

CHEMICAL DISTRIBUTOR

Volume 46 | No 2
April-June 2021



Targeting top talent

INSIDE THIS ISSUE

- Responsible Distribution at 30
- Selling in a pandemic world
- New recruiting techniques
- Counting the days to ChemEdge
- Membership tools and benefits
- Proper product segregation

50
nacd
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CELEBRATING 50 YEARS

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Upcoming Events

For more details, and to see the latest webinar schedule, visit

<https://www.nacd.com/education-meetings/education/online-education/webinars/>

*May be subject to change

May 18, 2021

Hazardous Area Static Control webinar

May 26, 2021

A Biden Administration OSHA Outlook webinar

June 1, 2021

NACD Membership Resources and Benefits webinar

June 7-9, 2021

Central & Southern Region Meeting, Hilton Milwaukee Center, Milwaukee, WI

June 16, 2021

Best Practices of Digital Marketing webinar

June 24, 2021

Chemical Leadership: Women Business Leaders Webinar

August 10-13, 2021

ChemEdge, JW Marriott San Antonio Hill Country Resort & Spa, San Antonio, TX

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TLC

INGREDIENTS

Celebrating 20 Years of Excellence

CUSTOMER-DRIVEN SERVICE

FOOD SAFETY EXCELLENCE

**ENVIRONMENTAL, HEALTH,
SAFETY, SECURITY COMMITMENT**



TLC Ingredients Awarded NACD's
2020 Responsible Distribution Excellence Award



**Thanks to our customers, suppliers and all
of our industry colleagues from NACD, and
the food and chemical industries!**

Attention to detail and a single-minded insistence to do things the right way have contributed tremendously to our first 20 years of success. Starting later in 2021, we will be expanding our warehouse to support our continued growth and allow us to better service our suppliers and customers. We look forward to serving you for 20 more years!

We are proud of being named NACD's 2020 Responsible Distribution Excellence Award winner — Continuous improvement is at the heart of our culture!

Congratulations to everyone at NACD and all NACD members for the 50th Anniversary of NACD and the 30th Anniversary of Responsible Distribution.

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Megan E. Gluth-Bohan, Esq.
TRI CEO & Owner





Welcome

Future is looking a little more positive

As we turn towards the third quarter of 2021, I am encouraged by the ever-increasing availability of the vaccine across our nation and across the globe. It is vitally important to getting our economies open again and business certainty for the second half of the year.

The first half of 2021 brought new challenges we hadn't anticipated – from the Texas deep freeze and the lengthy shutdowns of major manufacturing facilities to the backups at the ports around our nation. NACD members told us that they are facing double and triple costs on a container of goods coming across the oceans and extreme tightness in the availability of trucks to deliver products.

Facing these additional costs and challenges on top of the global pandemic has certainly added to everyone's stresses. NACD is working hard to convey these issues to the legislative and regulatory bodies to see what can be done to address these constraints.

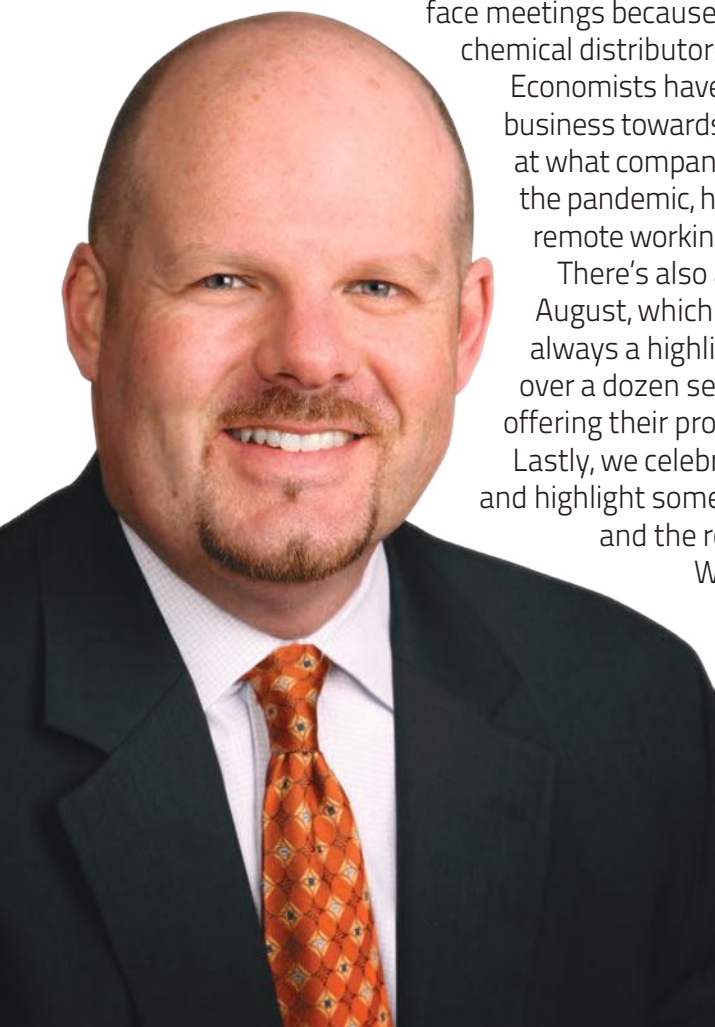
In this issue, we turn our attention to examining how the dearth of face-to-face meetings because of COVID-19 has changed the sales dynamic for chemical distributors over the past year.

