting that would be exempt

is CDR, which is collected every four years by EPA and requires manufacturers (including importers) to report to EPA information about the chemicals they produce or import.

The next reporting period starts in June 2020, so any changes that EPA makes must be finalized before then.

The proposed rule also makes small changes to CDR reporting, some of which will reduce and streamline the process and others that will add new requirements. EPA is accepting public comments until June 24.

CONFIDENTIAL BUSINESS INFORMATION

A new proposed rule on confidential business information (CBI) was recently released by EPA which would create new procedures for industry claims of confidentiality for chemical identities on the TSCA Inventory. The rule covers CBI claims made for chemical identities that were reported as "active" during the TSCA Inventory reporting period in 2018.

EPA must finalize this rule by February 2020 to meet its statutory obligations. The agency is accepting public comments until June 24.

WHAT'S NEXT?

EPA must also meet several other requirements under TSCA in the coming years including finalizing a risk management rule for Persistent, Bioaccumulative, and Toxic (PBT) substances; report to Congress on a strategic plan for alternative test methods; and complete its review of CBI claims for active inventory substances.

NACD remains involved in helping members meet their obligations under TSCA and is working with the EPA to establish rules that reflect industry priorities. ■

Connecting on Capitol Hill

NACD members once again traveled from across the country eager to discuss with politicians and regulators the policies that affect their businesses



John Cornyn (left), senior U.S. Senator for Texas since 2002, met with Jason Jacobus, NACD southern region president and vice president at Buckley Oil Company

Elaine Burrige London

On the first two days of May, nearly 90 NACD members and Affiliates descended on Capitol Hill in Washington, D.C., for the NACD's Washington Fly-In. This event, held every spring, gives chemical distributors from across the U.S. the opportunity to meet with officials and lawmakers, educating them about issues of concern for the industry and advocating for industry-relevant policies.

At a time when environmental issues and sustainability are prominent in the public discourse, NACD president Eric Byer and CEO stresses that chemical distributors have a lot to be proud of in attacking these issues head on and the Fly-In is an opportunity to help educate lawmakers in Washington about the value that chemistry brings to society and the economy.

As an example, he refers to the Congressional Chemistry Caucus, which is a partnership between NACD, the American Chemistry Council (ACC), and the American Chemical Society (ACS) with a mission to educate Members of Congress, their staff, and the public on the benefits of chemistry and its impact on the country.

Byer says the Caucus lost some members from the U.S. House of Representatives after the mid-term elections last November but he is hopeful that after issuing invitations at the Fly-In, new members will join.

He adds that NACD members attended



"The Fly-In is an opportunity to help educate lawmakers about the value that chemistry brings to society and the economy"

Eric Byer
President, NACD

about 180 meetings with Congressional offices during this year's event, gaining access to about a third of Congress. As well as senators, representatives, and their staff, attendees met with regulatory agencies as well, for instance the U.S. Environmental Protection Agency (EPA), the U.S. Federal Motor Carrier Safety Administration (FMCSA) and U.S. Customs and Border Protection (CBP).

This year's topics for discussion included the reauthorization of the Chemical Facility Anti-Terrorism Standards (CFATS) program, the DRIVE-Safe Act, rail reform, and the impact on the industry from the China trade tariffs.

With regard to CFATS, Congress extended the expiration date in January 2019 by another 15 months to April 18, 2020. Byer says that

although the extension is an important step, the industry needs a multi-year reauthorization to provide the long-term certainty it requires to successfully implement the program's requirements.

The DRIVE-Safe Act too is seen as a big deal for addressing the ongoing shortage of truck drivers as well as providing opportunities for drivers under the age of 21 to enter the industry and move goods across different states.

Byer says NACD and its members need to show policymakers that they support passage of the Act, citing recent estimates by the American Trucking Associations of a current shortfall of 50,000 truck drivers, which is expected to rise to more than 174,000 by 2026.



"The Fly-In is an opportunity for us to go out and take action and initiate change"

Jason Jacobus

NACD southern region president and vice president sales, Buckley Oil Company

Bob Moser, NACD government advocacy chairman and senior vice president of global accounts for Brenntag North America, says he has had the good fortune of attending the Washington Fly-In many times in his career and is continually impressed by the impact that a personal visit to Capitol Hill has on NACD's topics of interest.

"We are an industry that does not get a lot of attention on Capitol Hill. Frequently, officials have never heard of chemical distribution or the company they are meeting with, even if the business is in their district. But the impact from meeting Members of Congress is incredible and has a very big and lasting effect."

One of these lasting impacts is that, after an invitation offered at the Fly-In, lawmakers will often visit an NACD member's facility when they are back in their district during the summer break.

OPPORTUNITY TO LEARN

Moser says NACD companies have had great success in inviting Members of Congress to site visits, building their relationship further and giving elected officials the opportunity not just to learn about the business and its contribution to the local community in terms of revenue and jobs, but also to meet their constituents (and voters).

Although Moser says NACD encourages people in all job levels to go to the Fly-In, he notes that it is frequently the more senior people that attend. However, he urges companies to consider sending an "up and comer" to understand this part of the business. Even children would find it educational, he says.

Jason Jacobus, NACD southern region president and vice president of sales at Buckley Oil Company, has been attending the Fly-In for the past five or six years and says at first, he was unsure whether or not he would be able to make a difference.

However, he says the response he has had from each of his meetings with either a Member of Congress or their staff has made him feel he has actually accomplished something by making the officials aware of the issues and challenges that the industry is facing.

ACTION TO INITIATE CHANGE

For Jacobus, the primary reason for attending is his wish to serve the industry alongside other leaders and advocate for the necessary policies to enhance the business. "The Fly-In is an opportunity for us to go out and take action and initiate change in an industry that is critical to the economy. It is also a responsibility."

Another big takeaway for Jacobus is the opportunity to strengthen personal relationships with lawmakers and regulators at the event. He notes "if you have a challenge with a government agency at one of your facilities, it is far more effective if you can call a legislator with whom you have a good relationship."

Consequently, the Fly-In is the one meeting of the year that Jacobus is determined not to miss in the coming years. He was originally prompted to attend his first Fly-In when he was a participant in NACD's Emerging Leaders program.

NACD treasurer of the board, Ed Boss, also the president and CEO of Houston, Texas-based distributor Riteks, was Jacobus' mentor and gave the young sales executive the chance to lead discussions in just the second meeting of the event, which Jacobus says was a great opportunity at the time.

A few years on and Jacobus is now leading meetings on his own. Buckley Oil has four facilities in northern Texas and NACD set up meetings with offices for the relevant districts. This year, Jacobus met with Senator John Cornyn (R-TX) and staff, plus the staff of Senator Ted Cruz (R-TX), as well as the Representatives and/or staff of Mike Conaway (R-TX), Eddie Bernice Johnson (D-TX), Kenny Marchant (R-TX), Ron Wright (R-TX), and Mac Thornberry (R-TX).

Jacobus' advice for anyone going to the Fly-In is prepa-



"The impact from meeting Members of Congress is incredible and has a very big and lasting effect"

Bob Moser

NACD government advocacy chairman and senior vice president global accounts, Brenntag North America

ration. He says good preparation has had a significant impact on the success of his meetings and it really pays off to research the key issues that each legislator is focused on.

"You have to do the research at the front end to know who you are speaking with and what they are trying to achieve and show them that you are aligned," he says.

For example, while preparing for the meeting with Rep. Eddie Bernice Johnson and her legislative director, Jacobus discovered that the Congresswoman was very focused on infrastructure, transportation, and education.

As a result, one of Jacobus' discussions focused on the DRIVE-Safe Act, where he stressed that lowering the age for new entrants to 18 would not only have a significant impact on the current driver shortage but would also give those students choosing not to pursue a traditional four-year degree, a lucrative and impactful career option.

The retirement of a colleague and an interest in advocacy was what originally attracted Lynne Bukovic, vice president of Kansas City-based Harcros Chemicals, to attend her first Fly-In some seven or eight years ago. This year, Bukovic went with another Harcros colleague who, like Jacobus previously, is taking part in the Emerging Leaders program.

Her advice is to do as many meetings with legislators as possible. She also stresses the importance for distributors to be able to follow the legislative process and its ramifications.

As Bukovic points out, many senators and representatives are not industry experts and may not understand both the intended and unintended implications from specific pieces of legislation on commerce. Thus, she says distributors must help these officials understand the domino effect of bills that may or may not get passed, adding that legislators value the feedback that companies provide.

AGENCY DISCUSSIONS

As well as meeting with Missouri Senator Roy Blunt (R-MO) and Representative Ann Wagner (R-MO), and Kansas Senators Pat Roberts (R-KS) and Jerry Moran (R-KS), Bukovic also attended some of the regulatory meetings. These sessions, she explains, are fairly intimate with around 30 attendees, with speakers giving great insight regarding their priorities and challenges.

"I feel these sessions are invaluable for attendees to hear first-hand what is top of mind and happening within a regulatory agency's walls," she comments, adding that these meetings provide an excellent venue for attendees to ask questions, voice their concerns, seek clarity, and provide feedback to the regulatory agencies.

The sessions that Bukovic attended were given

WASHINGTON FLY-IN

by Alexandra Dapolito Dunn, assistant administrator of the U.S. Environmental Protection Agency (EPA); Brenda Smith, executive assistant commissioner of U.S. Customs and Border Protection (CBP); and Raymond Martinez, administrator of U.S. Federal Motor Carrier Safety Administration (FMCSA).

The EPA session covered implementation of the Frank R. Lautenberg Chemical Safety for the 21st Century Act (LCSA), including the first 10 risk evaluations; industry fees rule;



"These sessions are invaluable... to hear first-hand what is top of mind and happening within a regulatory agency's walls"

Lynne Bukovic

Vice president, Harcros Chemicals

updated Toxic Substances Control Act (TSCA) inventory; 20 high-priority chemicals; proposed rules regarding both chemical data reporting (CDR)-small manufacturer definition and confi-

dential business information; 2020 CDR; toxics release inventory; and EPA regulatory reform.

Smith's meeting discussed the status of China 301 tariffs; treatment of India and Turkey under the Generalized System of Preferences (GSP); CBP's Center of Excellence and Expertise; the Automated Commercial Environment (ACE); implementation of the Single Window for Trade Facilitation; Trade Enforcement Act of 2015; and the status of the North America Free-Trade Agreement (NAFTA)/U.S.-Mexico-Canada Agreement (USMCA).

Lastly, the FMCSA talked about its initiatives and priorities, including hours of service; entry level driver training regulations; the Drug and Alcohol Clearinghouse database; the driver shortage; and technologies.

What is clear from those that have attended the Fly-in is that it becomes an "addictive" event, with participants enthusiastic about what they have achieved and eager to repeat the experience the following year. The benefits coming out of the Fly-In for both NACD and the chemical distribution industry itself as a result of advocacy for appropriate legislation and raising the sector's visibility on Capitol Hill cannot be over-emphasized. ■



Photo: Reuters

Benefits from raising the distribution sector's visibility on Capitol Hill cannot be over-emphasized

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CFATS lives on – for now

NACD will continue its work to press for a multi-year reauthorization of CFATS and to ensure that it maintains its focus solely on site security



Jane Gibson London

Reauthorization of the Chemical Facility Anti-Terrorism Standards (CFATS) program went down to the wire this time around, with the renewal bill being signed into law by President Donald Trump on January 18, 2019, the day after the program expired.

The CFATS program has now been extended for 15 months, covering the period through to April 18, 2020, with the understanding that both chambers would make a multi-year reauthorization a priority in the current Congress. This is an objective that is also high on NACD's "to do" list this year.

CFATS identifies and regulates high-risk chemical facilities to ensure they have security measures in place to reduce the risks associated with these chemicals, and prevent them from being exploited in a terrorist attack.

For eight years, CFATS was tied to congressional appropriations cycles until a multi-year agreement

was passed in 2014. The hope was to issue a multi-year agreement this year, but instead a short-term extension was again passed.

NACD senior manager, legislative affairs, Doug Leigh, says, "The government was shut down and this didn't help. If the bill hadn't been passed, that would have been it – no inspections and no policy."

The industry is keen not to repeat this last-minute scenario in April 2020. Since the bill was passed, the U.S. House of Representative's Committee on Homeland Security has already held hearings on reauthorization of the CFATS program.

Leigh comments, "Everyone knows that it is a good program and that it needs to continue, but it also can be improved. Now there is a new Congress in Washington, which is looking at the bill. This makes it more challenging than before because there is a different party in control of the House. This means that there could be some more changes. However, we would expect a largely similar bill."

NACD has three key targets in mind for CFATS this year:

- Obtaining a multi-year reauthorization of the CFATS program prior to its April 18, 2020, expiration – preferably a 5-7 year reauthorization
- Ensuring that any changes made to the Appendix A list of chemicals are subject to notice and comment rulemaking
- Establishing a CFATS Recognition Program.

"Our main aim is a long-term reauthorization. It's the number one priority as it provides certainty for both industry and the U.S. Department of Homeland Security (DHS), which administers the program. The period for reauthorization is likely to be in the range of 5-7 years. At the very least, we would like to see 2-3 years. But the most important thing is that the program maintains its focus on security and does not expire," says Leigh.

NACD's vice president of regulatory affairs, Jennifer Gibson, adds that NACD is not looking at a permanent reauthorization of the program. "It is best if you can go back and make some changes if it is necessary in order to improve the bill. It's good to have that option."

One issue with permanent authorization is that DHS could have leadership changes that do not view the partnership with industry as a positive and therefore stop working with it to develop a sensible regulation. Gibson says, "At present, DHS is completely on board and they also want a long-term agreement going forward. They are pretty much in sync with what we want to see."

Another improvement that NACD is looking for is for the law to be codified, thus clarifying the process that DHS uses to make changes to the Appendix A chemicals of interest list.

Gibson says, "NACD would like the CFATS law to specify that if DHS wants to make changes to the Appendix A list – for example by adding or changing chemicals – the agency would need to go through the full notice and comment rule-making process. Having that put into law means that regulated facilities will have input before DHS makes changes. This is important because changes to the list could have substantial impacts on companies' security measures."

NACD would also like to establish a CFATS Recognition Program as a way for companies to receive regulatory credit for participation in industry



"DHS conducts a lot of outreach... NACD expects to see this strong relationship continue going forward"

Jennifer Gibson

Vice president, regulatory affairs, NACD

stewardship programs that further enhance chemical security.

NACD added Code XIII (Security) to its Code of Management Practice at the start of the fifth cycle of NACD Responsible Distribution® in 2014, which obliges its members to review their security practices (including cyber, which is becoming more of a focus). The requirements apply to all NACD members, including those who do not have CFATS-regulated facilities.

Leigh says, "NACD member facilities that are not CFATS-regulated but comply with Code XIII should be recognized for implementing higher security standards than their counterparts. It would also be an incentive to join NACD and gain access to additional security advice."

WIDER PARTICIPATION

Leigh adds that NACD would also like to see more outliers drawn into the CFATS process and believes that this could be done through a recognition system. NACD believes that around one-quarter to one-third of members have a facility covered by CFATS (for current statistics on the program, see <https://www.dhs.gov/cfats-monthly-update>).

NACD has numerous resources available to its members to assist them with CFATS compliance. It has added courses to NACD U (the association's



"The most important thing is that the [CFATS] program maintains its focus on security and does not expire"

Doug Leigh
Senior manager, legislative affairs, NACD

online training platform) on security and has a subcommittee as a part of its Regulatory Affairs Committee that tracks any changes to the standard and reports any issues to its members.

The regulation overall is still not prescriptive, so it is up to individual facilities to make decisions on how to comply. Wording is not specific; for example, a system might be described as "extremely reliable" compared with "really reliable", therefore making it difficult to quantify.

But Gibson says that the CFATS program is pretty straightforward overall. The Chemical Security Assessment Tool (CSAT 2.0) has been greatly improved over the years and was developed with industry input. "They [DHS] have made some good changes to their submission process, they have streamlined the system, and this has simplified the process and reduced duplication."

There were some changes made in 2017 to the algorithm that DHS uses and companies had to

resubmit their surveys – in many cases this meant that facilities changed tiers or had new security issues to address. NACD hopes for some stability in the process in order to provide industry with the certainty it requires to make long-term facility security investments and enable DHS to run the CFATS program efficiently.

The association is pleased that the current leadership at the DHS is engaged with industry and is willing to work with and listen to its opinions. It is considered one of the few federal agencies that reaches out to the industry on a regular basis. "DHS conducts a lot of outreach in the industry and NACD expects to see this strong relationship continue going forward," says Gibson.

However, NACD does have concerns about what a new House bill could mean and argues that CFATS must remain security-focused rather than safety-focused, which could be a concern if the process is bogged down by political provisions as the 2020 election year approaches.

Both NACD and the American Chemistry Council (ACC) see the danger in the program moving away from its primary aim of managing security risks and into other focuses such as environmental and safety regulatory areas. These areas are already well represented in other programs administered by other state and federal agencies.

"A House bill could make the legislation more safety-focused and this is not what we want," says Leigh. "It would create too much overlap and the major worry would be who would then be holding information on our members' security plans. We want to keep this information on a need-to-know basis."

ACC has also commented that layering on additional responsibilities could impair the program's focus and impede its progress toward the goal of protecting important critical infrastructure from security threats.

INDUSTRY COALITION

The CFATS Coalition comprises 30–35 associations and companies including ACC and NACD. Regarding the way forward for CFATS, Leigh says, "As a coalition, we are overwhelmingly on the same page, although NACD is looking for a CFATS Recognition Program, which would not impact some of the other members."

The industry is keen to make progress in 2019 before the focus shifts to the 2020 elections.

Leigh says, "The question is what will come out of the House – what will stay and what will go and what will each side say? The biggest challenge I expect to see as we work towards passing CFATS reauthorization legislation would be reconciling the differences between the bills each chamber produces. I hold out hope that the two chambers can work in a bipartisan, bicameral manner to produce legislation NACD can support." ■

CFATS A PRIORITY AT THE WASHINGTON FLY-IN

On May 1–2, 105 NACD members and staff visited Washington for the Spring 2019 Fly-In, with over 180 congressional meetings taking place, including one-third with Members of Congress themselves. Additionally, NACD had two separate groups meet with chairs and ranking members of relevant committees and their staff on CFATS reauthorization and trade issues.

Leigh says that most offices agreed a CFATS reauthorization should be multi-year and it seemed most were supportive of a five-year reauthorization. "I am cautiously optimistic a multi-year agreement will be possible. Whether or not that agreement includes changes to the program or is simply a clean reauthorization remains to be seen. There is overwhelming consensus that the CFATS program is an important program that must not expire."

However, Leigh does not anticipate this being a quick process. He points out that neither chamber has introduced legislation as of today, and he does not expect the legislation that comes out of the House and Senate to be similar. This means that the topic of CFATS reauthorization would likely head to conference committee. Leigh reports that most offices were interested in the legislative history of the program. "They wanted to know 'How long were previous authorizations? Why did the current bill not get full reauthorization and only a 15-month extension? What is the opposition to this bill? What does industry think of the program? Previous bills? When will a bill be introduced?'"

Regarding NACD's three main CFATS targets, Leigh says that in general, most congressional offices showed support for long-term reauthorization, support for the program itself, interest in the industry's stake/support of the program, and general inquiries to follow up as the legislation progresses.

"Educating offices on the importance of the CFATS program went over incredibly well. Offices learning how the program is implemented by DHS and hearing that the industry supports this regulation was impactful information to the Members of Congress and their staff."

Ready to act

Would you know the procedure if a suspect package was found at one of your facilities? Carefully planned emergency exercises help ensure the right response, says Brenntag

Andy Brice London

By failing to prepare, you are preparing to fail. It is an old saying but one that is particularly relevant to a modern chemical distribution business.

Thankfully, under the scope of NACD Responsible Distribution®, member companies are fully committed to ensuring that their sites are safe, secure, and prepared for any eventuality.