Economists have been encouraging industry to prepare for an uptick in business towards the end of 2021 and for the two years ahead. We look at what companies have been doing to prepare while still in the midst of the pandemic, how recruitment has been affected, whether more remote working is being considered, and how onboarding has changed.

There's also a preview of our upcoming ChemEdge conference this August, which is returning to an in-person format. This event is always a highlight of the year for our operations teams, featuring over a dozen sessions and a robust expo hall with many vendors offering their products and services.

Lastly, we celebrate the 30th anniversary of Responsible Distribution and highlight some of the major milestones, performance improvements, and the role it's played in chemical distribution over the years.

We also shine a light on some fun 50th anniversary memories from our past chairmen of the board.



A handwritten signature in blue ink, appearing to read 'Eric'.

ERIC R. BYER

President & CEO, NACD
@ebyerNACD

AZELIS SHOWCASES ITS COMMITMENT TO SUSTAINABILITY

Azelis has released its sustainability strategy, "Action 2025", reinforcing its commitment to become the world-leading provider of sustainable solutions and services in the specialty chemicals and food ingredients distribution industry. Through its sustainability program and strategy, Azelis wants to turn the sustainability aspirations of its principals and customers into innovative sustainable solutions. The company's sustainability journey started in 2015 when it outlined its program following the Paris Agreement on climate change and the release of the 2030 Agenda for Sustainable Development by the United Nations. It is based on the United Nations Global Compact (UN GC) initiative, ISO 26000 and the Global Reporting Initiative (GRI). The program consists of four pillars – each with goals and KPIs: people; products and innovation; governance; and environment. "Action 2025" is based on learnings the company gathered from in-depth interviews with suppliers and customers, results and improvement suggestions from its EcoVadis assessment, input from Azelis business representatives, and the materiality assessment exercise Azelis performed last year in the context of its first sustainability report. "Our sustainability ambitions have been captured in a more formalized way since the creation of our sustainability program back in 2015 and have now entered a new phase with the launch of our 2025 sustainability strategy," said Maria J. Almenar Martin, group SHEQ & sustainability director. "In an ever-changing industry and world, Azelis' ambitions for a sustainable future will never stop. We want to engage our current and potential partners to contribute to our sustainable cause, next to converting the sustainability aspirations of our principals and customers into innovative sustainable solutions. We also wish to set an example for our peers and motivate them to also embark on the journey to a sustainable business model."



PALMER HOLLAND, INC. CEO REVEALS RETIREMENT PLANS AND SUCCESSOR

Palmer Holland, Inc.'s chief executive officer, W. Bryn Irvine (pictured left), will retire on June 30, 2021 but will remain as chairman of the board of directors. C. Bradley Steven (right), who has served as president since 2017, will replace Irvine as president and CEO. Irvine began his career as an account manager in the Palmer Supplies Company's Cincinnati, Ohio office in 1986 before moving to the Cleveland office in 1996 to assume a sales management role. Irvine was instrumental in the merger of Palmer Supplies Company and Harry Holland Company in 2002 and led the acquisitions of Focus Chemical in 2005 and Triad Lubrication Components, LLC in 2010. During his tenure as CEO, Palmer Holland, Inc. grew from a regional specialty chemical distributor to one that covers the entire U.S. and Canada in five strategic markets. The culmination of Irvine's career came when he converted the privately-held company to an Employee Stock Ownership Program in 2019, giving all employees a direct stake in the company's long-term success. His decision to retire will bring a remarkable career in service to Palmer Holland and the specialty chemical and ingredient distribution industry to a close. "I have had the privilege of working in the chemical distribution industry for more than 35 years, and leading Palmer Holland has been the highlight of my career," said Irvine. "It has been an absolute pleasure working with our remarkable employees and to witness the expansive growth of the company. I believe now is the right time, though, to start transitioning the leadership of the company as it will allow me to spend more time with my family." Commenting on his new role, Steven added, "It has been a great privilege to learn from such an industry veteran over the last several years, and I am honored to have been chosen to succeed Bryn and lead such an amazing team going forward."

MAROON GROUP HAS NOW BEEN REBRANDED AS BARENTZ

Maroon Group has announced it has been rebranded as Barentz, following its acquisition by Barentz International in December 2020. "This is a significant milestone for our company as we accelerate our growth under Barentz," said Terry Hill, CEO of Barentz North America. "I am pleased by our organization's commitment to market leadership, continuous improvement, and Creating Customer Success® throughout our integration." In conjunction with this rebranding, the company has

launched a new North American website, www.barentz-na.com. "This rebranding aligns our global organization and allows us to deliver the best solutions for our customers and principal partners, locally and around the world," added Mike McKenna, president & COO of Barentz North America. "We will leverage the global scale of Barentz while continuing to invest in our core markets as we execute on our strategy to become a global leader in the life science and broader specialty chemical industries." Meanwhile, the business has also acquired the raw materials and specialty chemicals dis-

tribution business of The Cary Company, a specialty distributor into the paint, coatings, adhesives, and plastics markets. The transaction represents an ideal fit with Barentz' strategy to support customers and principal suppliers through industry-focused sales and technical teams with dedicated coverage in North America. The management team, led by Brian Ehlert, will continue to be based in Chicago, Illinois. Warehousing and logistical services will still be provided by The Cary Company and customers will maintain the high-level of service they have come to expect.

COAST SOUTHWEST UNVEILS NEW KISOLITE® BMP CLAY POWDER

Coast Southwest, Inc. has introduced skincare ingredient Kisolite® BMP Biogenic Mineral Powder. Kisolite® BMP is harvested near the coast of British Columbia and provides an abundant source of micro- and macro-minerals that are key to maintaining the balance of the skin's microbiome. "Oral tradition confirms that the Heiltsuk people discovered that this clay-like mineral and used it as a remedy for various ailments," said Kevin Sathre, Coast Southwest senior vice president, sales. "This rare and ancient elemental resource is now available as a multi-application ingredient for skin wellness and personal care products." This 100 percent natural material was likely created from a volcanic eruption that poured a mineral-rich slurry into a deep granite basin now famously known as the Kisameet Bay Clay Deposit. Lush rainforest surrounds and covers the remote, pristine mineral deposit. Kisolite® BMP is processed without the use of harmful chemicals into a consistent homogenous powder that is a safe and valued multi-functional ingredient for skincare, personal care, and beauty aid products. Kisolite® BMP can be used for myriad appli-

cations and topical skin formulations, including soap, facial masques, body lotion, lip balm, salves, bath bombs, and non-medicinal skincare.

TLC INGREDIENTS ADDS TO THE TEAM WITH NEW DIRECTOR OF SALES

TLC Ingredients has welcomed Chris Woods to its team as director of sales. Woods brings many years of sales management experience to TLC, as well as a broad knowledge of the food industry. The company says he will be a great addition to TLC's senior management team to help meet its growth objectives.

HAWK CHEMICAL COMPANY MARKS ITS 20TH ANNIVERSARY

Hawk Chemical Company LLC, a chemical distributor that supplies raw materials to the food industry, will celebrate its 20th anniversary in June 2021. Joe Santa Maria is the CEO and owner, with over 40 years of experience since starting at the McKesson Chemical Company. Hawk has established a successful customer-first strategy, focusing on assisting customers to grow their businesses into healthier, safer, and more profitable operations. The company's mission statement is: "our customers are

the most important aspect of our existence. We strive to know a great deal about them-market they serve, their stakeholders, operations, business philosophies and sustainability. We see our role not only as their best supplier of raw materials but as a partner to assist our custom in growing their business into a more healthy, safe and profitable operation."