Many companies therefore take the opportunity to open their facilities to the emergency services to carry out simulations to test their reactions and response. Brenntag recently held one such exercise, which all parties involved found invaluable.

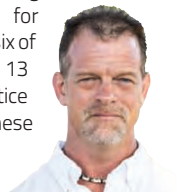
"As a business, we're always trying to become more transparent with our emergency responders locally, regionally, and federally," says Matt Fridley, safety, regulatory, and security manager at Brenntag North America.

"With the events that are happening around the world today, emergency responders are taking a hard look at these types of scenarios and have to prepare."

USEFUL AUDIT TOOL

Indeed, there are many benefits to running a live drill, he insists. Not only does it provide a real-world training scenario that cultivates important relationships, but it is also a useful auditing tool that gives the business a unique opportunity to analyze how well staff deal with an emergency.

"We see ourselves as good stewards and want to make sure we follow all the regulations and requirements for safety and security. At least six of Responsible Distribution's 13 Codes of Management Practice can be implemented in these drills, for example," he says.



"We didn't want them to worry when they saw the fire trucks showing up – we handled it all very sensitively"

Don Hendricks

Facility manager, Brenntag Mid-South

"Obviously that includes Code VII – Emergency Response and Public Preparedness, but it also covers others like Senior Management Commitment, Job Procedures and Training, Security, Internal Audits, and Corrective and Preventive Action."

Months of preparation went into arranging the event, with initial discussions starting late last year. The first responders suggested the fictitious emergency should involve a potentially dangerous unattended package.

MULTIPLE AGENCY INVOLVEMENT

Several planning meetings followed to ensure the exercise went smoothly and that there was minimal disruption to the day-to-day running of the business.

The U.S. Transportation Security Administration (TSA) and the U.S. Department of Homeland Security (DHS) were heavily involved throughout the process, along with representatives from the U.S. Federal Bureau of Investigation (FBI) and the Joint Terrorism Task Group. Local police, the fire department, and the bomb and arson department were also included in the preparations.

"NACD's Doug Leigh and his team also assisted us," Fridley adds. "They were coordinating with the local congresswoman from our area to keep her informed and explain what one of its members was doing in her district. It's important that we help her understand how well we are working with emergency responders in our area."

To maximize the effectiveness of the exercise, the majority of Brenntag's employees at the site were unaware about the drill taking place, with Don Hendricks, facility manager at Brenntag Mid-South, only divulging information to a select few.

"We wanted to make the scenario as realistic as possible," says Hendricks. "We had to let some people know that something was going to happen so it didn't create any undue concern, but we didn't tell them any specifics so that we could audit their performance. The only way we could do that effectively was to create an element of surprise."

"We didn't promote our activities on social media or tell everybody what we were doing, but we did reach out to our neighbors to keep them informed that we are doing a drill and it wasn't a

real emergency," he says.

"We didn't want them to worry when they saw the fire trucks showing up – we handled it all very sensitively. It's all about outreach and making sure we show people that the industry and emergency responders are in step and working well together."

On the morning of March 21, Brenntag hosted a pre-exercise briefing, detailing the plans and making sure everybody had gone through the required site safety training. With everything finalized, the drill could then begin.

Just before 8.00 a.m., staff found a suspect package left on the premises.

"After we'd found it and determined there was a problem, we made a mock emergency call to the first responders and went through a series of questions to provide as much information as we could," says Hendricks. "We then had to contact several other agencies. From that point, the first responders took over."



"As a business, we're always trying to become more transparent with our emergency responders locally, regionally, and federally"

Matt Fridley

Safety, regulatory, and security manager, Brenntag North America

By 1.00 p.m., the site had been cleared, the package disarmed and removed, and a potentially dangerous incident had been avoided. As relieved staff dispersed, the Brenntag leadership team met with the various agencies for a full debrief and assessment of how the situation had been handled.

PLEASED WITH THE OUTCOME

"Dealing with a suspicious package is obviously quite different compared to a chemical spill and there are different evacuation procedures and notification criteria. We were very pleased with the outcome," says Hendricks.

"Internally, our performance was in-line with what we expected. There were some little nuances we picked up for future reference and ways we could improve some processes, but we learned a lot – from the documentation we needed and who to call, to how to answer the questions that were asked."

"It was a great experience and without a doubt we would recommend other members do something like this. Obviously, we all want to be good stewards within our industry and our communities, but we must make the time to work with our first responders. It's critical we have those partnerships." ■



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Near-miss program protects workers

Encouraging employees to report near-miss incidents can pay dividends in work site and even community safety, as long as lessons are learned and acted on

Michael Lang NACD

A near miss is defined by the National Safety Council as “an unplanned event that did not result in injury, illness, or damage – but had the potential to do so. Only a fortunate break in the chain of events prevented an injury, fatality or damage; in other words, a miss that was nonetheless very near.”

So, those involved in near misses are problematic in an organization, and zero near misses is a goal we should all try to obtain, right?

Not necessarily. As a matter of fact, near misses present golden opportunities for those teachable moments that probably create a far more lasting impact than typical classroom safety training.

Did you know that NACD collects near misses from its membership? These are true, real-world examples that NACD members have submitted but in a confidential manner – safe-guarding the company's names, employees, and other information that may be considered as private and confidential.

Let us look at a couple of near miss examples found on the NACD Responsible Distribution® “Advising & Assistance” web page. There are 18 near-miss categories that can be reviewed.

Under the Container-related category: A driver was making a bulk delivery of a flammable liquid to a customer. The customer, like many others, requires the bulk tankers to be sealed. After being given the approval to make his connections, the driver cut the seal. The metal-on-metal contact of the cutters on the seal created a small spark.

After the event was reported, the facility evaluated alternative seals and cutters for future use in flammable bulk loads. This event was communicated to other employees, the public, and customers. The company's safety committee circulated the issue and relevant information, and solicited suggestions for corrective actions from the attending members.

Facility senior management was notified immediately and drove the investigation/corrective action process.



“Near misses present golden opportunities for those teachable moments that probably create a far more lasting impact than typical classroom safety training”

Mike Lang

Vice president, Responsible Distribution, NACD

Under the Forklift, Pallet Jack, or Power Lift-related category: A forklift was not maintained to meet the requirements noted by the forklift leasing company. Tires were changed to an insulating, non-marking type that prevented the lift from dissipating built-up static electricity. This caused a static spark when the lift made contact with a grounded steel tote.

The primary cause was noted as being that

there was no management of change in place for the related lift modification. A secondary cause was a lack of knowledge about the rating on forklifts by the employee and forklift leasing company employee/service technician.

Corrective actions included modified tires and communication of the incident to all sites, so that all lifts were inspected. Also, the leasing company was informed about the issue, redundant grounding methods were installed on all lifts, all personnel were trained about the issue as part of the bonding and grounding program, and a management of change was created noting that training to the site was added as part of the Process Safety Management program.

In addition, other employees, the public, and customers were informed. Further, the leasing vendor communicated with all sites via phone call and an internal incident form.

It is critical to understand that the purpose of reporting near misses is not to create a punitive action against employees, but rather to encourage them to come forward with identifying near misses to help minimize those incidents and help protect the safety and well-being of all.

Another side benefit is that the lesson learned might even transcend the work place and instill a better safety culture within the home and other locations.

To encourage near-miss reporting, management must embrace the concept and lead by example in reporting these events. Also, make the method of reporting easy and non-punitive to those involved (except of course for illegal acts or deliberate actions); train your employees on how to identify hazards and near misses; and communicate and promote the near misses reported, lessons learned, and resulting actions.

Another consideration is to incentivize reporting near misses and achieving safety goals or targets. Yes, maybe one could consider cash or gift cards as incentives, but ultimately if they make the workplace more aware and safer, it is well worth it! ■

EXAMPLES & REPORTING

Want more examples and information on near misses? NACD members can go to the NACD website, under the Responsible Distribution tab, then click on “Resources,” followed by “Advising & Assistance.” If you'd like to submit an example of a near miss at your facility to NACD, at the very bottom of the “Advising & Assistance” webpage, there is a form that members can download, complete, and then send to NACD's legal counsel to remove any possible identifying information. The legal counsel submits the sanitized form to NACD so it can be posted to the NACD website, all while protecting the member's identity.



The Omni Louisville hotel in Louisville, Kentucky, hosts the NACD ChemEdge meeting this year, the first time the event has come to the city

Counting down to ChemEdge

One of the biggest events on every distributor's calendar promises to be bigger and better than ever this year

Andy Brice London

ChemEdge is coming and registration is now officially open. For the very first time, NACD is proud to announce that the popular three-day event is heading to Louisville, Kentucky – a city rich in culture and famed for its Bourbon distilleries, the legendary Kentucky Derby, and the iconic Louisville Slugger baseball bat.

Thanks to its stellar line-up of speakers and seminars, the meeting continues to grow from strength to strength – so much so that NACD will be taking over an entire floor at the recently opened Omni Louisville Hotel this August.

Once again, NACD has carefully selected a central location away from either coast in the hope that it attracts even more attendees and builds on last year's record turnout. Registrations always fill up quickly and the ChemEdge committee is confident it will again exceed 400 participants.

"We've been wanting to host the event in Louisville for a number of years and we're excited to be heading to the Omni Louisville Hotel, a venue that's just perfect for our meeting," says

NACD's Matt Glaser, vice president, education and strategic programs.

"After another record turnout last year, we're being careful not to change our winning formula too much," he adds. "We want to build on that success with a good balance of content related to regulation, safety, security, and Responsible Distribution, while also keeping it fresh and interesting. We're working hard to keep our sessions creative and engaging for the participants."

ChemEdge promises its usual blend of insightful presentations, networking opportunities, and thought-provoking content that is relevant to everyone who attends, adds Dan McCusker, ChemEdge committee chairman and vice president of sales at Datacor.

The meeting is geared to those involved in operations and regulatory roles and this year's theme, The Operational Roadmap, looks to outline the latest news, views, and issues affecting the industry and offer guidance on the best route to success.

"We want to give attendees that competitive advantage, help with best practice, and show how they can make their organization operate more

efficiently and effectively," says McCusker.

"We try to make sure everyone is up to speed with the latest regulatory changes and how they affect us and our customers. It is also important that we include sessions that help our members operate more effectively – everything from looking at transportation and the driver shortage to optimizing our inventories.

"The third important area we're focusing on this year is personal development – whether it's reaching your potential, motivating people or becoming a better leader. We've structured the event to address all of these issues."

McCusker adds, "We always have many familiar faces coming to ChemEdge but we're also very proud to see a lot of new attendees each year. Roughly a third of those who come have never been before, another third has been coming for over 10 years, with the remainder falling somewhere in between. When we decide on the conference agenda, we take into account the different levels of experience and expectation. We want to make sure everybody has key takeaways from the event."

McCusker, in the second and final year of his term as chairman, will be succeeded by Superior Oil's Jay Baker as the meeting concludes. "I'm proud of what we've done with ChemEdge these last few years," he says. "Being chairman has certainly given me a different perspective about all the hard work that NACD does. The more involved I've become with the association over the years, the more impressed I've been with all the work the staff do to better prepare us and help us make all the right decisions for our industry."

HAND-PICKED SPEAKERS

Now in its third decade, ChemEdge has certainly become a highlight of the calendar, helping members adopt best practice and stay on top of the ever-changing regulations affecting the industry.

The main program has now been finalized and promises the usual packed schedule, with plenty of seminars and social events taking place throughout the week.

Drawing on feedback from the previous meeting, the committee has handpicked leading speakers to deliver their perspective on how best to navigate this increasingly complex marketplace, says Glaser.



"The presentations provide the perfect opportunity to learn important information that helps make your company safer and more effective"

Matt Glaser

Vice president, education and strategic programs, NACD

"The presentations provide the perfect opportunity to learn important information that helps make your company safer and more effective, while at the same time you can have quality conversations with colleagues in similar roles about best practice," he says.

"Although these are your competitors, there is a real sense of camaraderie at this event and those quality conversations really add to the value."

There will be plenty of chances for networking at the various social events and in the bustling exhibit hall, which



"We try to make sure everyone is up to speed with the latest regulatory changes and how they affect us and our customers"

Dan McCusker

ChemEdge committee chairman and vice president of sales, Datacor

will be filled with over 70 booths. NACD has revamped the area this year too, with a space dedicated to warehousing and another set aside for short presentations. Exhibitors have the chance to reserve time slots to host 15-minute Product Spotlight talks to showcase their latest products and services, says Glaser.

"NACD staff constantly look at what other associations and industries are doing in terms of new and innovative ideas, and this is something we thought would be a great addition to ChemEdge," he says. "We've decided to take a new approach to the exhibition area and if we get positive feedback then we may develop this further next year."

A FULL AGENDA

Prior to ChemEdge officially starting on Wednesday, August 14, NACD will be running workshops – one focused on the Toxic Substances Control Act (TSCA) and another looking at its Responsible Distribution program and the start of the 7th Cycle in January 2020.

Later that afternoon in the meeting's opening session, keynote speaker Scott Burrows of StandUp, Inc. will set the tone with his motivational speech about how to respond to adversity, overcome fear, and implement change. After a life-changing car accident that left him wheelchair bound, Burrows draws on his personal experiences to emphasize that no challenge is insurmountable.

"His speech is really inspirational and will emphasize just how important safety is to our members and how determination can help you overcome anything," says Glaser. "This is the kind of session they'll be talking about as they head home at the end of the week."

Aimed largely at first time attendees, the Com-

A MUST-ATTEND EVENT FOR THE INDUSTRY

The buzz around the halls at ChemEdge each year goes some way to explaining why it has become so popular. The conference has certainly become the premier event for anyone involved in the day-to-day running of a chemical distribution business – its success thanks to a combination of insightful presentations, plentiful networking opportunities and of course, the hard work of NACD staff.

Long-time attendee Dave Richards, vice president of regulatory compliance at Barton Solvents, has been coming to the event for more than 20 years, and insists the content is always fresh and relevant.

"Every year, NACD staff come up with some really great topics that are current and pertinent to what's going on in our industry. When I look at the agenda, it's always really focused and there are new and interesting ideas that I can take home with me to explore further. ChemEdge means I can hear from experts in the field about what the regulations mean and how to implement them, and it also gives me the chance to discuss this with my peers from other companies."

"I can only recommend that people who have never been before, come to ChemEdge so they can both increase their understanding about issues relevant to them and meet other like-minded people in the industry," he says. "We're competing head-to-head every day on the sales side but when it comes to regulatory compliance or operational issues, we can all benefit by talking with each other and sharing ideas."

pliance 101 breakout session run by NACD's Allison Tuszyński will get everyone primed and ready for the rest of the program, and unravel some of the complexities of the regulation and red tape in the industry today.

A concurrent session will see Marshall Jones of The Distribution Team run an interactive discussion about the supply chain and inventory management – covering everything from implementing effective stock control to best practice and hidden costs. Other highlights on the agenda include discussions on:

- Transportation and the driver shortage. This ongoing issue remains a priority for members, with the baby boomers retiring and the younger generation not filling those roles. This seminar explains the various measures companies are putting in place to address the issue.
- Flammable storage and how best to handle and store chemicals safely. This interactive discussion looks at everything from fire suppression systems to minimizing risk and best practice.
- The intricacies of the Food Safety Modernization Act (FSMA). Tommy Turriff of TLC Ingredients, Inc. will provide a review of some of the issues surrounding FSMA and the impact of new regulations such as the U.S. Department of Agriculture's (USDA) Bioengineered Food Disclosure Rule.

NACD president and CEO Eric Byer and vice president of regulatory affairs Jennifer Gibson will also be running the always popular Legislative and Regulatory Update, shedding some light on the latest developments affecting chemical distribution and how best to interpret and meet these increasingly tough requirements.

Thankfully, after a busy program there will be plenty of time to unwind, relax, and network as

NACD invites attendees to the nearby Tavern on 4th Street. Refreshed on the final morning, attendees will hear from Mike Micklewright of the Kaizen Institute about ISO 9001 Certification, including how to improve processes and efficiencies, and downsize their documentation to create a system that is more user-friendly to both employees and customers.

To wrap up the event, renowned author Michael Sherlock will rally participants and encourage them to get their voices heard within their workplace. Sherlock's speech will outline effective strategies to ensure they get noticed by management, not only highlighting the



"When it comes to regulatory compliance or operational issues, we can all benefit by talking with each other and sharing ideas"

Dave Richards

Vice president, regulatory compliance, Barton Solvents

importance of personal development but urging everyone in attendance to show their true value and contribution to their organizations.

"We all want to make sure we're handling chemicals safely so there's a great sense of stewardship among everyone. Sometimes however, we may struggle to get our voices heard. This session will look at how to sell yourself and your ideas to management, and achieve your potential," says McCusker.

ChemEdge takes place from August 13-16. To register, visit www.nacd.com/chemedge. ■



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Telematics is coming

Dave Mathews of insurance and risk management brokerage Pritchard & Jerden describes how app-based monitoring of driver behavior can lead to lower insurance premiums

I was recently asked to speak to the sales force of an NACD member company about safety issues as they relate to driving on company business. The discussion was instigated, in part, by automobile insurance rate increases being asked for by insurance carriers even from businesses with good loss history.

These rate increases are due to insurance carriers losing money on automotive insurance nationwide over the last several years. Insurance carrier losses for 2017 are estimated at over \$127 billion, a 34 percent increase over 2014 losses.

How are employers combating the rate increases? They begin by implementing common sense employee safety measures. Most employers have already embraced these first steps:

- Annual Motor Vehicle Report (MVR) checks for each employee driving on company business
- Written MVR standards that employers can use to determine what is an acceptable driving record
- Mandatory seat belt usage
- Hands-free cell phone policy
- Defensive driver training
- Vehicle maintenance program.

The next generation of vehicle safety will bring telematics to the masses. Telematics is the term used when technology is paired with a vehicle to provide information about vehicle usage and driver behavior.

There is a broad spectrum of telematic applications for vehicles including productivity, fleet optimization, and safety. The trucking industry was an early adopter of this technology as heavy vehicles and those traveling over long distances pose significant risk. On the home front, parents have also adopted the technology to monitor young drivers.

Telematics companies provide a wide range of data-capturing services. Some products capture video from inside and outside the vehicle while others monitor driver fatigue. In the past, the technology could be expensive and it was difficult for small- to medium-sized businesses to justify the cost, even though studies show the technology does improve driver behavior.

Fortunately, insurance carriers are starting to team with telematics providers and offer the technology to their commercial clients at no charge. Recently, three carriers (Philadelphia,



A combination of GPS tracking and onboard sensors can capture adverse driving behavior and log incidents for insurance purposes

State Auto, and Selective) have provided complimentary telematics to their policyholders.

Being curious, I asked Selective Insurance Company if I could test its product. A simple device was inserted in my vehicle power outlet and synced easily to a free application downloaded on my phone. When opened, the app monitored my driving. Not only did it track via GPS when and where I started and ended my drive, it monitored for speeding, harsh braking, acceleration, and cell phone usage while in motion.

These poor behaviors are named "Events". From my application dashboard (over a 30-day test period), I made 89 trips while logging 583 miles. The system reported that I was speeding 10 of those miles, logged three harsh accelerations, and had 10 phone usages. (I attribute each of those poor driving behaviors to "testing the system".)

The application also



"Imagine what a safety manager could do with a dashboard that allows them to monitor vehicles and drivers in real time"

Dave Mathews
Executive vice president and principal,
Pritchard & Jerden

showed me exactly when I earned an "Event". For each of the speeding "Events," it knew the miles-per-hour I was traveling and the location where it occurred. Other notable features of the app include crash detection and vehicle maintenance alerts. Other telematics companies capture similar data.

Now, imagine what a safety manager could do with a dashboard that allows them to monitor vehicles and drivers in real time and be alerted to driver "Events". In addition to rewarding drivers for good safety practices, the fleet manager can tailor training for individual employees with "Events" and help them make critical decisions based on repeated violations.

For many more benefits and features about telematics, go to www.telematics.com or other helpful website resources.

Insurance carriers are using free telematics systems as a competitive advantage to attract clients. Before long, more insurance carriers will offer this to help both the employer and insurance carriers better manage fleet risk.

A savvy employer will use the telematics data to demonstrate to an underwriter that their company is a good risk and deserving of maximum premium savings despite the current environment of rate increases. Telematics is coming, and that is a good development for employers with a focus on safety. ■

Boost your brand

How can you encourage potential customers to choose you over your peers? Content marketing can help you stand out, says Andy Brice of editorial agency Scribe Creative

A successful distribution business is built on relationships – so it is vitally important you connect with your customers. In an increasingly tough marketplace, telling people about your offering or showcasing your abilities and successes has never been more important.

You might be the best at what you do – providing an excellent service and superior products – but your target market needs to know about it. Otherwise, what is to stop them from turning to your competitors instead?

In the past, you may have used conventional advertising to achieve this – perhaps a page in a magazine or an animated banner at the top of a website.

While this technique is still valuable and should have a place in your overall marketing strategy, times have changed and the discerning customer has become wary of advertisements.

INFORMATION OVERLOAD

This is really no surprise, given that each day we are faced with hundreds of them as we commute, shop, or surf the internet. We live in an age of information overload and it has become second nature to filter everything we see.

If you want to let people know what you are up to nowadays, a different approach is not only necessary, it is vital.

Content marketing can help address this issue

with potential customers, but what is it and why is it relevant to your business?

A common definition of an advertisement is an attempt to persuade a user to buy a product or service. Content marketing, meanwhile, is about sharing valuable content without the hard sell. Studies show that people prefer to learn about companies through articles rather than advertisements.

By offering your audience insightful and valuable information rather than solely promoting yourself, you establish trust and integrity, build relationships, and bolster your brand.

Content marketing – or custom publishing, if you prefer – is certainly not a new phenomenon.



In fact, it has proven itself an effective and far more subtle way of stimulating interest in a product or service for centuries.

Benjamin Franklin is often credited as one of the pioneers, using it to promote his printing business as early as 1732. Some, however, suggest it was 150 years later when this new form of marketing really started to grab people's attention, with the launch of a farming magazine called *The Furrow*.

TRIED AND TESTED

Considered one of the first and most successful examples of custom publishing, John Deere's creation in 1895 offered articles and advice to its readership, and soon became seen as a trusted resource on farming techniques.

It was not long before the concept of content marketing blossomed and others started to provide a similarly thought-provoking and authoritative approach to content creation.

The first-ever edition of the famous Michelin Guide, for example, was published in 1900 by the tire-making brothers Andre and Edouard Michelin. Rather than use this as a mouthpiece to praise their products and encourage the burgeoning motor industry to use their wares, it provided travelers with valuable tips and information about places to visit. Their intention was to get more people on the roads; the more they drove, the more tires they would need.

Content marketing is now recognized as one of the most effective ways of promoting a business and raising brand awareness.

HERE ARE FIVE THINGS YOU NEED TO KNOW:

■ It is effective

Content marketing is a proven format. It works. Not only is it a useful tool for keeping customers informed, it improves brand loyalty and keeps them coming back for more.

Statistics from consultancy Demand Metric show that 90 percent of consumers find custom content useful, and 82 percent feel more positive about a company after reading it. An equally impressive 74 percent of companies say content marketing has boosted the quantity and quality of their marketing leads, notes Curata.

More companies than ever are commissioning tailored editorials to promote themselves – and the majority are producing more material than they did a year ago. These are your competitors. They have realized its importance and relevance. Without an effective content marketing strategy in place, you are giving them the upper hand.

■ You get more bang for your buck

Traditional advertising – whether using printed media, websites, cell phones, or social media – can be costly and its success depends on many factors, many of which are beyond your control. Con-

tent marketing, however, can be adjusted to suit your budget and provides the reader with information rather than shameless self-promotion.

Whether it is a single-page article or a 12-page publication, a targeted social media campaign or a series of infographics, choosing an appropriate format to get a message across to your audience makes it engaging and far more effective.

Demand Metric suggests that content marketing costs 62 percent less than traditional marketing and generates about three times as many leads.

■ It is tailored to your needs

Customizable content is exactly that. Whatever your objectives, this form of marketing can be personalized to your unique requirements. It is about telling your story to your audience.

It is completely flexible. There is no set design, layout, or style. If you are awash with facts and figures, you can create an infographic. Perhaps you are hosting an event, attending a conference, or meeting with clients, and a printed handout would be more suitable?

Maybe a video interview or whiteboard animation is a better delivery method – ideal for reaching an audience who is always on the move or



"Demand Metric suggests that content marketing costs 62 percent less than traditional marketing and generates about three times as many leads"

Andy Brice

Founder, Scribe Creative

absorb information on their cell phones and tablets. The options are endless.

■ You are always in control

After all your hard work building a business and your reputation, you do not want to risk it all with a few careless phrases or a misjudged comment. Rest assured, with custom content, you are in complete control of the topic and tone – and you get full approval before anything is published.

At every step of the way, you get to check everything. From the initial briefing and the draft content ideas, to the interviews, writing, and design, you need to be kept informed of progress and given the opportunity to make changes, if required. This is your story, your message.

■ You become a thought leader

Thought leadership positions you and your business as a source of knowledge and expertise in the eyes of your customers. It suggests integrity and trust. It makes people view you as not only someone to buy from, but to learn from.

This is where content marketing shows its true

value. It should be both informative and authoritative. Just like the Michelin brothers all those years ago, a successful piece of content can offer so much more than simple product promotion.

So where to start? Before commissioning any project, it is certainly worth outlining a brief plan to decide what you would like to achieve. It can initially be tricky to think of something valuable you want to share. What could you possibly have to say that would be of interest?

That is all part of the challenge – getting the right message out there.

TARGETED COMMUNICATION

Step back a little and put yourself in the shoes of your customers – what would they want to know? What would help their decision-making process?

Do you offer something unique? Are your products better than your competitors? Is your fleet bigger, are your warehouses more modern, or are your staff more capable? Do you always go that extra mile? Are you conveniently located for your target market, or do you have longer opening hours?

Anything from an anniversary or acquisition, to a new project or partnership could be a good starting point too. Perhaps you want to focus on a specific business segment or are looking to celebrate an achievement or milestone?

Remember, you run a successful and established business, so you are no doubt sitting on plenty of potentially strong stories. Careful planning is needed, and a good agency will offer advice and guidance about the best way to convey those ideas.

Content marketing is not simply waxing lyrical about your business, praising your products, or complimenting your customer service. This is your platform to offer valuable insight and a compelling story that will keep your readers engaged and, hopefully, generate leads and boost sales.

Unlike a magazine advertisement or a sponsored event – which can be quickly forgotten – custom publishing editorial can be reused and repurposed.

These are useful resources and reference tools that you can use time and time again. A printed publication is ideal for sending to prospective clients or as a handout at a trade show, whereas online articles can be shared via email and social media, or hosted on your website. These can be enhanced with graphics and visuals, or videos and animations.

The modern world is fast moving and competitive, so promoting your brand should be an important part of your business plan. Communication is key. Can you afford to rest on your laurels and wait for your competitors to get the upper hand? ■

Andy Brice is founder of Scribe Creative, an editorial content creation company. He helps companies create custom content and focus their marketing messages. For details, visit www.scribe-creative.com

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ICTA forms alliances

Robert Stuyt, secretary general of the International Chemical Trade Association (ICTA), is building partnerships abroad to connect best practices in chemical distribution

Joseph Chang New York

The International Chemical Trade Association (ICTA) is seeking to build further alliances with global chemical distributor trade associations and individual chemical distributors, says its secretary general, Robert Stuyt.

"We are building bridges between associations in different countries, especially in countries with no distribution trade organization," he explains.

"Here, we can work in the interest of distributors by helping to bring up safety standards and spreading the importance of Responsible Care and Responsible Distribution."

For chemical distributors with operations worldwide, ICTA can act as their distributor trade group in that country, he adds.

ICTA operates three working committees – on substance, safety, health and environment (SSHE); transport and security (T&S); and Responsible Care/Responsible Distribution.

"We support and initiate activities to better develop international chemical trade. If you're a U.S. distributor that does business in India, and know that a company there is covered under an ICTA program, you may be more confident in their operations," says Stuyt.

TIES WITH INDIAN CHEMICAL COUNCIL

ICTA is building ties with the Indian Chemical Council (ICC), which represents all branches of the chemical industry in the country, from petrochemicals and inorganics to dyes, fertilizers, and specialty chemicals.

In 2018, ICTA and ICC signed a memorandum of understanding (MoU) for cooperation on Responsible Care/Responsible Distribution, the global standards for environmental, health, safety and security performance.



"We are building bridges between associations in different countries, especially in countries with no distribution trade organization"

Robert Stuyt
Secretary general, ICTA



Robert Stuyt and Marco Mensink signed the partnership agreement between ICCA and ICTA

"We want to have a joint workforce on Responsible Care/Responsible Distribution and hold workshops where we bring in local and international partners," says Stuyt.

In 2019, the secretary general also plans to seek ties with the China Petroleum and Chemical Industry Federation (CPCIF), the country's largest producer association.

"We would want to work on Responsible Care/Responsible Distribution with them and would aim for an MoU, which was discussed during the Responsible Care conference held by CPCIF in March in Beijing," he noted.

ICTA also works to increase the visibility of the chemical distribution industry at global intergovernmental organizations, and engages with policy makers, journalists, and other business associations.

For instance, ICTA is closely involved in United Nations initiatives such as the Strategic Approach to International Chemicals Management (SAICM), where it is involved in developing the post-2020 framework, says Stuyt.

ICTA views itself as the distributors' version of the International Council of Chemical Associations (ICCA), the global umbrella group for chemical producers. ICTA has intensified contact with ICCA on

sustainability, the circular economy, Responsible Care/Responsible Distribution, and other issues, says Stuyt.

Both organizations are also aligning their advocacy messages at intergovernmental organizations, such as UN Environment, he adds.

ACCESS TO GLOBAL BEST PRACTICES

ICTA's member associations include the European Association of Chemical Distributors (Fecc), the U.S.-based National Association of Chemical Distributors (NACD), the Brazilian Association of Chemical Distributors (Associquim), Mexico's National Association of Chemical Industry (ANIQ) and the UK's Chemical Business Association (CBA), among others.

ICTA also has 20 member companies, including global distributors Brenntag, Univar, and Azelis.

"Company members gain access to global best practices and knowledge of legal and technical issues," says Stuyt.

"Next to that, they receive early updates on intended global policies and the possibility of influence on the development of those policies. Members also have the opportunity to meet their global peers at ICTA's biannual events," he adds. ■



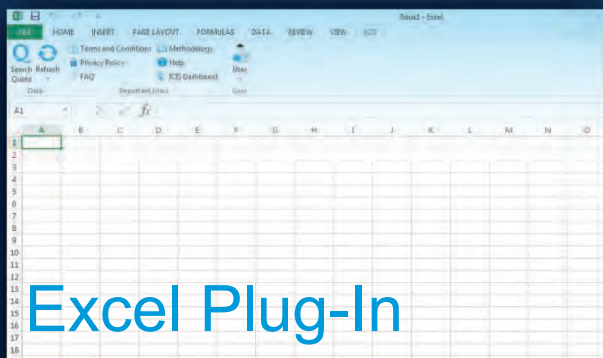
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SARAH CRESWELL LONDON
JOSEPH CHANG NEW YORK
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1 BRENNTAG 2018 SALES: \$14.4BN (€12.6BN)

Essen, Germany

WWW.BRENTAG.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, repackaging, inventory management and drum return handling

April-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; repackaging; 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; repackaging

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

SINOCHEM PLASTICS
2018 SALES: \$3.08BN

Beijing, China

WWW.SINOCHEMPLASTICS.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 ABSHR); 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); fluff pulp and SAP; synthetic rubber (IIR, SBR, 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 clean-

room pharmaceutical 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 EEIG
2018 SALES: \$1.5BN

Dublin, Ireland

WWW.PLUSCHEM.COM

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

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

Services: Bulk storage; logistics/trucking; repackaging; 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

BIESTERFELD
2018 SALES: \$1.43BN

Hamburg, Germany

WWW.BIESTERFELD.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

Courbevoie, France

WWW.SNETOR.COM

President: Emmanuel Aubourg

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 Huybrechs

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

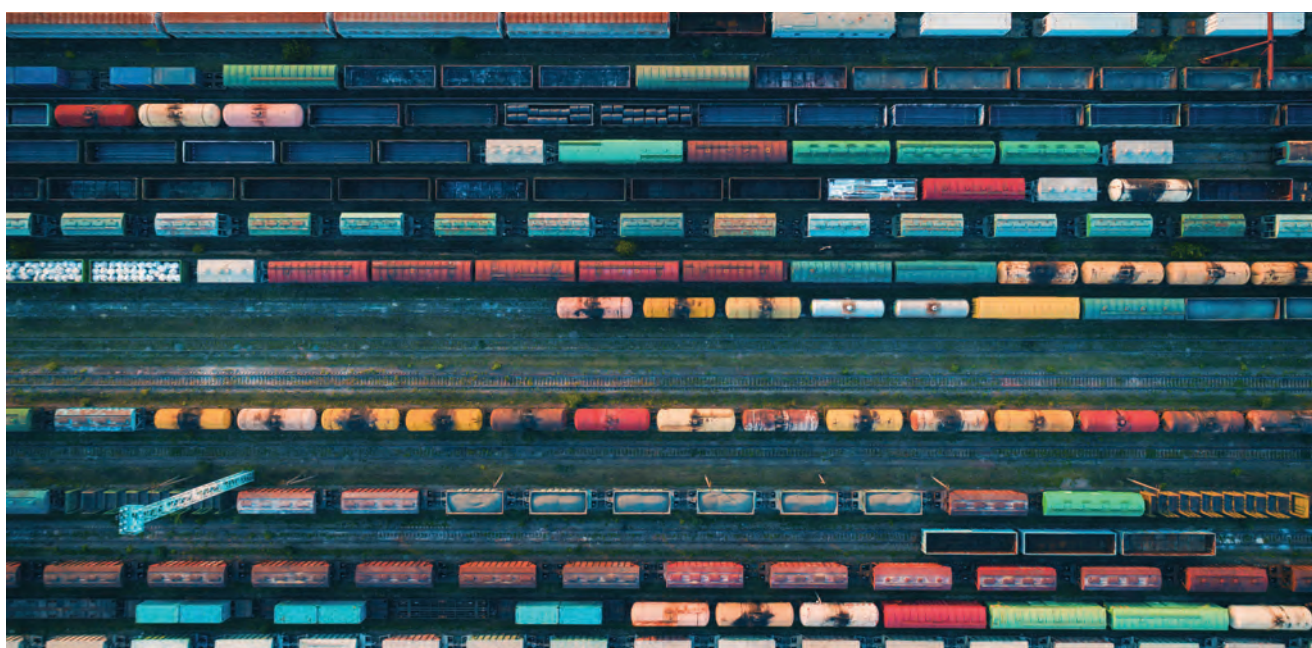
Products: Minerals and specialty chemicals

ASIA PACIFIC CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Sinochem Plastics	3,040.0	29 Ravago Chemicals	68.7	56 WISTEMA	7.0
2 Tricon Energy	2,931.0	30 Connect Chemicals Group	51.9	57 2M Holdings	6.4
3 Brenntag	1,584.9	31 Ramcharan	49.0	58 Prakash Chemicals International	6.1
4 Helm	945.1	32 Nordmann, Rassmann	40.1	59 Indukern	5.9
5 Behn Meyer Group	803.0	33 LEHVOSS Group	35.5	60 Shamrock Shipping & Trading	5.7
6 DKSH Holding*	618.6	34 Aceto	35.0	61 Cornelius Group	4.6
7 Redox	517.0	35 McKinn International	34.2	62 Noahs Ark Chemicals	4.6
8 IMCD	415.8	36 Eigenmann & Veronelli	32.1	63 Wego Chemical Group	4.0
9 Univar Solutions	393.0	37 Norkem Holdings	30.5	64 Taj Al Mulook	3.3
10 ICC Chemical	372.4	38 Caldic	28.6	65 LBB Specialties (includes Charkit Chemical Company & AIC)	3.0
11 Pluschem EEIG	350.0	39 Biesterfeld	27.0	66 Group Barcelonesa	3.0
12 Jebson & Jessen Group	332.2	40 MONACHEM Group	24.5	67 Solventis	3.0
13 Manuchar	329.0	41 ECEM European Chemical Marketing	22.6	68 Arkem Kimya	2.6
14 Pon Pure Chemicals Group	328.4	42 Neo Chemical	21.4	69 Atlantic Chemicals Trading	2.3
15 TOP Solvent	305.0	43 SAFIC-ALCAN	17.2	70 EMSA Tecnologia Quimica	2.3
16 Petrochem Middle East	254.9	44 CellMark Chemicals	16.7	71 Quimdis	2.3
17 Azelis	254.3	45 EQUILEX	16.3	72 Metafrax Trading International	2.1
18 KPL International	249.8	46 Saiper Chemicals	15.4	73 M. Cassab	2.1
19 WWRC Holding	208.0	47 Penpet Petrochemical Trading	13.7	74 Audiche Trading	2.0
20 Omya	183.1	48 Novasol Chemicals Group	13.0	75 Hawkins	2.0
21 Union Petrochemical	99.0	49 PHT International	12.3	76 The Chemical Company	1.2
22 Transmare Chemie	92.9	50 Bodo Moller Chemie	10.2	77 A. + E. Fischer-Chemie	1.1
23 Barentz International	86.4	51 Algol Chemicals	10.0	78 Astro Chemicals	1.0
24 TER GROUP	85.9	52 Marubeni Specialty Chemicals	10.0	79 Haefner	1.0
25 RAI Rakha Al Khaleej International	80.0	53 Arpadis Benelux	9.8	80 Harwick Standard Distribution	1.0
26 Megachem	75.2	54 Joss Elastomers	8.0	81 Hubbard-Hall	1.0
27 Vikudha Overseas	75.0	55 Rahn Group	8.0	82 Solvadis Group	1.0
28 Maha Chemicals	73.0				

*DKSH figures are based on industry estimates

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



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

for polymers; decorative paints; industrial coatings; printing inks; adhesives and sealants; plasters and renders; 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%

16 ICC CHEMICAL

2018 SALES: \$1.06BN

New York City, New York, US

WWW.ICCCHEM.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 alkalis; 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; adsorbents 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, repackaging

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, Jebesen & Jessen Ingredients: Marc Deschamps

Managing partner, Jebesen & 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.TERGROUPE.COM

Managing shareholder: Christian A Westphal

Products: Waxes; gum rosin; thermoplastic and thermoset polymers; adhesives; hotmelts; 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%

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



- › 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.