TERRA FIRMA AND WANHUA UNVEIL A NEW PARTNERSHIP

Terra Firma is pleased to announce that the ADI business unit of Wanhua Chemical has chosen the company as the latest member of its distribution network. Terra Firma will be representing their line of aliphatic isocyanates technologies in its Southeastern geography. Wanhua Chemical is a producer of polyurethane (PU) resins and one of the largest producers of methylene diphenyl diisocyanate (MDI) resin in the world. Terra Firma will be focused on the promotion of Wanhua's extremely diverse line of aliphatic isocyanates technologies which include HDI, HMDI, and IPDI monomers as well as polyisocyanates biurets and trimer resins. Brian Morris, sales director ADI business performance chemical business unit,

commented, "Wanhua's performance chemicals business unit is excited to partner with Terra Firma to expand our reach into the SouthEastern U.S. marketplace focusing on the ADI product lines. Our product lines are complemented by the other materials offered through Terra Firma."

"We are honored to be working together with the ADI business unit of Wanhua Chemical as they are a market leader possessing a fantastic assortment of aliphatic isocyanate resins, which have broad utility across our customer base," said Kevin Trainor, Terra Firma's vice president of sales.

BARENTZ EXPANDS ITS DISTRIBUTION DEAL WITH COLONIAL CHEMICAL

Barentz has expanded its existing partnership with Colonial Chemical to exclusively distribute Colonial Chemical's Ingredients for the personal care market in the states of Illinois and south Wisconsin, effective May 1, 2021. "We are very excited to expand our partnership with Colonial Chemical in the Chicago area," said Jean-Luc Joye, vice president principal management - care at Barentz. "Colonial has a fantastic line of mild surfactants and innovative technology such as the SugaNate® and PolySuga®. Colonial Chemicals is at the forefront in the development of ingredients that are mild, environmentally safe, and derived from all natural and renewable raw materials. It is in line with our growth strategy to provide our customers with innovative, safe, and sustainable solutions."

AZELIS IS NAMED THIS YEAR'S WINNER OF COUP DE COEUR AWARD

Azelis has won the "Coup de Coeur" award at Cosmetagora 2021 in Paris for its formulation "Time Dilution", a water-free, natural based cream cube. Organized by the French Society of Cosmetology in Paris, this year saw the 13th edition of the Cosmetagora formulation competition, which is open to all exhibitors at this year's virtual show. A jury of experts awards four pres-

SEA-LAND CHEMICAL COMPANY EXPANDS SALES AND MARKETING

Sea-Land Chemical Company has added Pete Pendergast (*pictured*) as senior vice president of marketing and sales. Pendergast brings 31 years of sales and leadership experience in the chemical industry to Sea-Land. He was most recently the senior sales director North American oil and gas, lubricants, water treatment and mining with Dow. Bringing the North American sales, marketing and customer services teams together under Pendergast enables Sea-Land to improve commercial excellence for its customers. "Pete is an outstanding addition to our Sea-Land team, as he brings a wealth of industry connections, market knowledge and sales leadership expertise to our organization," said Jennifer Altstadt, president, of Sea-Land. "As Sea-Land continues to focus on growth, Pete will be an integral part of the plan." Doug Honig has also been promoted to director of customer experience and will bring the customer service team under the same organization as marketing. He will bring a technology-driven focus to customer service enabling more value-added service for customers. Honig will report to Pendergast. "Aligning our sales, marketing and customer service teams strongly positions Sea-Land to provide the best experience for our customers," added Altstadt.



tigious prizes, divided into four levels of innovation: Gold, Silver, Bronze and the "Coup de Coeur" prize. Developed at the Personal Care laboratory in La Défense, Paris by laboratory manager Sophie Thirion, "Time Dilution" contains more than 98% of natural based ingredients and no water allowing the user to store the cubes in bulk and reduce the need for excessive packaging and the transportation of unnecessary water, which in turn helps to reduce the carbon footprint of the product. Each cube is enriched with a range of natural based esters to bring comfort and emollience to the skin. Starches have been used to give viscosity and texture and the addition of an oil based poppy extract helps improve the elasticity and radiance of the skin while protecting and moisturizing it.

BARENTZ ANNOUNCES EXPANSION OF ITS CANADA CASE TEAM

Barentz has welcomed Patrick Tuck to its expanding CASE & plastics technical sales team as an account manager covering the Ontario and Western Canada region. Tuck brings considerable CASE industry experience having worked for over a decade

in a senior sales role within chemical distribution. He provides the Canadian CASE team with welcome additional coverage and the technical capability to better serve its burgeoning customer base as well as its key principals. "Our exponential growth in the Canadian CASE market demanded that we add to our team. Patrick is someone who knows distribution and in particular the Ontario CASE market," said Greg McDonnell, Barentz' senior commercial director – CASE Canada. "I am very excited for our team to leverage his contacts and technical knowledge. We have set ourselves a very high bar in terms of supporting our customers and principals in such a challenging supply environment, and Patrick will truly help us clear it." The business has also welcomed Kelly Lozier to its CASE & Plastics technical sales team as an account manager to cover the New England region. Lozier brings years of experience obtained during her already impressive career in chemical distribution, during which she held positions in sales, executive account management, and industry management. She previously worked with a major U.S. petroleum refiner, helping build out the company's distribution program.

IN MEMORIAM – J. FREDERICK GLOSE

On March 15, 2021, J. Frederick "Fred" Glose, who was always an early riser, passed away very peacefully in the early morning hours, after a very brief illness. On January 27 he had just celebrated his 93rd birthday at work with his family and team at Maryland Chemical/Chemstation Chesapeake (pandemic style box lunch, of course). Fred's daughter Jeanette Glose Partlow shared the following: "We have been blessed by Fred's long life and example. He lived his life with gusto and enthusiasm and enjoyed taking care of our customers and business, family and community. We will miss him, every day, and on behalf of my family and all at Maryland Chemical/Chemstation Chesapeake, THANK YOU for the connection you shared with him on his life's journey." Fred's involvement in NACD began when Chuck Kellogg invited him bring Jean and attend an Annual Meeting in Key Biscayne back in the 1970's. That was the start of a chapter of new friendships and lifelong learning from respected industry peers who knew how to enjoy business and life, including Fred's first trips to Europe to attend NACD Northeast region meetings in Ireland and Scotland. Fred is survived by his beloved wife Jean Connors Glose; his children Jeanette Glose Partlow, Mary S. Lawler, Katie Glose, Maureen G. Partlow, Frederick P. Glose II and Joanne G. Wiklund; and their spouses Ralph V. Partlow III, Thomas Lawler, Heather A. Klink, Marcus W. Partlow, Jennifer G. Glose and Richard Wiklund as well as 11 grandchildren and 2 great-grandchildren. Donations in memory of Fred may be made to the Chemical Educational Foundation.



THANKS TO OUR PAC CONTRIBUTORS

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

Lynne Bukovic
Harcros Chemicals, Inc.
Robert Carroll
R.E. Carroll, Inc.
Stephen Halpin
Norman, Fox & Co.
Terry Hill
Barentz North America
Brad Hilleary
Webb Chemical Service Corp.
Lindsay Logue
Royale Pigments and Chemicals, Inc.
Robert Moser
Brenntag AG
Robert Namoff
Allied Universal Corporation
Edward Polen
EMCO Chemical Distributors, Inc.
Tamra Polen
EMCO Chemical Distributors, Inc.
Linda Poleselli
Vivion, Inc.

Michael Poleselli
Vivion, Inc.
Joseph Santa Maria
Hawk Chemical Company LLC
Jason Scott
TRiISO
Patricia Scott
TRiISO
Jonathan Spielman
Independent Chemical Corporation
Charles Stevens
Webb Chemical Service Corp.
Skip Tarr
Tarr, LLC
Thomas Turriff
TLC Ingredients, Inc.
Lupita Turriff
TLC Ingredients, Inc.
Keegan Wilson
Wilson Industrial Sales Co., Inc.

*As of April 14, 2021



THE VIEW FROM WASHINGTON

GRASSROOTS SUPPORT WILL WIN THE DAY

Make the most of NACD's huge pool of resources to help get your voices heard by the people that matter on Capitol Hill



Eric Byer Washington DC

As spring kicks into full bloom, our Washington Fly-In is usually right around the corner. However, for the second straight year, we will be unable to host an in-person event due to the COVID-19 pandemic.

This is disappointing on many fronts but most importantly because of the inability for our members to visit with their Members of Congress in-person, one-to-one.

Maintaining a close relationship with your Members of Congress is critical in today's world. I am hopeful, therefore, that our Congress Connect event from May 4-14 will enable us to maintain – and expand – our presence on Capitol Hill.