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SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

22 **OQEMA**
2018 SALES: \$939.3M (€820M)

Korschenbroich, Germany

WWW.OQEMA.COM

CEO: Peter Overlack; **Co-CEO:** Heinrich Eickmann; **CFO:** Sabine Moritz

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

Services: Tailored logistics solutions; technical support; filling and repackaging; blending; dilution and mixing; distillation and recycling; tail end spend solutions

Assets: 40 locations; 50 warehouses; trucks; laboratories; workforce of 1,200 Europe-wide

Trading sales: 5%

23 **BEHN MEYER GROUP**
2018 SALES: \$882.1M (€770M)

Hamburg, Germany

WWW.BEHNMEYER.COM

Products: Fertilizers; crop protection chem-

icals; 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

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

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

24 **RAVAGO CHEMICALS**
2018 SALES: \$859.2M (€750M)

Arendonk, Belgium

WWW.RAVAGOCHEMICALS.COM

General manager, EMEA: Filip Van Camfort;

General manager, US: Kevin Wettstein

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

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

Assets: Network of warehouses (own and third party); blending facilities; laboratory facilities; feed premix plant

Trading sales: 10%

25 **SAFIC-ALCAN**
2018 SALES: \$687M

Paris, France

WWW.SAFIC-ALCAN.COM

CEO: Philippe Combette; **CEO of Myrtill (holding co):** Martial Lecat

Products: Cosmetics ingredients; pharmaceutical ingredients; nutraceuticals; rubber; plastics; coatings; industrial specialties

Services: Blending; packaging

Assets: Nine state-of-the-art laboratories for cosmetics, coatings, rubber, pharmaceuticals and water treatment in France, UK, Netherlands, Italy, Turkey and China

26 **HYDRITE CHEMICAL**
2018 SALES: \$686M

Brookfield, Wisconsin, US

WWW.HYDRITE.COM

CEO: Paul Honkamp

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

Services: Blending; manufacturing; solvent reclamation; hazardous waste removal; technical training and customer product research
Assets: 12 locations; bulk storage of 15m gal; private fleet of trucks and professional drivers

27 SOLVADIS GROUP 2018 SALES: \$674.9M

Frankfurt, Germany

WWW.SOLVADIS.COM

CEO: Andreas Weimann

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

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

Assets: 10 tank farms; two storage facilities/warehouses; one production facility

Trading sales: < 5 %

28 GTM HOLDINGS 2018 SALES: \$642M

Sao Paulo, Brazil

WWW.GTMCHEMICALS.COM

CEO: Jose Manuel Berges

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

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

Assets: 50 facilities throughout Latin America, including four owned maritime terminals; tank farms and blending units in all countries; 19 laboratories (product development, application technology, quality control)

29 HAWKINS 2018 SALES: \$550M

Roseville, Minnesota, US

WWW.HAWKINSINC.COM

President and CEO: Patrick Hawkins

Products: Caustic soda; bleach; minerals; lactates, sulphuric acid; hydrochloric acid; sodium citrate; vitamins; ferric/ferrous chloride; urea; chlorine

Services: Manufacturing; custom blending; packaging; private label; delivery

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

Trading sales: 10%

30 NORDMANN, RASSMANN 2018 SALES: \$527M (€460M)

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; pharmaceutical and nutraceutical ingredients; polyurethane chemicals; synthetic rubber and rubber chemicals; thermoplastics and polymer additives

Services: Laboratory services; studies and R&D; chemical synthesis and compounding; marketing and market intelligence; legislative and regulatory support; quality management and safety; global supply chain management; repackaging and refilling; sample service

Assets: Warehouses located all over Europe, Asia and North America

31 REDOX 2018 SALES: \$527M

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

32 INDUKERN 2018 SALES: \$508.3M (€443.7M)

Barcelona, Spain

WWW.INDUKERN.COM

WWW.GRUPOINDUKERN.COM

CEO: Daniel Diaz-Varela

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

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

Assets: 11 warehouses in Spain; subsidiaries

Trading sales: 8%

33 CG CHEMIKALIEN 2018 SALES: \$482.2M

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%

34 QUADRA CHEMICALS 2018 SALES: \$473.2M

Vaudreuil-Dorion, Quebec, Canada

WWW.QUADRACHEMICALS.COM

WWW.QUADRAINGREDIENTS.COM

CEO: Tony Infilise

Products: Performance adhesives; flexible packaging; household, industrial and institutional cleaning chemicals; water treatment chemicals; mining and smelting chemicals; soluble fertilizer; pulp and paper chemicals; metal treatment and galvanizing chemicals; construction chemicals; coatings, adhesives, sealants and elastomers; 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

35 LEHVOSS GROUP 2018 SALES: \$438.7M (€383M)

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Univar Solutions	6,260.0	47 TER Group	76.8	93 Seeler Industries	26.1
2 Brenntag	5,311.8	48 Callahan Chemical	75.0	94 JNS-Smithchem	25.0
3 Tricon Energy	1,202.5	49 Chemical Solvents	75.0	95 Barentz International	24.9
4 IMCD	1,092.9	50 George S. Coyne Chemical	75.0	96 Atlantic Chemicals Trading	24.1
5 Helm	1,063.3	51 Connection Chemical	73.0	97 Seacole	22.0
6 Azelis	882.1	52 Tennants Distribution	70.2	98 ECEM European Chemical Marketing	21.4
7 Hydrite Chemical	686.0	53 Chemisphere	70.0	99 Connect Chemicals Group	21.2
8 Hawkins	543.0	54 Buckley Oil	67.0	100 DAXX	21.0
9 Quadra Chemicals	473.2	55 Skyhawk Chemicals	66.9	101 Eagle Alcohol	18.7
10 Maroon Group	425.0	56 SolvChem	66.2	102 Biesterfeld	18.0
11 EMCO Chemical Distributors	376.0	57 Brainerd Chemical	66.0	103 Schibley Solvents and Chemicals	17.5
12 PVS Distribution Group	305.0	58 Astro Chemicals	62.0	104 EMCO-Inortech	14.7
13 Wego Chemical Group	292.0	59 Walsh & Associates	60.6	105 LEHVOSS Group	13.7
14 ICC Chemical	264.2	60 Petrochem Middle East	60.2	106 American Chemie	13.2
15 Interstate Chemical	249.0	61 Dien	59.5	107 Classic Distributing Company	11.0
16 Superior Oil	234.0	62 Safic-Alcan	58.4	108 Custom Chemical Services	11.0
17 Ksolv Group	230.0	63 Hubbard-Hall	55.2	109 Brisco do Brasil	10.5
18 Aceto	225.0	64 TRInternational	53.5	110 Novasol Chemicals Group	10.0
19 Marubeni Specialty Chemicals	215.0	65 Cambrian Solutions	53.5	111 Redox	10.0
20 Caldic	206.2	66 Valudor Products	53.0	112 ChemCeed	9.8
21 LBB Specialties (includes Charkit Chemical Company & AIC)	206.0	67 Chem One	50.1	113 Audiche Trading	9.6
22 ChemGroup	200.0	68 PHT International	48.8	114 Nordmann, Rassmann	9.2
23 Special Materials Company	192.0	69 McCullough & Associates	48.5	115 SMA Collaboratives	8.4
24 Barton Solvents	176.8	70 Ideal Chemical & Supply	45.8	116 Norkem Holdings	8.1
25 The Plaza Group	176.0	71 FBC Chemical	45.5	117 Manuchar	8.0
26 Pride Chemical Solutions	130.0	72 Coast Southwest	43.3	118 Snetor	8.0
27 Haviland Enterprises	122.3	73 Van Horn, Metz & Co	43.0	119 KH Chemicals	7.0
28 Omya	122.0	74 Chemical Distributors Inc (Buffalo, NY)	42.2	120 Faravelli	6.7
29 Sea-Land Chemical	117.5	75 Rahn Group	42.0	121 Solventis	6.5
30 Essential Ingredients	114.4	76 Vivion	39.0	122 Behn Meyer Group	5.7
31 Ravago Chemicals	112.3	77 GJ Chemical	38.0	123 Sinochem Plastics	5.7
32 Tilley Chemical	109.0	78 Research Solutions Group	36.5	124 A. S. Paterson	5.5
33 Harwick Standard Distribution	103.0	79 Jebesen & Jessen Group	35.5	125 DutCH2	4.6
34 Tanner Industries	102.7	80 BUFA Chemikalien Group	35.0	126 Arpadis Benelux	3.7
35 Chemsolv	102.0	81 Independent Chemical	35.0	127 ProChema	3.5
36 ClearTech Industries	100.0	82 Northspec Chemicals	35.0	128 Quimdis	3.4
37 TRiISO	93.0	83 Acid Products	34.1	129 Prakash Chemicals International	3.3
38 Mays Chemical	91.3	84 R.E. Carroll	33.0	130 Airedale Chemical	2.3
39 TCR Industries	88.0	85 Veckridge Chemical	33.0	131 HARKE Group	2.2
40 Greenchem Industries	84.5	86 Radchem Products	32.1	132 Bodo Moller Chemie	2.1
41 Rowell Chemical	82.0	87 T.Z Group (including TZ Trading, Tau Chemicals Inc, Quimica Treza)	30.6	133 Arkem Kimya	2.0
42 The Chemical Company	81.5	88 Industrial Chemicals Corp	30.2	134 KPL International	1.9
43 Miles Chemical	80.5	89 SAL Chemical	29.8	135 Indukern	1.3
44 Pluschem EEIG	80.0	90 Joss Elastomers	28.1	136 Monachem Group	1.2
45 Webb Chemical Service	80.0	91 Metafrax Trading International	27.1	137 Cornelius Group	1.2
46 CellMark Chemicals	78.0	92 Gulf Coast Chemical	26.3	138 Penpet Petrochemical Trading	1.1

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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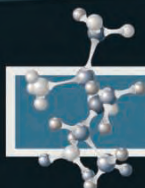
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SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

Hamburg, Germany

WWW.LEHVOSS.DE

Managing partners: Knut Breede, Soenke Thomsen, Thomas Oehmichen

Products: Customised polymer materials; masterbatches; pastes; magnesia; 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%

36

MAROON GROUP

2018 SALES: \$425M

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 formulary 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

37

ACETO

2018 SALES: \$415M

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%

38

WEGO CHEMICAL GROUP

2018 SALES: \$395.5M

Great Neck, New York, US

WWW.WEGOCHEM.COM

Principal and president: Bert Eshaghpour

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; HI&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 professionals; 14 international offices; global distribution network of 50+ warehouses

Trading sales: 20%

39

EMCO CHEMICAL DISTRIBUTORS

2018 SALES: \$376M

Pleasant Prairie, Wisconsin, US

WWW.EMCOCHEM.COM

President: Edward Polen

Products: Acids and alkalis; additives; aliphatic and aromatic hydrocarbons; amines; carbonates; chelating agents; ester and ether esters; glycols; ketones; pigments; plasticizers; resins; silicones; surfactants; terpene and citrus solvents

Services: Blending and packaging; waste services; application laboratory services; warehousing; order fulfilment; USP and food grade packaging; private fleet delivery

Assets: three production facilities; six warehouses; 5,000 square foot CASE applications lab; 40 trucks; 85 trailers

40

QUIMICA ANASTACIO

2018 SALES: \$374.9M

Sao Paulo, Brazil

WWW.QUIMICANASTACIO.COM.BR

CEO: Jan Felix Krueder

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

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

Assets: Six warehouses

Trading sales: 14%

41

VIKUDHA OVERSEAS

2018 SALES: \$357M

Hong Kong, China

WWW.VIKUDHA.COM

CEOs: Vikash Adukia, Deep Adukia

Products: Petrochemicals and polymers; agricultural and feed chemicals; cosmetics and per-

sonal 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%

42

PON PURE CHEMICALS

2018 SALES: \$345.9M

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

43

EIGENMANN & VERONELLI

2018 SALES: \$343.7M (€300M)

Rho, Milan, Italy

WWW.EIGVER.COM

CEO: Ludovico Balbo di Vinadio

Products: Speciality chemicals for adhesives and sealants; animal nutrition and health ingredients; building chemicals; ecology and water treatment chemicals; food ingredients; home and industrial care chemicals; leather chemicals; lubricants and industrial auxiliaries; organic synthesis chemicals; paper chemicals; personal care chemicals; pharmaceutical ingredients; plastic additives; polyurethanes; rubber chemicals; surface coatings; textile chemicals

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

Assets: Two production plants; three warehouses

Trading sales: 15%

44

POCHTECA MATERIAS PRIMAS

2018 SALES: \$336.5M

Mexico City, Mexico

WWW.POCHTECA.COM.MX
WWW.POCHTECA-ENGLISH.COM

Executive director: Eugenio Manzano

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

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

Assets: More than 299,000 square metres of logistics capacity; capacity to store 21.5m litres of liquids

45 **CELLMARK CHEMICALS**

2018 SALES: \$333.9M

Gothenburg, Sweden

WWW.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%

46 **M. CASSAB**

2018 SALES: \$318.8M

Sao Paulo, Brazil

WWW.MCASSAB.COM.BR

CEO: Victor Cutait Neto

Products: Performance and specialty chemicals; polyurethane chemicals; paints and resins materials; construction chemicals; polymers additives; solvents; additives; silicones; 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 premix facilities for animal nutrition; one premix facility for food nutrition; physical, chemical and microbiological accredited ISO 17025 laboratory

47 **PROTEA CHEMICALS**

2018 SALES: \$315M

Bryanston, Gauteng, South Africa

WWW.PROTEACHEMICALS.CO.ZA

WWW.OMNIA.CO.ZA

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

Assets: 16 physical locations in South Africa, Namibia, Kenya and Angola (over 40 hectares); over 50,000 square metres of warehouse space; fleet of over 80 delivery vehicles for liquid bulk and packed chemical distribution; over 30,000 cubic metres of bulk liquid chemical storage under management

Trading sales: 2%

48 **TOP SOLVENT**

2018 SALES: \$307.5M

Bangkok, Thailand

WWW.TOPSOLENT.COM/EN

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-



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

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 (SAKC); 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%

49 QUINTIA 2018 SALES: \$307M

Buenos Aires, Argentina

WWW.QUINTIA.COM

President and CEO: Diego Collard Bovy

Products: Mining chemical blends; water treatment chemicals; paper chemical blends; feed additives and specialties; feed premixes; feed vaccines; food blends; food flavours; food ingredients; basic industrial chemicals; plastic bags and sacks

Services: Packaging and storage; blending (feed and food premixes); dilutions; production (animal vaccines, flavours); applications consulting; quality control (company labs); total chemical management services at customer sites

Assets: 13 warehouses; eight laboratories (quality control, applications)

Trading sales: 2%

50 PVS DISTRIBUTION GROUP 2018 SALES: \$305M

Detroit, Michigan, US

WWW.PVSCHEMICALS.COM

Chief operating officer: Timothy F Nicholson

Products: Full line of chemicals; inorganic acids and bases; surfactants; solvents

Services: Blending; packaging; storage; trucking; minibulk

Assets: Five warehouses; company-owned fleet of box vans and bulk trailers; network of terminals

Trading sales: 2%

51 TELKO 2018 SALES: \$304.7M (€266M)

Espoo, Finland

WWW.TELKO.COM

CEO: Kalle Kettunen

Products: Engineering plastics; automotive chemicals; paints and coatings; personal care ingredients; packaging; construction chemicals; additives; mining chemicals

Services: Blending; packaging; tailor-made products; sourcing services; materials consulting

52 ECEM EUROPEAN CHEMICAL MARKETING 2018 SALES: \$287.1M

Amsterdam, Netherlands

WWW.ECEM.COM

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%

53 KRAHN CHEMIE 2018 SALES: \$284.1M (€248M)

Hamburg, Germany

WWW.KRAHN.EU

Managing directors: Dr. Rolf Kuropka, 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; repackaging; sampling service; legislative and regulatory support

Assets: Two technology centres

54 NORKEM HOLDINGS 2018 SALES: \$276M

Knutsford, Cheshire, UK

WWW.NORKEM.COM

Group managing director: A Nicholson

Products: Iodine and iodine salts; zinc oxide and zinc salts; manganese compounds; copper salts; barium carbonate; citric acid; potassium carbonate and hydroxide; food chemicals; pharmaceutical intermediates; feed chemicals

Services: Blending; packaging; manufacturing; liquid suspensions; liquid solutions

Assets: 12 locations worldwide

55 CONNECT CHEMICALS GROUP 2018 SALES: \$265M

Ratingen, Germany

WWW.CONNECTCHEMICALS.COM

CEOs: 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%

56 SOLVENTIS 2018 SALES: \$264.3M (€230.7M)

Guildford Surrey, UK

WWW.SOLVENTIS.NET

CEO: David Lubbock;

Managing director: Nick Johnson

Products: Alcohols; antifreeze; brake fluids; acetate esters; glycols; glycol ethers; hydrocarbons; ketones; monomers; propylene glycol ethers; white oils; airplane de-icers

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

57 RAI RAKHA AL KHALEEJ INTERNATIONAL 2018 SALES: \$260M

Dubai, UAE

WWW.RAI-UAE.COM

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%

58 KPL INTERNATIONAL 2018 SALES \$258.7M (INR 18,009M)

New Delhi, India

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TOP 100 CHEMICAL DISTRIBUTORS

WWW.KPLINTL.COM

Managing director: Surinder Kumar Kak

Products: Bulk and essential chemicals; polymers; paper and allied chemicals; specialty chemicals; paint & coating chemicals; industrial and specialty gases; engineering consumables; Darjeeling teas

Services: Development of markets for new products and applications; investment in value-added services like repackaging facilities for greater market coverage; providing continuous market intelligence, technical and after-sales support; sourcing; exports; procurement and auditing services; KPL sources and exports products from India, China and Middle East countries to international markets; repackaging services; warehousing and logistics services; facilitating technical support from group companies for quality control, testing and plant audits

Assets: Seven warehouses; two bottling facilities for refrigerant and industrial gases; eight wind turbines with generation capacity of 15.35 MW

Trading sales: 25.43%

59 TENNANTS DISTRIBUTION 2018 SALES: \$257.8M (£202M)

WWW.TENNANTS DISTRIBUTION.COM

Chairman: Andrew Mitchell

Managing director: Tim Griffiths

Products: Acids and alkalis; animal feed raw materials; fatty acids, alcohols and esters; food ingredients and flavours; fragrances; general chemicals; Greenox AdBlue; personal care ingredients; pharmaceutical products; resins; solvents; specialty products; surfactants; water treatment chemicals; white oils and petroleum jelly

Services: Warehousing and storage; repackaging; blending; formulating; relabelling

Assets: 20 sites (including warehousing and storage); own vehicles

Trading sales: 2%

60 KTM 2018 SALES \$257M

Istanbul, Turkey

WWW.KTM.COM.TR/EN/

CEO: Keyan Zulfikari

Products: Polymers; oxo alcohols; solvents; alcohols; acrylates; plasticizers; monomers, rubber and rubber chemicals; polyurethane raw materials; TiO₂; organic and inorganic chemicals

Services: International marketing; distribution; logistics; packaging; storage; inventory management; VMI and JIT; blending, financing, risk management

Assets: Pan-European coverage and offices; shore tanks and bulk storage facilities; nu-

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 Kokuludag

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; thinners; heat transfer fluids; pressroom chemicals; fibreglass reinforcements; resins; catalysts; gel coats; corrosion inhibitors; sur-

factants; 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-Altmoorhausen, 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, oxo 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 Banaszczyk



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TOP 100 CHEMICAL DISTRIBUTORS

Products: Commodity and specialty chemicals; food ingredients; pharmaceutical ingredients; paint and construction chemicals; cosmetics and detergents 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%

69 GAMMA CHIMICA 2018 SALES: \$222.1M (€193.9M)

Lainate, Milan, Italy

WWW.GAMMACHIMICA.IT

President: Giuseppe Mearini

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

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

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

70 LBB SPECIALTIES (INCLUDES CHARKIT CHEMICAL, AIC) 2018 SALES: \$215M

New York City, New York, US

WWW.LBBSPECIALTIES.COM

President and CEO: Charles Hinnant

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

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

Assets: 69 stocking locations in North America

71 METAFRAX TRADING INTERNATIONAL 2018 SALES: \$211.9M (€185M)

Lugano, Switzerland

WWW.METADYNEATRADING.COM

President: Ralph Theuer; **Director:** Alexander Maksimov

Products: Methanol; hexamine (urotropine); micronized hexamine; pentaerythritol; micronized pentaerythritol; dipentaerythritol; wax polymer compounds; polycarbonate; melamine; paraformaldehyde; phthalic anhydride

Services: Storage of liquid and solid chemicals;

transshipment; blending; toll manufacturing; warehousing; packaging; delivery by vessel, rail, container, truck and silo-truck

Assets: Head office in Switzerland; branch office in Austria; three manufacturing/warehousing sites; third-party warehouses

Trading sales: 10%

72 HSH CHEMIE 2018 SALES: \$208.5M (€182M)

Hamburg, Germany

WWW.HSH-CHEMIE.COM

Executives: Stephan P Lohden, Frank Raabe, Stefan Rather

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

Services: Technical consultancy; formulation advice; storage and logistics; sampling; financing; full compliance support; full marketing support

Assets: 12 sales office locations in central and eastern Europe

Trading sales: 10%

73 ORKILA 2018 SALES: \$208M

Beirut, Lebanon

WWW.ORKILA.COM

Chairman and CEO: Antoine Sacy

Products: Specialty chemicals; pharmaceutical ingredients; agrochemicals; animal nutrition ingredients; personal care ingredients; performance products; paints and construction chemicals; oilfield chemicals; plastics additives; home care chemicals; water treatment chemicals

Services: 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

74 WWRC HOLDING 2018 SALES: \$208M

Singapore

WWW.WWRC.COM

CEO: Teoh Weng Chai

Products: Resins and intermediates; additives and catalysts; pigments, fillers and extenders; other chemicals and solvents; grinding media

Services: Technical service; storage; delivery

Assets: Eight warehouses



75 BANDEIRANTE QUIMICA 2018 SALES: \$207.9M

Sao Paulo, Brazil

WWW.BBQUIMICA.COM.BR

CEO: Carlos Eduardo Marin

Products: Aromatics; aliphatic solvents; oxygenated solvents; ethanolamines; titanium dioxide (TiO₂); surfactants; specialty resins; carbon black; tailor-made blends; UV monomers/oligomers; household and personal care chemicals; silicas; amines; agricultural chemicals; 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

76 UNITED TRADING SYSTEM (UTS/ETC) 2018 SALES: \$201M

St Petersburg, Russia

WWW.UTSRUS.COM

Managing director UTS: Lars Hjorth;

Managing director ETC: Andrey Shkola

Products: Paints and coatings chemicals;



dry mixture and construction chemicals; plastics and polymer additives; rubber chemicals; resins and chemicals for composites; fibres; chemicals for detergents; cosmetics and household chemicals; oilfield, lubricant and refinery additives and chemicals; food additives; specialties and basic chemicals; pharmaceutical raw materials; agricultural chemicals

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

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

77 GRUPO RNM 2018 SALES: \$200.9M

Famalicao, Portugal
WWW.GRUPORN.MPT

CEO: Ricardo Machado

Products: Caustic soda; hydrogen peroxide; sulphuric acid; hydrochloric acid; sodium hypochlorite; plastics (PE, PP, PVC, PS, PET, EVA); solvents; specialties; glycols; propylene glycol; glycol ethers; surfactants; silicones; methanol; epoxy resins; inorganics

Services: Storage of liquid and packed products; blending; standard and tailor-

made packaging; stock control and telemetry; logistics operations consulting

Assets: Logistics complex; five tank terminals for liquids; 55 trucks; 50 cisterns; six semi-trailers; 65 ISO tank containers

Trading sales: 10%

78 CHEMGROUP 2018 SALES: \$200M

Fairfield, Ohio, US
WWW.CHEMGROUP.COM

President: Marty Wehr

Products: Acids; alkalis; hydrogen peroxide; sodium hypochlorite; solvents and intermediates; glycols; glycol ethers; amines; surfactants; alcohols; water treatment chemicals; nitrogen products; white oils; borates; lime 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 tractors; 16 straight trucks; 36 trailers; 12 tankers

79 CHEMPARTNERS 2018 SALES: \$196.5M

Moscow, Russia

WWW.PROPARTNERS.RU

CEOs: Gaurav Sood, Constantin Rzaev

Products: Plastics; polyolefins; polyurethanes; steel; MCAA; disinfection chemicals; pulp and paper chemicals; animal feed; synthetic fibres; oil drilling chemicals; hydraulic fracturing chemicals; flexible packaging; chemicals for crude transportation; rubber and tyres; mining chemicals

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

Assets: 24 warehouses; one office space

Trading sales: 13%

80 BANG & BONSOMER 2018 SALES: \$194.7M (€170M)

Helsinki, Finland
WWW.BANGBONSOMER.COM

CEO: Mikko Teittinen

Products: Coatings and construction chemicals; food ingredients; personal and 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

81 SPECIAL MATERIALS COMPANY 2018 SALES: \$192M

New York, US
WWW.SMC-GLOBAL.COM

CEO: Adam Feldman

Products: Specialty solvents; paints and coatings additives; oilfield chemicals; phosphorus derivatives; water treatment chemicals; biocides; friction reducers; electronic chemicals; mining chemicals; flame retardants; textile additives; photo imaging chemicals; PCBTF; sodium hypophosphite; glutaraldehyde; scale and corrosion inhibitors

Services: Custom blending; relabelling; solution adjustments; neutralisation reactions; conversions; dilutions; storage; warehousing; bulk storage; consignment inventory; just-in-time delivery; third-party warehousing; technical sales and support; regulatory affairs expertise

Assets: Five global production sites; 15 warehouses; truck fleet

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TOP 100 CHEMICAL DISTRIBUTORS

82 THE PLAZA GROUP 2018 SALES: \$184M

Houston, Texas, US

WWW.THEPLAZAGRUP.COM

President: Randy Velarde

Products: Solvents; intermediates; elastomers; styrenics; polyethylenes; 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; polyols; 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.BARSOL.COM

President: David M Casten

Products: Aliphatics; aromatics; alcohols; glycol ethers; acetates; ketones; glycols; epoxy resins; surfactants; distilled spirits; specialty chemicals; USP/NF pharmaceutical ingredients; oils; lubricants

Services: Custom packaging; custom blend-

ing; delivery to customer or job site; waste services; laboratory services

Assets: Six stocking locations; delivery fleet

86 HAEFFNER 2018 SALES: \$170M

Asperg, Stuttgart, Germany

WWW.HAEFFNERGROUP.COM

CEOs: Jurgen Martin; Thomas Dassler

Products: Water treatment chemicals; paints, inks, coatings, adhesives and resins additives; paint, textile and leather auxiliaries; food additives; feed additives; metal treatment chemicals; household and personal care ingredients; lubricant additives

Services: Mixing; blending and formulating; repackaging; contract packaging; warehous-

ing of hazardous goods; just-in-time delivery; applications advice; single sourcing

Assets: Six warehouse facilities; tank farm; HACCP filling and blending area; one laboratory; 30 trucks

Trading sales: 10%

87 2M HOLDINGS 2018 SALES: \$164.4M (£128.9M)

Runcom, UK

WWW.2M-HOLDINGS.COM

CEO: Mottie Kessler

Products: Triklone LE (aerospace); Perklone EXT (oil refinery/catalyst grade); MEC Prime (pharmaceutical grade); surfactants/rheology modifiers; AdBlue (emission reduction); aerospace approved products; Pigmentan (anti-

MIDDLE EAST/AFRICA CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)
1 Snetor	856.0	36 Azelis	14.9
2 Petrochem Middle East	794.3	37 ECEM European Chemical Marketing	14.6
3 Pluschem EEIG	750.0	38 Grupo RNM	13.1
4 Tricon Energy	647.2	39 Sinochem Plastics	12.0
5 Protea Chemicals	313.4	40 Quimdis	11.5
6 Solvochem Holdings	245.0	41 Ricardo Molina Group	11.2
7 Manuchar	215.0	42 BUFA Chemikalien Group	11.0
8 Orkila	208.0	43 Arpadis Benelux	10.3
9 Vikudha Overseas	171.0	44 Grolman Group	9.6
10 Ravago Chemicals	120.3	45 Barentz International	9.5
11 RAI Rakha Al Khaleej International	120.0	46 Indukern	9.5
12 Quimidroga	113.4	47 Group Barcelonesa	7.4
13 ICC Chemical	99.8	48 Unipex	7.4
14 Taj Al Mulook	88.9	49 EMSA Tecnologia Quimica	6.9
15 Afriglobal Commodities	83.0	50 DutCH2	6.0
16 Transmare Chemie	82.8	51 Rahn Group	5.0
17 Al Nahda International (Anichem Group)	79.3	52 Megachem	4.7
18 CellMark Chemicals	74.0	53 Airedale Chemical	4.6
19 Prakash Chemicals International	53.8	54 Noahs Ark Chemicals	4.6
20 Shamrock Shipping & Trading	50.7	55 Penpet Petrochemical Trading	4.6
21 Solvadis Group	47.7	56 Proquibasa	4.6
22 Biesterfeld	43.0	57 Joss Elastomers	4.0
23 Omya	40.7	58 Matrix Chemie	3.8
24 Linkers Chemicals & Polymers	38.3	59 CG Chemikalien	3.8
25 Metafrax Trading International	36.1	60 2M Holdings	3.4
26 Jebsen & Jessen Group	29.8	61 KPL International	2.8
27 Venus Chemicals Group	29.0	62 TOP Solvent	2.5
28 Helm	28.6	63 ProChema	2.0
29 Bodo Moller Chemie	28.0	64 A.+ E. Fischer-Chemie	1.1
30 KH Chemicals	26.5	65 Atlantic Chemicals Trading	1.1
31 Norkem Holdings	24.0	66 Will & Co	1.1
32 Solventis	23.4	67 LEHVOSS Group	1.1
33 Kale Kimya	22.0	68 Haeffner	1.0
34 Pon Pure Chemicals Group	17.5	69 Hawkins	1.0
35 Safic-Alcan	17.2		

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

CHANGING THE CONVERSATION

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.



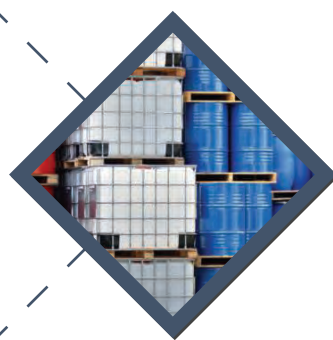
CARE



CASE
& PLASTICS



HI&I



SPECIALTY
INTERMEDIATES

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

corrosive, environment friendly pigments); SamSol; specialty personal care and cosmetics ingredients; hydrocarbons and oxygenated solvents; homecare and I&I ingredients; pharmaceutical excipients and APIs; precision cleaning solutions; Cool-Phos and Vaposol; phosphating chemicals (metal pre-treatment)

Services: Blending; packing; storage; formulation and technical support with laboratory facilities; sample management; technical, regulatory and legislative expertise; toll blending; water treatment; pigment dispersion; development and formulation

Assets: Application laboratories; warehousing in UK, Germany, Poland, Brazil, Nordics, Benelux, China; blending and storage facilities; own trucks

88 GROLMAN GROUP 2018 SALES: \$160.4M (€140M)

Neuss, Germany

WWW.GROLMAN-GROUP.COM

Managing partners: Dirk Grolman, Florian Grolman; **Managing director:** Mike Dorsam

Products: Pigments and dyes; mineral fillers and performance materials; binders; additives; actives and intermediates

Services: Formulation and testing lab services

Assets: Laboratories; warehouses

89 ATLANTIC CHEMICALS TRADING 2018 SALES: \$160.4M (€140M)

Hamburg, Germany

WWW.ACT.DE

CEO: Dr Ramin Ghaffari

Products: Vitamins; amino acids; sweeteners; energy ingredients; sports nutrition ingredients; preservatives; acidifiers; flavours and fragrances; plant extracts; feed additives; food additives; natural products

Services: Customising; global supply chain

Assets: 13 offices worldwide; several warehouses worldwide

Trading sales: 10%

90 KH CHEMICALS 2018 SALES: \$159.5M (€139.2M)

Zwijndrecht, Netherlands

WWW.KHCHEMICALS.COM

CEO: Hans Ketting

Products: Acrylates; acetates; alcohols; anhydrides; aromatics; chlorinated solvents; glycols; glycol ethers; hydrocarbons; ketones; monomers; oxo-alcohols; plasticizers; propylene glycol ethers; vegetable oils

Services: Trading; packaging; drumming; logistics services

Assets: Office space; two ISO tanks

Trading sales: 8%

91 THOMMEN-FURLER 2018 SALES: \$155.8M (€136M)

Ruti bei Buren, Switzerland

WWW.THOMMEN-FURLER.CH

CEO: Franz Christ

Products: Industrial chemicals (inorganics, organics, liquids and solids); ethanol; hygiene and surface cleaning products; activated carbon; intermediates; plasticizers; high purity solvents and reagents; electronic grade chemicals; industrial and automotive lubricants; marine and aviation lubricants; automotive fluids; car care products; AdBlue; wastewater treatment chemicals and installations

Services: Storage; blending; mixing; packaging; 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

92 SELECTCHEMIE 2018 SALES: \$155M

Zurich, Switzerland

WWW.SELECTCHEMIE.CH

CEO: Peter Kaufmann

Products: APIs; excipients; intermediates; dos-

siers and finished dosage forms; nutritional ingredients; sourcing of APIs and excipients; GDP logistic; MSDS and CLP labelling; IP consulting

Assets: Three warehouses

Trading sales: 20%

93 ELTON GROUP 2018 SALES: \$153.5M (€134M)

Athens, Greece

WWW.ELTON-GROUP.COM

CEO: Nestor Papathanasiou

Products: Coatings and adhesives chemicals; construction chemicals; detergents and cosmetics ingredients; pharmaceutical ingredients; food, feed and beverage ingredients; water treatment chemicals; metal treatment chemicals; PU systems; textile chemicals; paper chemicals; agrochemicals; rubber chemicals; plastics additives; refrigerants

Services: Local warehousing; storage; full coverage of Greece, Bulgaria, Romania, Serbia, Turkey, Kosovo, Albania, North Macedonia, Cyprus and Ukraine markets; technical promotion and business development; inventory management

Assets: nine warehouses; two laboratories; trucks and tank trucks

94 RAHN GROUP 2018 SALES: \$145M

Zurich, Switzerland

WWW.RAHN-GROUP.COM



CEO: Marcel Gatti

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

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

Trading sales: 50%

95 ARPADIS BENELUX
2018 SALES: \$142.5M (€124.4M)

Antwerp, Belgium

WWW.ARPADIS.COM

CEO: Laurent Abergel

Products: Acrylates and monomers (MMA, GMAA, GMA + BA, EA, 2-EHA, GAA, MA); adipic acid; TDI; MDI; polyols; flame retardants; blowing agents; HMD; DBE; solvents; glycols

Services: Blending; packaging; dilution; storage

96 RAINOLDI
2018 SALES: \$137.5M (€120M)

Varese, Italy

WWW.RAINOLDI.IT

CEO: Simone Bombardieri

Products: Caustic soda; potassium hydroxide; hydrochloric acid; acetates; ammonia; hydrogen peroxide; EDTA

Services: Storage; packaging

Assets: Two warehouses

Trading sales: 25%

97 FARAVELLI
2018 SALES: \$136.8M (€119.4M)

Milan, Italy

WWW.FARAVELLIGROUP.COM

CEO: Luca Benati

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

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

Assets: Six warehouses

Trading sales: 25%

98 HARKE GROUP
2018 SALES: \$136.3M (€119M)

Muelheim an der Ruhr, Germany

WWW.HARKE.COM

President: Thorsten Harke

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

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

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

Trading sales: 10%

99 PROCHEMA
2018 SALES: \$135M

Vienna, Austria

WWW.PROCHEMA.COM

CEO: Werner Figlhuber

Products: Additives and hardeners; acrylates and methacrylates; binders and resins; monomers; organic acids; polymers; polyurethane feedstocks; reactive diluents; UV curing monomers

Services: Pan-European sales network specialised in selected customer branches; market research; sales; financing; storage; supply chain management

Assets: Nine sites in Europe and Asia

Trading sales: 25%

100 URAI
2018 SALES: \$134.6M (€117.5M)

Assago, Italy

WWW.URAI.IT

President and CEO: Roberto Giuliani

Products: Specialty chemicals; pigments; additives; resins; paints and coatings chemicals; plastics and rubber chemicals; lubricants chemicals; personal care and cosmetics ingredients; food ingredients; laboratory equipment

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

101 BODO MOLLER CHEMIE
2018 SALES: \$134.0TM (€117M)

Offenbach am Main, Germany

WWW.BM-CHEMIE.COM

Chairman managing director: Frank Haug

Products: Adhesives and bonding systems; sealants; silicones; resins; casting and potting resins for electronics; hardeners and curing agents; composites; mould-making ingredients; additives for coatings; additives for plastics and rubber; additives for lubricants; textiles chemicals and dyes; packaging and labelling adhesives

Services: Packaging; filling; testing; modification; blending; education and training

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

102 KEYSER & MACKAY
2018 SALES: \$134.0M (€117M)

Amsterdam, Netherlands

WWW.KEYSERMACKAY.COM

Managing partners: Gerard de Waal, Willem Augustinus

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

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

Assets: Offices and warehouses in seven European countries.

Trading sales: Less than 5%

103 PENPET PETROCHEMICAL TRADING
2018 SALES: \$131.7M (€115M)

Hamburg, Germany

WWW.PENPET.COM

General managers: Tim Meister, Christoph Meister

Products: Oxo-alcohols; melamine; solvents; plasticizers

Services: Blending; packaging; storage

Assets: Two warehouses

Trading sales: 25%



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

104 NORTEX 2018 SALES: \$130.2M

Moscow, Russia

WWW.NORTEX-CHEM.RU

CEO: Vladimir Yakushin

Products: Isocyanates; polyols; epoxy resins; synthetic rubber; natural rubber; phenolic resins; polyolefins; engineering plastics; surfactants; titanium dioxide; cellulose ethers; antioxidants; UV stabilizers; plasticizers; PVC resins

Services: Storage; packaging; logistics; technical support

Assets: Nine warehouses

Trading sales: 20%

105 PRIDE CHEMICAL SOLUTIONS 2018 SALES: \$130M

Holtsville, New York

WWW.PRIDESOL.COM

President: Arthur Dhoni Jr

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

Services: Blending; packaging; storage; NF USP kosher repackaging; RSPO repackaging; ethyl alcohol denaturing and packaging

Assets: Three warehouses; 12 tractor trailers; five straight trucks; 25 tank wagons; tank farm

106 CSC JAECKLECHEMIE 2018 SALES: \$129.9M (€113.4M)

Nuremberg, Germany

WWW.CSC-JAECKLE.DE

Executives: Robert Spath, Philipp Klass, Dr Michael Spehr, Dr Bernhard Schmid

Products: Industrial chemicals; acids; alkaline solutions; solvents; solids; specialties; coatings, adhesives and sealants; high quality parts cleaning chemicals; life science chemicals; water and environment chemicals

Services: Technical expertise and field service; warehouse and direct distribution; inventory management; blending and repackaging; proper disposal of chemical waste; worldwide shipment; trucking

Assets: One storing, filling and trans-shipment site; warehouse; two laboratories for quality assurance; six tank wagons for chemicals; 13 trucks; 23 company vehicles

107 GROUP BARCELONESA 2018 SALES: \$128.3M (€112M)

Barcelona, Spain

WWW.GRUPBARCELONESA.COM

President and CEO: D Enric Collell

Products: 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

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

Assets: Eight warehouses; tanks capacity of 17,000 cubic metres; own truck fleet; commercial salesforce of 80 persons; PlusChem alliance