DEMONSTRATE OUR QUALITIES

As we have all seen through the cable outlets, print, and social media over the last 15 months, any story can be amplified tenfold – and stories can easily be painted with a sinister angle. This is exactly why developing relationships with the new Members of the U.S. House of Representatives and Senate who just took office in January, or checking in with those incumbents you may already have an established relationship with, is critical to ensuring we maintain the favorable support we have garnered from Capitol Hill over the years.

The media are sharks looking for blood in the water. As an industry, we must demonstrate why we are such a safe, well-trained, and critical component of the global economic apparatus.

LET YOUR VOICE BE HEARD

One of the best ways to develop or maintain these relationships with your congressional lawmakers is to let them know your take on legislative issues important to your company.

NACD has a fantastic grassroots site, Chemical ReActions (www.chem-reactions.com), that provides simple alerts that take five minutes to complete and send to your Members of Congress. All issues, including trade, infrastructure, and labor, are covered on this platform.

Although we are not yet able to have our traditional Washington Fly-In, more and more Members of Congress are getting back to conducting in-person site visits with their constituents.

NACD member companies have some of the best facilities and warehouses out there. I strongly encourage you to consider hosting a site visit this summer as COVID-19 subsides (my hope, based on current trends) and more Members of Congress look to visit their constituents.

To learn more about these tours, please visit www.nacd.com/legislative/site-visits.

NEEDING INSPIRATION?

Increasingly, members are also approaching NACD staff asking about background information they can share with their Members of Congress on topics that are outside those we cover during our Washington Fly-In/Congress Connect event in the spring.

The association recently published a dozen white papers on issues ranging from cannabis to drones, which can be used to educate staff and politicians on Capitol Hill. If you have not checked out these white papers, I encourage you to do so at www.nacd.com/legislative/policy-issues.

USEFUL TOOLS

Another fantastic resource we publish annually is our member toolkit, which includes a wealth of information. The 2021 Member Toolkit includes our 50th Anniversary logo, social media templates, and posts as well as a one-stop-shop for the latest regulatory, legislative, safety, and training information – all ready for when you reach out to Members of Congress. Access these resources by visiting www.nacd.com/member-benefits/2021-nacd-member-toolkit.

“This is exactly why developing relationships with the new Members of the U.S. House of Representatives and Senate who just took office in January, or checking in with those incumbents you may already have an established relationship with, is critical to ensuring we maintain the favorable support we have garnered from Capitol Hill over the years.”

With increasing scrutiny via social and mainstream media outlets, the bottom line is that our members MUST be proactive with their congressional representatives so that they understand the true impact of our industry, both economically and in terms of safety.

Your input is critical; so, I ask all NACD member companies to take advantage of these offerings to ensure our footprint remains solid moving forward. ■

Responsible Distribution reaches 30

NACD's health, safety, security and environmental program has gone from strength to strength since its inception in 1991



Elaine BurrIDGE London

Dedication, hard work, and a good team are a recipe for success. Those ingredients have driven NACD to now celebrate 30 years of NACD Responsible Distribution®, its flagship program used by members to continually improve their operations.

The chemical industry created the Responsible Care program after the Bhopal disaster in India in December 1984, when the Union Carbide pesticide plant leaked isocyanate gas, killing and injuring many thousands of people.

Impressed by Responsible Care, which the Chemistry Industry Association of Canada (formerly, the Canadian Chemical Producers' Association) set up in 1985, NACD approached the American Chemistry Council (ACC), which enacted Responsible Care in the U.S. in 1988 for permission to implement their program.

Because the ACC's program was aligned with chemical producers' needs, rather than meeting the particular requirements of the distribution sector, NACD and ACC were not able to come to an agreement. NACD then turned to Responsible Distribution Canada (RDC – formerly, the Canadian Association of Chemical Distributors), which had since



"The program is a success because it helps us to be a success"

Andy Lovenduski

Vice chairman, Responsible Distribution Committee

developed a Responsible Distribution program.

The rest, as they say, is history. Officially established in 1991, NACD's Responsible Distribution® program, built on the foundation RDC started, has grown in strength and credibility, evolving throughout the years to meet various challenges and providing the tools and support for members to better themselves and operate in a responsible, safe and secure manner.