Trading sales: 20%

108 TILLMANNS 2018 SALES: \$127.2M (€111M)

Milan, Italy

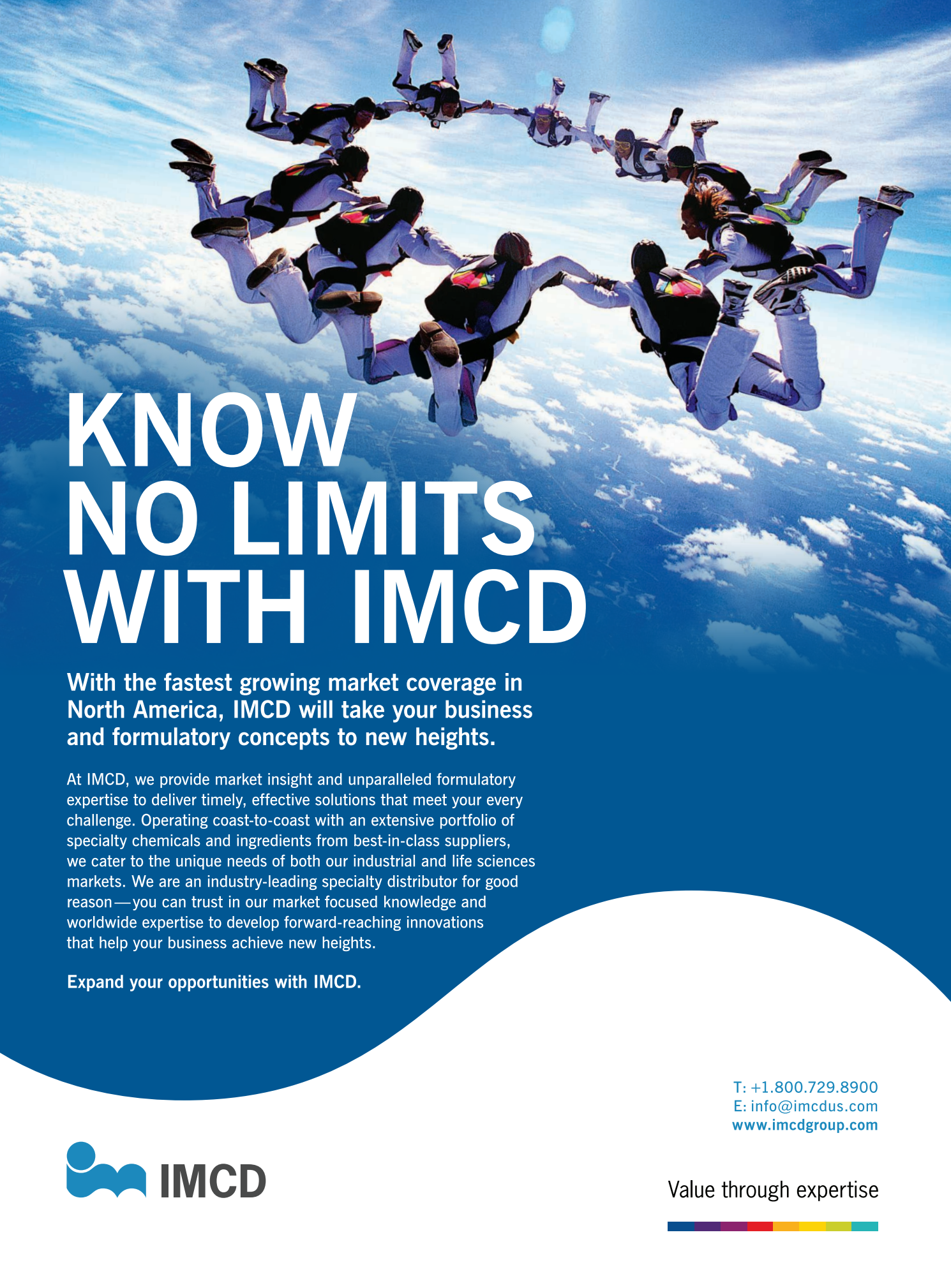
WWW.TILLMANNS.IT

CEO: Stefan Vollmer

Products: 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

Services: Marketing; product formulation and blending; custom packaging; product evaluation in own laboratory; technical support; green chemistry product solutions; warehousing; supply chain management; vendor





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SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

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

109 HAVILAND ENTERPRISES 2018 SALES: \$122.4M

Grand Rapids, Michigan, US

WWW.HAVILANDUSA.COM

President and CEO: Mike Karasiewicz

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

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

Assets: Six warehouses; 14 trucks; 24 trailers; four tankers; five manufacturing locations

Trading sales: Less than 5%

110 SEA-LAND CHEMICAL 2018 SALES: \$120.9M

Westlake, Ohio, US

WWW.SEALANDCHEM.COM

President: Jennifer Altstadt

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

Services: Stocking distributor; packaging and repackaging; product sourcing; market development; technical expertise; lubricant testing; logistics; small package to bulk deliveries; ISO9001:2015 standards; regulatory support

Assets: 10 warehouse locations in North America and Europe; six repackaging facilities; one testing laboratory

111 ALGOL CHEMICALS 2018 SALES: \$120M

Espoo, Finland

WWW.ALGOLCHEMICALS.COM

Managing director: Juha Jokinen

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

tion systems

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

Assets: 25 warehouses

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 grounds 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 TILLEY CHEMICAL 2018 SALES: \$109M

Baltimore, Maryland, US

WWW.TILLEYCHEM.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: Ernie Pouttu

Products: Polymers; rubber chemicals; plasticizers; process oils; flame retardants; activators; chemical and color dispersants; 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

119 STAUB & 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%

120 TANNER INDUSTRIES 2018 SALES: \$102.7M

Southampton, Pennsylvania, US

WWW.TANNERIND.COM

President and CEO: Stephen Brad Tanner

Products: Anhydrous and aqua ammonia

Services: Safety training; storage tanks; pump out services; storage tank repairs and maintenance

Assets: 16 distribution locations, full fleet of tractors and trailers

121 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

122 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

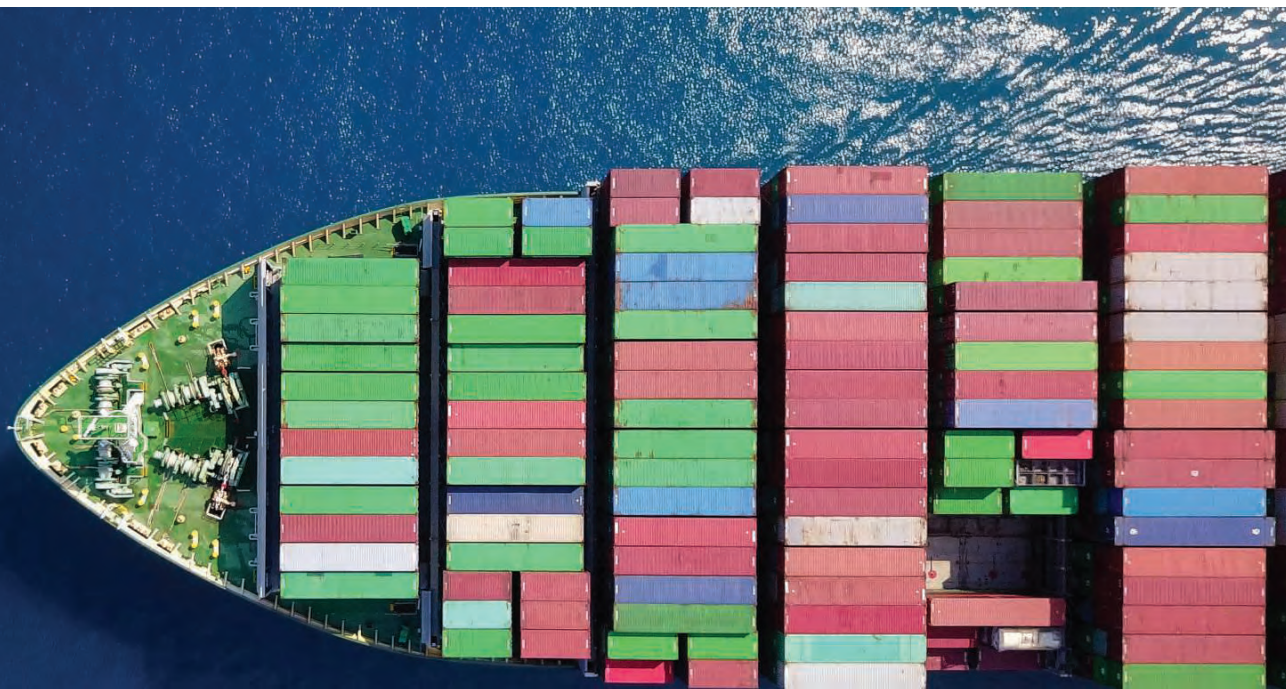
123 NEO CHEMICAL 2018 SALES: \$102.0M (€89M)

Dzerzhinsk, Russia

WWW.NEOCHEMICAL.RU

CEO: Andrey Lipovetskiy; **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%

124 CLEARTECH INDUSTRIES 2018 SALES: \$100M

Saskatoon, Saskatchewan, Canada
WWW.CLEARTECH.CA

President: Randy Bracewell
Products: Water treatment; caustic soda; hydrochloric acid; chlorine; sodium hypochlorite; coagulants; flocculants; acids; alkalis; sulfites; defoamers; activated carbon; phosphates; chemical feed systems; analytical products
Services: Blending; packaging
Assets: 10 buildings

125 UNION PETROCHEMICAL 2018 SALES: \$99M

Bangkok, Thailand
WWW.UNIONPETROCHEMICAL.COM

Managing director: Perapol 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

126 TAJ AL MULOOK 2018 SALES: \$95.6M

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%

127 QUIMISA 2015 SALES: \$95.2M

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

128 TRIISO 2018 SALES: \$93M

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

129 MAYS CHEMICAL 2018 SALES: \$92.7M

Indianapolis, Indiana, US
WWW.MAYSCHEM.COM

President: Kristin Mays Corbitt
Products: acidulants; binders; buffers; chelates; citrates; emulsifiers; excipients; glycerine; gums; methanol; phosphates; solvents; starches; stearates; surfactants
Services: Shipping; warehousing; liquid blending; repackaging; reformulation
Assets: Two warehouses; one warehouse/blending facility; one freight truck; six liquid tank trucks; 12 forklifts/related equipment

130 NOAHS ARK CHEMICALS 2018 SALES: \$91.6M (€80M)

London, UK
WWW.NOAHSARK.EU.COM

CEO: Bharat Bhardwaj
Products: Solvents; glycols; styrene; benzene; acrylates
Services: Blending; storage
Trading sales: 30%

131 NOVASOL CHEMICALS GROUP 2018 SALES: \$90M

Brussels, Belgium
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; acrylates/methacrylates; sulfolane; trimercaptotriazine and hydroxies; water treatment chemicals; solvents

Services: Product mixing; blending; tailor-made packaging solutions; Reach lead registrant of many molecules
Assets: Global presence; local technical sales forces

132 TCR INDUSTRIES 2018 SALES: \$88M

La Palma, California, US
WWW.TCRINDUSTRIES.COM

CEO: Sam Rumfola
Products: Resins; pigments; additives and specialties
Services: Storage
Assets: 10 warehouses
Trading sales: 10-20%

133 MEGACHEM 2018 SALES: \$86.5M (\$\$117.9M)

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

134 AEGEAN FIRST COMPANY (AFCO) 2018 SALES: \$85.1M (€74.3M)

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

135 GREENCHEM INDUSTRIES 2018 SALES: \$84.5M

West Palm Beach, Florida, US
WWW.GREENCHEMINDUSTRIES.COM
CEO: John S Lagae

Products: Acetates; acids; acrylates; 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?



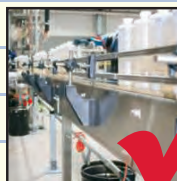
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*Application
Lab*



Solvents



Packaging



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*Waste
Disposal*



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Corporate Headquarters
8601 95th Street
Pleasant Prairie, WI 53158
Phone: (262) 427-0400

Chemical Packaging
1900 Westgate Drive
Columbia, IL 62236
Phone: (618) 281-3040

Canadian Headquarters
3014 Rue Anderson, Terrebonne,
QC J6Y 1W1, Canada
Phone: +1 450-621-1999

Waste Services
4909 70th Avenue
Kenosha, WI 53144
Phone: (262) 658-4000

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

LATIN AMERICA DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Tricon Energy	1,098.7	24 Omya	40.7	46 Quimidroga	6.0
2 Brenntag	925.4	25 Sulatlantica	38.0	47 Ricardo Molina Group	5.7
3 Manuchar	771.0	26 Moraes de Castro	29.1	48 Aceto	5.0
4 GTM Holdings	642.0	27 Ravago Chemicals	25.2	49 Prakash Chemicals International	5.0
5 Helm	515.6	28 Selectchemie	25.0	50 Van Horn, Metz & Co	5.0
6 Quimica Anastacio	374.9	29 Brisco do Brasil	24.5	51 Arpadis Benelux	5.0
7 Pochteca Materias Primas	336.5	30 CellMark Chemicals	23.0	52 Transmare Chemie	4.7
8 Snetor	325.0	31 Petrochem Middle East	21.4	53 2M Holdings	4.6
9 M. Cassab	316.2	32 CG Chemikalien	20.7	54 Penpet Petrochemical Trading	3.5
10 Quimtia	303.0	33 KH Chemicals	20.5	55 Solventis	3.4
11 Bandeirante Quimica	207.9	34 DAXX	19.0	56 Norkem Holdings	3.4
12 Jebesen & Jessen	195.9	35 ECEM European Chemical Marketing	18.6	57 Quimdis	3.0
13 Indukern	166.3	36 The Chemical Company	15.2	58 Harwick Standard Distribution	2.3
14 Quimisa	95.2	37 Barentz International	15.2	59 WISTEMA	2.2
15 Vikudha Overseas	82.0	38 Sinochem Plastics	15.0	60 Hawkins	2.0
16 Biesterfeld	58.0	39 Wego Chemical Group	14.0	61 Ketsin de Costa Rica	2.0
17 Metachem Group	52.3	40 DutCH2	13.1	62 Atlantic Chemicals Trading	1.4
18 Carbono Quimica	49.0	41 Shamrock Shipping & Trading	10.3	63 LEHOSS Group	1.1
19 Andes Chemical	48.2	42 Clariquimica	9.3	64 Astro Chemicals	1.0
20 ICC Chemical	44.5	43 BUFA Chemikalien Group	9.0	65 Grupo RNM	1.0
21 Verquimica	42.4	44 Joss Elastomers	8.2	66 R.E. Carroll	1.0
22 Henry Hirschen	42.0	45 The Plaza Group	8.0	67 Rahn Group	1.0

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

136 CORNELIUS GROUP 2018 SALES: \$83.3M (£65.25M)

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 2018 SALES: \$83.1M (£72.5M)

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 2018 SALES: \$83.0M

Dubai, UAE

WWW.AFRIGLOBALONLINE.COM

Managing director: Maneesh Bhushan Garg

Products: Flexible and rigid polyurethane chemicals; food and feed ingredients; beverage grade ethanol; paint raw materials; 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 2018 SALES: \$82M

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 2018 SALES: \$80.5M

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

141 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

Services: Warehousing; full logistical services from factory to final destination

Trading sales: 60%

142 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

Services: Packaging; storage; contract packaging; VMI; custom training; blending

Assets: 40 tankers; 12 delivering boxes; six delivering tractors; five warehouses; 28 bulk tanks

143 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; thinners; 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%

144 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 solu-

tions; warehousing; storage; customised services and solutions; technical support

145 PRAKASH CHEMICALS INTERNATIONAL 2018 SALES: \$78.5M

Vadodra, Gujarat, India
WWW.PCIPLINDIA.COM

Managing director: Manish K Shah

Products: Caustic soda flakes; TDI; caustic soda prills; benzyl alcohol; ethyl acetate; sodium sulphate anhydrous; cinnamic aldehyde; 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

146 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

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

water treatment chemicals

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

Assets: Four warehouses; 27 trucks; over 50 trailers or tankers

147 WILL & CO 2018 SALES: \$76.8M (€67M)

Badhoevedorp, Netherlands

WWW.WILL-CO.NL

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%

148 CALLAHAN CHEMICAL 2018 SALES: \$75M

Palmyra, New Jersey, US

WWW.CALCHEM.COM

President: Gregory D. Shetler

Products: Coatings; adhesives sealants and elastomers; household, institutional and industrial chemicals; pharmaceutical/nutracuetical ingredients; personal care/cosmetics ingredients; food ingredients; functional fluids

Services: Bulk liquids packaging; custom blending; returnable containers, drums and totes; customized tote programmes; custom labelling; remote tank monitoring; vendor-managed inventory; consignment inventory; committed inventory to forecast

Assets: White rooms; bulk storage; company owned and operated fleet; nine warehouses; 12 trucks; tank farm; two regional offices

149 CHEMICAL SOLVENTS 2018 SALES: \$75M

Cleveland, Ohio, US

WWW.CHEMICALSOLVENTS.COM

Owner: Ed Pavlish

Products: Aromatics; aliphatics; ethanolamines; purge solvents; acetates; silicones; plasticizers; organic solvents; oil and gas chemicals; chlorinated solvents; THF; NPB; cyclohexanone

Services: Custom blending; toll blending; hazardous and non-hazardous waste handling; storage; packaging

Assets: four warehouses; storage tanks

150 CONNECTION CHEMICAL 2018 SALES: \$73M

Newtown, Pennsylvania, US

WWW.CONNECTIONCHEMICAL.COM

President: Frank Farish

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

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

Assets: 12 stocking locations nationwide; strategic deep draft storage

151 MAHA CHEMICALS 2018 SALES: \$73M

Singapore

WWW.MAHACHEM.COM

CEO: Tan Seow Hoon

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

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

Assets: 12 warehouses; 12 trucks

Trading sales: 100%

152 RICARDO MOLINA GROUP 2018 SALES: \$71.7M (€62.6M)

Barcelona, Spain

WWW.RICARDOMOLINA.COM

President: Gemma Molina

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

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

Assets: three laboratories; one warehouse

153 CHEMISPHERE 2018 SALES: \$70M

St Louis, Missouri, US

WWW.CHEMISPHERECORP.COM

President: Matthew Schwent

Products: Beverage grade ethanol; denatured ethanol; aliphatic solvents; alcohols; aromat-

ics; ketones; glycol ethers

Services: Toll manufacturing; custom blending; packaging; USP packaging; storage; rail-car transloading

Assets: tank farm storage; 14 car rail spur; warehouse space; bulk tanker fleet

154 KALE KIMYA 2018 SALES: \$70M

Kocaeli, Turkey

WWW.KALEKIMYA.COM

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

Assets: Five warehouses; four trucks; one production facility; storage; bulk storage

Trading sales: 30%

155 MOGOIL 2018 SALES: \$68.7M (€60M)

Berlin, Germany

WWW.MOGOIL.COM

General director: Andreas Rogge

Products: Base oils; process oils; naphthenic oils; white oils; low viscosity oils; rubber process oils

Services: Storage; technical support; logistics solutions

Trading sales: 30%

156 SHAMROCK SHIPPING & TRADING 2018 SALES: \$68.5M

Limassol, Cyprus

WWW.SHAMROCKOILS.COM

Managing Director: Céline Boutier

Products: Base oils; polyalphaolefins; naphthenic oils; re-refined base oils; additives, glycols, waxes, white oils; recycled oils; rubber process oils, petroleum jelly, bitumen, anti-freeze

Services: Supply chain and logistics; financing and trade finance; flexitank loading; market intelligence; storage; transshipment

Assets: Offices in Cyprus, France and UAE

Trading sales: 50%

157 BUCKLEY OIL 2018 SALES: \$67M

Midlothian, Texas, US

WWW.BUCKLEYOIL.COM

President: Robert Rice

Products: Solvents, alcohols, aliphatics, aromatics, glycols, glycol ethers, ketones, base oils, finished lubricants

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Services: Blending, packaging, toll blending, storage, delivery, custom packaging, transloading
Assets: four warehouses, 20 trucks
Trading sales: >5%

158 SKYHAWK CHEMICALS

2018 SALES: \$66.9M

Houston, Texas, US
WWW.SKYHAWKCHEMICALS.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; storage

159 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

160 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; aliphatics; 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 manufacturing; 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

161 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: Blending; packaging; storage; logistics
Assets: Two warehouses, 12 trucks, five tankers; 12 storage tanks

162 LAVOLLEE

2018 SALES: \$64.2M (€56M)

Levallois, France
WWW.LAVOLLEE.COM

President: Herve Lavallee
Products: Ingredients for life sciences; industrial chemicals
Services: Sales development; storage; formulation support; regulatory advice; VMI; outsourcing; repackaging

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TOP 100 CHEMICAL DISTRIBUTORS

Assets: One laboratory

163 PROQUIBASA
2018 SALES: \$60.7M (€53M)

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; warehousing

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
2018 SALES: \$60.6M

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
2018 SALES: \$59.5M

Dallas, Texas, US

WWW.DIENINC.COM

President: Dien Stout

Products: Personal care ingredients; nutrition; food and beverage ingredients; industrial chemicals

166 AIREDALE CHEMICAL
2018 SALES: \$57.4M (€45M)

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; dyes and textile auxiliary chemicals; water treatment chemicals; cleaning and detergency chemicals

Services: Contract manufacturing; small pack chemical production; waste management

Assets: production and storage facility; six warehouse locations; 20 fully owned trucks; R&D/QC laboratories

Trading sales: 5%

167 EMSA TECNOLOGIA QUIMICA
2018 SALES: \$57.3M (€50M)

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
2018 SALES: \$56.2M

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
2018 SALES: \$54.7M

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 CAMBRIAN SOLUTIONS
2018 SALES: \$53.5M (C\$73M)

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
2018 SALES: \$53.4M (€41.9M)

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
2018 SALES: \$53M

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
2018 SALES: \$52.3M

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
2018 SALES: \$51M

Conshohocken, Pennsylvania, US

WWW.VANHORNMETZ.COM

President: Barret C Fisher

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

Services: Dry blending; pigment treatment

Assets: 11 warehouses

Trading sales: 15%



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SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

EUROPE CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Brenntag*	6,116.4	48 ELTON Group	153.5	95 Kale Kimya	48.0
2 Helm	3,297.0	49 Grolman Group	150.8	96 EMSA Tecnologia Quimica	47.5
3 Univar Solutions*	1,970.0	50 Aceto	150.0	97 Drogas Vigo	45.0
4 Tricon Energy	1,934.5	51 2M Holdings	149.7	98 UCG (United Chemical Group)	43.5
5 IMCD*	1,561.4	52 Metafrax Trading International	146.6	99 National Chemical	40.8
6 Stockmeier Holding	1,376.9	53 CellMark Chemicals	142.2	100 A. + E. Fischer-Chemie	38.9
7 Barentz International	1,343.0	54 Rainoldi	137.5	101 WISTEMA	35.5
8 Biesterfeld	1,281.0	55 Urai	134.6	102 MY-CHEM	34.7
9 Azelis	1,068.8	56 Keyser & Mackay	134.0	103 Brugues	33.8
10 Quimidroga	945.1	57 HARKE Group	133.6	104 Joss Elastomers	32.1
11 OQEMA	939.3	58 Atlantic Chemicals Trading	131.7	105 Sameca	29.2
12 Omya	915.3	59 Nortex	130.2	106 Vikudha Overseas	29.0
13 TER Group	797.3	60 Selectchemie	130.0	107 Lumar	28.5
14 Caldic	738.9	61 Faravelli	129.2	108 Equilex	23.5
15 Solvadis	625.9	62 ProChema	129.0	109 Lake Chemicals and Minerals	22.1
16 Safic-Alcan	594.2	63 CSC Jaecklechemie	128.3	110 Manuchar	22.0
17 Ravago Chemicals	532.7	64 Tillmanns	127.2	111 WhitChem	20.9
18 Nordmann, Rassmann	477.7	65 Petrochem Middle East	122.7	112 Monarch Chemicals	20.9
19 CG Chemikalien	457.7	66 Group Barcelonesa	117.1	113 Biachem	19.0
20 LEHVOSS Group	387.2	67 Arpadis Benelux	114.0	114 Klaus F. Meyer	18.7
21 Jebsen & Jessen Group	374.6	68 Unipex	110.1	115 Comindex	18.3
22 DKSH Holding**	333.1	69 Algol Chemicals	110.0	116 The White Sea & Baltic Company	17.9
23 Indukern	325.2	70 Penpet Petrochemical Trading	108.8	117 KEMAT	16.6
24 Pluschem EEIG	320.0	71 KH Chemicals	104.7	118 Tecnosintesi	16.3
25 Eigenmann & Veronelli	311.6	72 C.H. Erbsloeh Group	103.3	119 Matrix Chemie	16.0
26 Telko	304.7	73 Staub & Co – Silbermann	103.1	120 DutCH2	15.8
27 KRAHN Chemie	284.1	74 Bodo Moller Chemie	93.8	121 Stort Chemicals	11.5
28 ICC Chemical	278.1	75 Rahn Group	89.0	122 Prakash Chemicals International	10.4
29 KTM	257.0	76 Quimdis	88.2	123 Megachem	6.2
30 Arkem Kimya	243.4	77 Aegean First Company (AFCO)	85.1	124 LBB Specialties (includes Charkit Chemical Company & AIC)	5.0
31 Solventis	228.0	78 Wego Chemical Group	85.0	125 The Chemical Company	4.2
32 Donauchem	226.8	79 Ilario Ormezzano	83.1	126 KPL International	4.2
33 Gamma Chimica	222.1	80 Noahs Ark Chemicals	82.5	127 Marubeni Specialty Chemicals	4.0
34 Norkem Holdings	210.4	81 Neo Chemical	80.5	128 Quimtia	4.0
35 ECEM European Chemical Marketing	209.9	82 Chem International	79.1	129 Dakram Materials	4.0
36 HSH Chemie	208.5	83 Cornelius Group	77.3	130 Transmare Chemie	3.2
37 United Trading System (UTS/ETC)	201.0	84 Will & Co	75.6	131 Van Horn, Metz & Co	3.0
38 ChemPartners	196.5	85 Behn Meyer Group	73.3	132 Sea-Land Chemical	2.9
39 Bang & Bonsomer	194.7	86 MOGoil	68.7	133 Sinochem Plastics	2.3
40 Connect Chemicals Group	190.8	87 Novasol Chemicals	67.0	134 Hawkins	2.0
41 Tennants Distribution	187.6	88 Lavollee	63.0	135 Higgi	1.9
42 Grupo RNM	186.8	89 RAI Rakha Al Khaleej International	60.0	136 Protea Chemicals	1.6
43 IMPAG	180.0	90 Proquibasa	56.1	137 Taj Al Mulook	1.4
44 BUFA Chemikalien Group	175.0	91 Ricardo Molina Group	55.5	138 Shamrock Shipping & Trading	1.1
45 Haeffner	168.0	92 Airedale Chemical	50.5	139 Monachem Group	1.1
46 Snetor	168.0	93 PHT International	48.7	140 Astro Chemicals	1.0
47 Thommen-Furler	155.8	94 Same Chemicals	48.5		

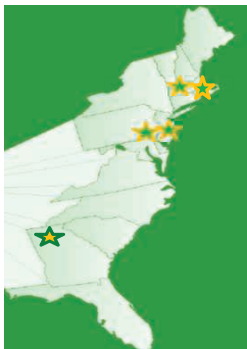
*EMEA (Europe, Middle East and Africa) **DKSH figures are based on industry estimates. Europe sales include North America

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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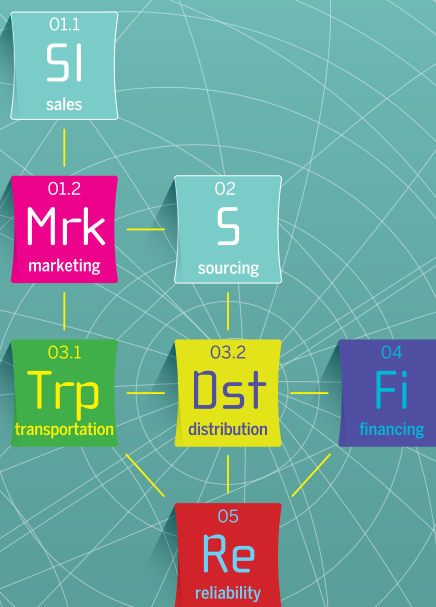


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SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

175 **CHEM ONE**
2018 SALES: \$50.1M

Houston, Texas, US

WWW.CHEMONE.COM

President and CEO: Terry Podlogar

Products: Feed additives; fertilizer ingredients; water treatment chemicals; food additives; industrial chemicals

Services: JIT inventory; pallet quantities; truckloads

Assets: headquarters and warehouse; independent facilities in Laredo, Texas and Tampa, Florida

176 **CARBONO QUIMICA**
2018 SALES: \$49M (R190M)

Sao Bernardo do Campo, Sao Paulo, Brazil

WWW.CARBONO.COM.BR

President: Vera Maria Miraglia Gabriel

Products: Aliphatic solvents; aromatic solvents; oxygenated solvents; epoxy resins; epoxy hardeners; coatings additives; paint driers; alkyd resins; pigments; glycerine; fatty acids; fatty alcohols

Services: Blending; packaging; bulk storage; laboratory services

Assets: Five subsidiaries, branches, 10 trucks

177 **RAMCHARAN**
2018 SALES: \$49M

WWW.RAMCHARAN.ORG

Managing director: Divyesh Palicha

Products: Chemical, rubber and sulphur compounds; rubber chemicals; carbon blacks; polymers; chemical additives and processors; metallurgy chemicals and resins; phenolic resins and binders; private label products from Ramcharan; differentiated fillers for white compounds; specialty carbon black for high performance applications; compounded resins for performance improvement

Services: Packaging; storage; testing and certification; quality certification, including through an in-house lab jointly promoted by Rhein Chemie

Assets: 19 warehouses; 34 transport vehicles on full-time lease

Trading sales: 24%

178 **MCCULLOUGH & ASSOCIATES**
2018 SALES: \$48.5M

Atlanta, Georgia, US

WWW.MCCANDA.COM

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; polyure-



thane dispersions; hydrocarbon resins; silicone dispersions

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

Assets: Outside bonded chemical warehouse

179 **SAME CHEMICALS**
2018 SALES: \$48.5M (€42.3M)

Barendrecht, The Netherlands

WWW.SAMECHEMICALS.COM

Managing Director: Cees-Jan Crezée

Products: Styrene; DCPD; aromatics; glycols; alcohols; ketones; hydrocarbons; acetates

Services: Bulk distribution; salvage trading; recycling; logistics; storage; inventory management; consignment stock; marketing; sourcing; Reach consultation

Assets: Offices in The Netherlands, Denmark and Spain

180 **ANDES CHEMICAL**
2018 SALES: \$48.2M

Doral, Florida, US

WWW.ANDESCHEM.COM

CEO: Fernando Espinosa

Products: Additives; coalescents; driers; extended fillers; monomers; pigments disper-

sions; plasticizers; preservatives; resins; rheology modifiers; solvents; tire and rubber 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

181 **WISTEMA**
2018 SALES: \$46.0M (€40.2M)

Dielheim, Germany

WWW.WISTEMA.DE

Owner and managing director: Winfried Friedel

Products: Catalysts; chemical intermediates; cosmetics, toiletries and personal care ingredients; food ingredients; industrial chemicals; pharmaceutical ingredients; plastics additives; polymers; reprographic chemicals/ink chemicals; solvents/distilled solvents; water treatment chemicals; waxes

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

Assets: Three warehouses



Trading sales: 60%

182 IDEAL CHEMICAL & SUPPLY 2018 SALES: \$45.8M

Memphis, Tennessee, US
WWW.IDEALCHEMICAL.COM

President: Sam Block Jr
Products: Acids; alcohols; amines; chelating agents; chlor-alkali; food ingredients; glycol ethers; hydrogen peroxide; inorganics; ketones; personal care ingredients; polyglycols; solvents; textile care ingredients; water treatment chemicals

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

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

183 DROGAS VIGO 2018 SALES: \$45.6M

Porrino, Pontevedra, Spain
WWW.DROVIES

President and CEO: Enrique Casal Lareo
Products: Solvents (oxygenated, hydrocarbon, chlorinated) including in-house recycled solvents; non-organic chemicals (acids, chlor-alkalis), paper chemicals; thinner formulations; food ingredients; pharmacopeia 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; JIT 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 ADR certified; 44 storage tanks in Portugal

184 FBC CHEMICAL 2018 SALES: \$45.5M

Mars, Pennsylvania, US
WWW.FBCHEM.COM

President: Mark Hudac
Products: Solvents; resins; surfactants; silicones; asphaltic coatings; waterproofing

membranes

Services: Bulk storage; blending; packaging; lab services

Assets: Five warehouses; three manufacturing facilities; 29 trucks (straight, tanker, tractor, trailers)

185 UNITED CHEMICAL GROUP (UCG) 2018 SALES: \$43.5M

Moscow, Russia

WWW.UCGRUS.COM

Chairman and CEO: Gennadiy Tolstobrov

Products: ABS; ASA; SAN; HIPS; PC/ABS; PBT; PMMA; POM; SBS; SEBS; SIS; POE; EVA; HDPE; PP copolymers; PA and AIM; road construction materials (cellulose stabilisers, plasticizers, emulsions; adhesion additives); oil additives and modifiers; base oils; fertilizers; liquid chemicals

Services: Logistics; packaging; storage; technical support

Assets: Eight offices; nine warehouses

186 COAST SOUTHWEST 2018 SALES: \$43.3M

Placentia, California, US

WWW.COASTSOUTHWEST.COM

President: Joseph C Cimo

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

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

Assets: Seven locations; six trucks; applications laboratory

187 VERQUIMICA 2018 SALES: \$42.4M

Guarulhos, Sao Paulo, Brazil

WWW.VERQUIMICA.COM.BR

President: Vera Lucia de Oliveira Franco

Products: Methanol; hexane; white spirit; toluene; caustic soda liquid and flakes; amyl acetate; ethyl acetate; acetone; isopropanol; MEK; cyclohexanone; isophorone; methylene chloride; perchloroethylene

Services: Blending; packaging; storage

Assets: Own plant with storage for liquid products in 63 tanks; own laboratory; four platforms for loading and unloading liquid products

Trading sales: 30%

188 CHEMICAL DISTRIBUTORS INC 2018 SALES: \$42.2M

Buffalo, NY

WWW.QUIMITECNICA.COM

President: Mark Russell

Products: Acids; alkalis; solvents; laboratory chemicals

Services: Blending; packaging; storage; bulk,

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

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%

190 NATIONAL CHEMICAL

2018 SALES: \$41.9M

Dublin, Ireland

WWW.NCC.IE

Managing director: Alan Looney

Products: Full range of chemicals; food ingredients; performance polymers

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

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

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%

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%

194 DAXX

2018 SALES: \$40M

Houston, Texas, US

WWW.DAXXGRP.COM





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SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

President: Jean Marie Diederichs

Products: Solvents; aromatics; glycol ethers; esters; alcohols; isocyanates; amines; specialty chemicals

Services: Blending; packaging; storage; rail-car, tanker, ISO tank, vessel shipments

Assets: One warehouse; four trucks; four tanks

Trading sales: 20%

195 EQUILEX 2018 SALES: \$39.8M (34.7M)

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%

196 VIVION 2018 SALES: \$39M

San Carlos, California, US

WWW.VIVIONINC.COM

President: Michael Poleselli

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

Services: VivAssure testing

Assets: Two offices/warehouses; one truck

197 LINKERS CHEMICALS & POLYMERS 2018 SALES: \$38.3M

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%

198 GJ CHEMICAL 2018 SALES: \$38M

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; stabilising

Assets: Three locations; seven trucks; 30 tankers; 10 box trucks; full analytical laboratory

Trading sales: 10%

199 SULATLANTICA 2018 SALES: \$38M

Rio de Janeiro, Brazil

WWW.SULATLANTICA.COM.BR

CEO: Leonardo Roisman

Products: Chemicals for oil and gas, mining, glass, agriculture, food and feed industries (organic chemicals, inorganic chemicals, solvents, emulsifiers, viscosifiers)

Services: Importing; exporting; distributing; packaging; blending

Assets: Four warehouses; 20 tanks; one office building

200 RESEARCH SOLUTIONS GROUP 2018 SALES: \$36.5M

Pelham, Alabama, US

WWW.RESEARCHSOLUTIONSGROUP.COM

CEO: Jeff Miller

Products: Organic and inorganic chemicals; dry chemicals; solvents and solvent blends; pharmaceutical ingredients; specialty chemicals; specialty compounds; HAPs free low VOC chemistry

Services: Custom blends; toll packaging; custom toll blending and formulating; lab services; ethanol denaturing; transloading; contract transportation services; warehousing; certified DOT and OSHA trainers; HAZ and NON-HAZ waste management services

Assets: Four bulk facilities with warehousing; rail transload facility; four satellite warehouses; 22 power units; 17 tank trailers; 10 dry vans; two DSP permitted ethanol denaturing facilities

201 INDEPENDENT CHEMICAL 2018 SALES: \$35.3M

Glendale, New York, US

WWW.INDEPENDENTCHEMICAL.COM

President: Jonathan Spielman

Products: Caustic soda; paper chemicals; solvents; aromatics; cosmetics specialties; 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

202 NORTHSPEC CHEMICALS 2018 SALES: \$35M

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%

203 BRISCO DO BRASIL 2018 SALES: \$35M

Sao Paulo, Brazil

WWW.BRISCO.COM.BR

WWW.BRISCOPC.COM

CEO: Guillermo Castillo

Products: Styrene monomer; thermoplastics (PE, PS, EPS, ABS, PC); acrylates; plastizisers, solvents

Services: Distribution; logistics; warehousing; blending; agent services

Assets: 2 warehouses; 3 offices; 10 trucks

Trading sales: 30%

204 MY-CHEM 2018 SALES: \$34.7M (€30.3M)

Buchholz, Germany

WWW.MY-CHEM.DE

CEO and owner: Ralf Meinecke

Products: Phthalic anhydride; maleic anhydride; styrene; mono-pentaerythritol; di-pentaerythritol; paraformaldehyde; tall oil products; heat transfer fluids; silicate dispersions; trimellitic anhydride; purified isophthalic acid; purified terephthalic acid; sodium formate

Services: Storage; transportation

Trading sales: 5-10%

205 R.E. CARROLL 2018 SALES: \$34.6M

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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SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

fornia, Ohio, Georgia and Texas

206 BRUGUES 2018 SALES: \$34.4M (€30M)

Viladecans, Barcelona, Spain

WWW.BRUGUES.COM

CEO: Raimon Bruges Sintes

Products: Acetone; bencile alcohol; diacetone alcohol; dipropylenglicol; ethyl acetate; formic acid; isobutyl alcohol; isopropyl acetate; methyl ethyl ketone; methyl isobutyl ketone; metoxipropilo acetate; n-propanol; phosphoric acid; propylene glycol USP; trietanolamine

Services: Packaging; mixtures, solutions and dilutions

Assets: Warehouses

Trading sales: 20%

207 MCKINN INTERNATIONAL 2018 SALES: \$34.2M

Singapore

WWW.MCKINN.COM.SG

Managing director: Chau Tak Vui

Products: Raw materials for adhesives; coatings materials; UPR, PU and TPU; plastics additives; flame retardants; acids and anhydrides; oleochemicals; plasticizers; rubber additives; water-based acrylic resins

Services: Sourcing

Assets: Third-party warehouse

Trading sales: 85%

208 ACID PRODUCTS 2018 SALES: \$34.1M

Chicago, Illinois, US

WWW.ACIDPRODUCTS.NET

President: Jann Fisher

Products: Caustic soda; paper chemicals; solvents; aromatics; acids; caustics; surfactants; dry chemicals; solvents; hydrogen peroxide

Services: Toll 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

Kearny, New Jersey, US

VECKRIDGECHEMICAL.COM

President: Mark Veca

Products: Inorganics; amines; acids; chlor-alkali; specialty chemicals; food ingredients

Services: Packaging; dilution; storage

Assets: 5 trucks; 3 warehouses

210 LUMAR 2018 SALES: \$32.6M (€28.5M)

Barcelona, Spain

WWW.LUMARQUIMICA.COM

President: Lluís Ribera; **CEO:** Bruno Saillant

Products: Antioxidants; corrosion inhibitors; antiwear/EP additives for lubes; fatty acids; fatty alcohols; surfactants; polyalphaolefins; esters; polyisobutene; polyalkylene glycols; silicone oils; phosphate esters; PTFE; friction modifiers; antifoams; tackifiers; antimists; pour point depressants; viscosity index improvers; OCP; amines

Services: Warehousing and storage; repackaging; blending; sampling; technical service; training; formulating

211 RADCHEM PRODUCTS 2018 SALES: \$32.1M

Orland Park, Illinois, US

WWW.RADCHEMINC.COM

President: William M Radostits

Products: Chemicals and solvents; acetates; alcohols; aliphatic and aromatic hydrocarbons; glycol ethers; process and base oils; reuse solvents; resins; ketones; K-1 kerosene

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

Assets: Dedicated owned trailer

212 T.Z GROUP (INCLUDES TZ TRADING, TAU CHEMICALS, TREZA) 2018 SALES: \$31.6M

Mexico City, Mexico

WWW.TREZA.COM.MX

WWW.TAUCHEMICALS.COM

President: Fernando J Zavala

Products: Caustic soda; chlorine; sodium hypochlorite; sulfuric acid; sodium carbonate; sodium chloride; calcium chloride; sodium bicarbonate; hydrogen peroxide; fosforic acid; organic phosphonates HEDP ATMP, PBTC; clorhidric acid; sodium metabisulfite; 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.INDUSTRIALCHEMPCORP.COM

President: Robert L Wilson II

Products: Acetates; acids; aliphatic and aromatic solvents; alcohols; biofuel chemicals; CBD extraction chemicals; chelating agents; chlor-alkali products (caustic soda, KOH); detergent chemicals; glycols and glycol



ethers; heat transfer fluids; hydrogen peroxide; ketones; metal finishing chemicals; oil-field chemicals; organic and inorganic chemicals; pharmaceutical chemicals; surfactants; water treatment chemicals

Services: Contract blending; proprietary blends; transloading; warehousing

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

214 SAMECA PQ 2018 SALES: \$29.8M (€26M)

Porto, Portugal

WWW.SAMECAPQ.COM

CEO: Eduardo Moura e Sár

Products: Additives for food, plastics and rubber; coating and resins; solvents; inorganic chemicals; pigments, organic and inorganic; coatings; resins; personal care, cosmetics and detergent chemicals; effect chemicals; resin intermediates

Services: Storage, bulk and solids; packaging; own road fleet for distribution

Assets: Six trucks; two owned warehouses plus three rented ones

Trading sales: 40%



Founder and managing director: Dilip Shah; **CEO and executive director:** Shamik Shah

Products: Plastics additives; aroma chemicals; pharmaceutical excipients; pharmaceutical intermediates; cosmetic ingredients; essential oils; feed and food ingredients; oil-field chemicals; water treatment chemicals; fine chemicals

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

Assets: office; four warehouses

Trading sales: 20%

219 GULF COAST CHEMICAL 2018 SALES: \$26.3M

Abbeville, Louisiana, US

WWW.GULFCOASTCHEMICAL.COM

Managing member: Jim Fusilier

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

Services: Blending; storage; laboratory services; chemical treatment programs; operator training

Assets: Seven company operated facilities; warehousing; bulk storage; laboratory facility; 21 delivery trucks; two tankers; six service trucks

Trading sales: < 10%

220 SEELE INDUSTRIES 2018 SALES: \$26.1M

One Genstar Drive, Joliet, Illinois

WWW.SEELE.COM

CEO: Steve Seeler

Products: Hydrogen peroxide; peracetic acid; glacial acetic acid; propylene glycol; sodium gluconate; caustic soda; hydrochloric acid; soda ash; DDBSA; sodium chlorate; phosphoric acid; quaternary compounds; other specialty chemicals

Services: Tank storage; railcar unloading; blending; liquid packaging; bagging; transloading; warehouse storage; property rental; trucking; laboratory services

Assets: warehousing; five trucks; 10 liquid and box trailers; 27 aboveground storage tanks; seven rail spurs; overhead rail trestle

221 JNS-SMITHCHEM 2018 SALES: \$25M

Paterson, New Jersey, US

WWW.JNS-SMITHCHEM.COM

CEO: Darren Jachts

Products: Minerals; resins; additives; pigments; specialty chemicals

Services: Storage; packaging

215 SAL CHEMICAL 2018 SALES: \$29.8M

Weirton, West Virginia, US

WWW.SALCHEM.COM

President: Steve Fenell

Products: Acids; alkalis; calcium chloride; inorganics; oil and gas; solvents; water and waste treatment chemicals

Services: Dry bulk and packaging; liquid bulk and packaging; blending; storage

Assets: One warehouse; 12 trucks; 16 trailers

216 MORAIS DE CASTRO 2018 SALES: \$29.1M (R112.9M)

Salvador, Bahia, Brazil

WWW.MORAISDECASTRO.COM.BR

CEO: Andre Castro

Products: Surfactants; glycols; white mineral oils; caustic soda; sulfonic acid (LAB-S); inorganic acids; sodium hypochlorite; personal care additives; food ingredients and flavours; rheology modifiers; oxygenated solvents; chlorinated solvents; biocides; sulfates; silicones

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

217 VENUS CHEMICALS GROUP 2018 SALES: \$29M

Cairo, Egypt

WWW.VENUSKIM.COM

CEO: Ahmed Jamal Alghoul

Products: Glycerine; nonyl phenol ethoxylates; fatty alcohol ethoxylates; polysorbate ethoxylates; castor oil ethoxylates; soya lecithin; latex; defoamers; thickeners; white spirit; pine oil; maleic resin; gum rosin; hydrocarbon resin; SLES 70; fragrances; coatings materials; chewing and bubble gum ingredients; detergent chemicals; cosmetics ingredients

Assets: Three warehouses; 10 jumbo trucks; six cars

Trading sales: 70%

218 MONACHEM GROUP 2018 SALES: \$27.0M (RS1.88BN)

Vadodara, Gujarat, India

WWW.MONACHEM.COM

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

222 LAKE CHEMICALS AND MINERALS

2018 SALES: \$22.9M (€20M)

Redditch, UK

WWW.LAKECM.CO.UK

MD: Dr Steven Cartledge

Products: Speciality 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

223 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

224 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

225 MONARCH CHEMICALS

2018 SALES: \$20.9M (£16.4M)

Sheerness, Kent, UK

WWW.MONARCHCHEMICALS.CO.UK

Chairman: Phillip Copeland

Products: Glycerine; glycols; citric acid; formic acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; epichlorohydrin; cinnamic acid; propionic acid; nitric acid; agricultural silage 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; four purpose-built trucks

Trading sales: 18%

226 MATRIX CHEMIE

2018 SALES: \$20.4M (£16M)

Stourton, Leeds, UK

WWW.MATRIXCHEMIE.COM

Chairman and CEO: Graham Royle

Products: Surfactants; oleochemicals; personal care ingredients; homecare and I&I specialities; antiperspirant actives; essential oils; phosphates; water treatment chemicals; emulsion polymerisation adjuncts; suncare ingredients

Services: Supply chain management; import and export; warehousing

Assets: One facility (offices and warehouse)

Trading sales: 20%

227 KLAUS F. MEYER

2018 SALES: \$19.4M (£16.9M)

Fussgoenheim, Germany

WWW.KLAUSFMEYER.DE

Managing directors: Martina Magnie, Frank Meyer

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

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

Assets: Five warehouses; own office in Shanghai-Puxi, China; laboratory for sample handling

228 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

229 THE WHITE SEA & BALTIC COMPANY

2018 SALES: \$18.9M (£14.8M)

Leeds, UK

WWW.WHITESEA.CO.UK

Managing director: Alan Carradice

Products: Surfactants; fatty acids; oleochemicals; biocides; suncare UV absorbers; personal care products; epoxy resin; reactive diluents; benzoic acid; lactate esters; tall oil fatty acid; alkyl polyglycosides

Services: Storage; packaging; sourcing

Assets: Office; group warehouse

Trading sales: 35%

230 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

231 COMINDEX

2018 SALES: \$18.3M (£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; alkyd 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

232 SCHIBLEY SOLVENTS AND CHEMICALS

2018 SALES: \$17.5M

Elyria Ohio, US

WWW.SCHIBLEY.COM

President: Reed Schibley

Products: 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%

233 KEMAT
2018 SALES: \$17.0M (€14.8M)

Brussels, Belgium

WWW.KEMATBELGIUM.COM

Managing director: Simon Mason

Products: Polyisobutenes including proprietary blends; polyalphaolefins including low and high viscosity and metallocene; 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%

234 TECNOSINTESI
2018 SALES: \$16.6M (€14.5M)

Bergamo, Italy

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-tert 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%

235 SAIPER CHEMICALS
2018 SALES: \$15.4M (RS1.07BN)

Mumbai, India

WWW.SAIPER.COM

Managing director: IBV Raghavan

Products: Additives; amines; C4 chemicals; coalescing aids; glycol ethers; propylene

glycols; 1-2 diaminocyclohexane; 2-ethylhexyl acetate; 2-ethylhexylglycerin; caprylyl 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%

236 ROYALE GROUP (AWSM, SHORE-CHEM, ROYALE PIGMENTS)
2018 SALES: \$15M

Paramus, New Jersey

WWW.ROYALEPIGMENTS-CHEM.COM

CEO: John Logue

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

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

Assets: Five warehouses; two converting locations

237 EMCO-INORTECH
2018 SALES: \$14.7M (C\$20M)

Terrebonne, Quebec, Canada

WWW.INORTECH.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

238 AMERICAN CHEMIE
2018 SALES: \$13.2M

Austin, Texas, US

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 hazardous chemicals in ISO tanks; just-in-time delivery; hazmat certified; outsourcing; tolling; private labelling

Assets: Large inventories of chemicals in six warehouses across the US

239 STORT CHEMICALS
2018 SALES: \$11.5M (£9M)

Bishops Stortford, UK

WWW.STORTCHEMICALS.CO.UK

Managing Director: Richard Gilkes

Products: Resins; additives; colourants; fluorosurfactants; plasticisers; natural and synthetic raw materials for the fragrance and flavour industries

Assets: Storage and distribution

240 AUDICHE TRADING
2018 SALES: \$11.2M

Alexandria, Egypt

WWW.AUDICHE.COM

CEO: Alain Audiche

Products: Titanium dioxide; polyvinyl alcohol; methyl ethyl ketoxime; hydrocarbon resin C9; sodium ammonium and potassium persulphates; zinc phosphates, micaceous iron oxide; glass flakes; glass beads; nano-sized TiO₂; adhesion promoters; compound ferro titanium

Services: Agency sales

Assets: One office; two warehouses

Trading sales: 10%

241 CLASSIC DISTRIBUTING COMPANY
2018 SALES: \$11M

Pacoima, California, US

WWW.CLASSICDISTRIB.COM

President: Larry H Helscher

Products: Surfactants; preservatives; quaternaries; esters; emulsion bases; sunscreen; vitamin E; CBD oil; waxes; silicones; butters; polymeric thickeners

Services: Liquid blending; storage; technical sales

Assets: One warehouse; one truck; one blending operation

242 CUSTOM CHEMICAL SERVICES
2018 SALES: \$11M

Hitchcock, Texas, US

WWW.CCHEMICALS.COM

President: Margaret Roff

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

Services: Blending; packaging; warehousing; import/export; containerisations; trans-loading; neutralisations; lab services

243 CHEMCEED
2018 SALES: \$10.0M

Chippewa Falls, Wisconsin, US

WWW.CHEMCEED.COM

President: Marimel Enderesa

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. PATERSON
2018 SALES: \$5.5M (C\$7.5M)

Toronto, Ontario, Canada

WWW.ASPATERSON.COM

CEO: Rod Paterson

Products: Pigments; pigment dispersions; dyes, micronised 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





THANKS TO OUR PAC CONTRIBUTORS

The following individuals recently* contributed to the Responsible Distribution PAC. Thanks for your support!

Jay Baker
Superior Solvents and Chemicals
Mathew Brainerd
Brainerd Chemical Company, Inc.

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R.E. Carroll, Inc.
Thomas Corcoran
Brenntag AG
Dane Craig
Dakota Distributing, LP
Christopher Diamond
Astro Chemicals, Inc.
Randall Eppli
Columbus Chemical Industries, Inc.
Steven Fenell
Sal Chemical
J. Fred Glose
Maryland Chemical Company, Inc.
Randall Griffin
Lintech International
Benjamin Gutmann
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TLC Ingredients, Inc.
Lupita Turriff
TLC Ingredients, Inc.
Bart Whitaker
Whitaker Oil Company
Thomas Wilson
Wilson Industrial Sales Co., Inc.
* As of March 31, 2019



In the first quarter of 2019, NACD is pleased to announce the following members have passed the 6th cycle (2017-2019) on-site Responsible Distribution verification.

DISTRIBUTOR MEMBERS

- Breckenridge Technologies, LLC
- C.J. Chemicals
- Cone Solvents, Inc.
- DAXX
- Gold Shield Distributors
- Gulf Coast Chemical, LLC
- Intercoastal Trading, Inc.
- Interstate Chemical Co., Inc.
- Kraft Chemical Company

- Maryland Chemical Company, Inc.
- Miles Chemical Company
- PhibroChem
- Redox
- Seeler Industries, Inc.
- Southern Chemical Corporation
- Special Materials Company
- The Terra Firma Company
- Tulstar Products, Inc.

CHEMICAL HANDLER AFFILIATES

- Iosco Warehousing & Distribution, LLC
- NFI Dominion Canada, ULC (aka Dominion Warehousing & Distribution)
- North American Warehousing Company

New members and Affiliates

NACD welcomes the following companies as members and Affiliates

Chemical Producer Affiliates

RUICHEM USA, INC.

2050 Center Avenue, Suite 365
Fort Lee, NJ 07024

Tel: (201) 398-6307

Primary Contact: Kathy Wachala, North America
business director

Email: kwachala@ruichem.com

Primary Contact: André Thornton, president & CEO

Email: athornton@aswglobal.com

Primary Code Coordinator: Karen Johnson

CHEMICAL SERVICES, INC.

1711 West Elizabeth Avenue, Linden, NJ 07036

Tel: (908) 523-9800

Primary Contact: Michael Denci, president

Email: mdenci@jitsci.com

Primary Code Coordinator: Kerry Yoncak

Primary Contact: Jim Back, director, environmental
claims

Email: jback@cruadjusters.com

GITS MANUFACTURING CO., LLC

4601 121 Street
Urbandale, IA 50323

Tel: (262) 293-1593

Primary Contact: Ann Roche, marketing manager

Email: ann.roche@actuant.com

Chemical Handler Affiliates

ASW GLOBAL

3375 Gilchrist Road
Mogadore, OH 44260

Tel: (330) 773-8085

website address xxxxxxxx

Service Provider Affiliates

CATASTROPHE RESPONSE UNIT, INC.

10 Central Parkway SE
Suite 307, Stuart, FL 34994

Tel: (859) 595-8606

SAFETYPRO RESOURCES, LLC

18405 E. Petroleum Drive
Suite C

Baton Rouge, LA 70809

Tel: (800) 941-0714

Primary Contact: Lance S. Roux, president

Email: lroux@safetyproconsulting.com

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Insight onsite

Richard Groves, Responsible Distribution Code Coordinator at Essential Ingredients, finds that a high level of organization is a key ingredient in preparing for each verification cycle



Jane Gibson London

Anyone taking on the job of Code Coordinator for NACD Responsible Distribution® needs to have “well-organized” as one of his or her defining qualities. Richard Groves, Code Coordinator for the last five years at Essential Ingredients – a distributor for personal care, household, and cosmetic products – loves his job, especially for its focus on being organized.

“I’m the type of person who likes everything to be in order and prepared. I like knowing that we are compliant if NACD just walks in through the door at any time.”

Within his job of quality and regulatory manager, Groves is able to keep track of what needs to be done to meet the requirements of the Responsible Distribution Code of Management Practice. At the end of each day, he is clear about what the task for the next day will be.

“Code Coordinator is one of the many hats that I wear. I constantly look at the tasks that we carry out at the warehouse to ensure that we are meeting the requirements of Responsible Distribution – I do that on a daily basis. I have a list for the week of things to check. It’s an ongoing project, as there are always aspects that will be included in our internal audit.”

Groves has a background in auditing from his previous company and has striven to create an efficient system to support his company through the Responsible Distribution verification process. He explains that to streamline verification, the company has created electronic folders for annual Responsible Distribution tasks, which hold each year’s completed task documents.

“The system we have created for NACD Responsible Distribution is user-friendly and understandable,” says Groves. “I have set up a spreadsheet where I have taken each individual code and then each subset of the code. I have then taken the different standard operating procedures (SOPs) that we have in-house and have attributed them to the different subsets.”

Groves adds that he has also taken the company’s SOP index and hyperlinked the SOPs in the relevant NACD code folders so that when someone clicks on the link, the evidence pops up.

“During the verification, if the request is to see how our employees participate in community service, I am able to go to that specific folder and show evidence of participation.

“The main driver behind this was to make things simpler during the on-site verification. If the system is streamlined, then it makes us look organized and it also makes the job much easier for the verifier. This is my biggest achievement in the role. Setting up our organization with a streamlined system for NACD verifications.”

REGULAR SAFETY MEETINGS

Essential Ingredients last passed Responsible Distribution verification as recently as 2017 and has successfully done so since 2001. As well as streamlining the verification system, Groves has also been keen to ensure that the warehouse workers are well-trained and prepared.

“We have regular safety meetings, which I attend and facilitate. We also try to mix in some more major training events. For example, we had a session on how to discharge a fire extinguisher – people don’t generally have a chance to use one. At the end of the session the attendees got to take one home.”

Groves points out that it is important to prepare everyone for the Responsible Distribution process, including those on the warehouse floor. “I get them to read up on our SOPs so that they are ready for any questions during the verification. I warn them that they might be asked something so that it doesn’t come as a surprise. Everyone did well last time. Even if you do get a question wrong it’s not a problem,” explains Groves. “You can always get an answer back to NACD by the end of the day. Just show that you are making an effort to get the right answer to them.”

Groves reaches out for help from NACD during the verification process if necessary. He says that when the company has to complete the online

verification before the assessment every three years, they sometimes require some guidance. He has also found the NACD U online resources useful.

The Responsible Distribution process is taken as an opportunity to reflect and improve by the company. “On the last verification we were deficient on some security-related codes. Since the NACD verifiers were here, we have complied with their suggestions and this has made our facility a safer place. I got quotes for the work we needed doing and when it was completed, I simply sent NACD the photos of the improvements.”

Groves likes to complete the “action assignments” on his “to do” list early in the year and enjoys being proactive in his approach to these tasks. Alongside the internal audit requirement under Responsible Distribution, Groves also has a number of third-party warehouse audits to carry out.

“If we have a third-party warehouse that continues to make a mistake, then we resolve this by asking them to provide a preventative action form, since the mistakes that they make impact our customers. We would also do this if the warehouse was Responsible Distribution-verified.”

The company chose the NACD Responsible Distribution program over an International Organization for Standardization (ISO)-type requirement, Groves explains. “We take the attitude that an ISO standard won’t be as applicable to us on a day-to-day basis. You always run more efficiently if you have some kind of accountability and the NACD program provides this.” ■

NACD often highlights the efforts of its members and their positive contribution to the industry – and this is your chance to share your achievements, thoughts and experiences. Each issue, this will be your forum. We want to hear about your experiences as a code coordinator. If you or one of your colleagues would like to be featured in the next edition of Chemical Distributor, please email **Matt McKinney at mmckinney@nacd.com**.



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106 Summerlea Rd
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