Summing up Responsible Distribution's 30 years to date, Andy Lovenduski, vice chairman of NACD's Responsible Distribution Committee and director of warehousing & logistics at Azelis, says the program's emphasis has changed from having a plan for members to continually improve their operations, to ensuring that plan is imple-

mented successfully, and then seeing how that plan can be improved year over year.

Site visits and onsite verifications play an important part in the program

The program started with nine codes, which eventually expanded to 13. One of the key additions was Code XIII – Security. Again, this was spurred by another disaster – the 9/11 terrorist attacks. As Mike Lang, NACD vice president, education and member programs, explains, even though NACD had security elements already embedded in Responsible Distribution, the association wanted to enhance and further develop security features within its management system. Thus, security became a standalone code and part of the 5th Cycle that began in 2016.

RESPONSIBLE DISTRIBUTION MILESTONES

- 1991: NACD adopts Responsible Distribution
- 1994: Third-party document verification adopted
- 1995: First class of document-verified companies graduates
- 1998: Third-party onsite verification adopted
- 1999: NACD signs affinity agreement with AIG to provide broader insurance programs and recognition of Responsible Distribution efforts
- 2002: NACD becomes first chemical industry association to include security in the chemical industry's management system
- 2005: Onsite verification adopted as a requirement of NACD membership
- 2006: First Responsible Distribution Excellence Award presented
- 2010: NACD, Responsible Distribution Canada and Brazil's Associquim Sincoquim sign a Memorandum of Understanding to cooperate on respective Responsible Distribution programs
- 2014: 15% site sampling for onsite verification approved
- 2014: Stand-alone security code was created, Code XIII
- 2015: Online training introduced through NACD U, the association's online learning program
- 2017: Site sampling increased to 20%

RESPONSIBLE DISTRIBUTION



Other major milestones along the way include the introduction of onsite verifications along with independent, third-party verifiers (see box).

Present and past association staff and contractors all say that one of the critical factors behind the successful implementation of Responsible Distribution is the commitment of senior managers at member companies.

"Senior management commitment to the process has been a huge factor to the success of the program," says former Responsible Distributor mentor Doug Kutz. "Without their support and guidance, members would have a very difficult time achieving a successful verification."

Jim Benning, former mentor and Code Coordinator at Hubbard-Hall and chairman of the Responsible Distribution Committee in 2012-2013, echoes Kutz's sentiments. Being a Code Coordinator is a tough job and impossible to do alone, Benning says, adding, "A Code Coordinator needs senior executives to show their support in various ways and not just write the checks."

In the 5th Cycle, which started in 2013, NACD made some changes to strengthen Code I - Senior Management Commitment and Risk Management. Benning explains that senior staff had to start signing off on annual Responsible Distribution internal audits, for example, and be present at verification opening and closing meetings. He said that by the time of his retirement from Hubbard-Hall in June 2019, he had seen a real improvement in the commitment by senior managers. Nevertheless, he believes that Code I remains a top area of improvement for companies going forward.

A major step in the program for Kutz during his time as a mentor were the changes to the verification



Workshops provide invaluable updates and insight



NACD and its members are proud Responsible Distribution

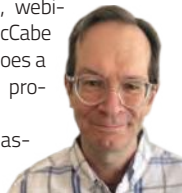
process. When the program started, there were two verifications that were performed every three years - one done/created by the chemical companies/suppliers and one by NACD members - and NACD decided to combine the two into a single verification.

Kelly McCabe, chair of the Responsible Distribution Committee since January 2021 and vice president of operations at Ideal Chemical & Supply, highlights communication as one of the major factors behind Responsible Distribution's achievements. Good communication, along with training and meticulous documentation of processes and procedures have been vital, she says.

Speaking about her personal experience with Responsible Distribution - McCabe picked up responsibility for the program when she joined Ideal Chemical in 1992 - she says it was initially difficult to get people in the company involved. Undeterred, she wrote a manual on the codes for everyone in the company to understand what was required.

Nowadays, NACD provides a Code Coordinator's Manual, along with multiple other resources, including e-learning courses, webinars, and workshops. McCabe adds that the association "does a good job of promoting the program to senior managers".

Peer support among the association members is an



"A never-ending striving to make operations and processes even better"

Jim Benning
Lead consultant, Benning Small Business
Advisors

other key strength and an invaluable area of support for members. As Lovenduski says, NACD and Responsible Distribution are not just internally focused programs, they also enable each member to associate and network with many other member companies in the same area, for example at regional meetings, workshops, and at NACD's annual ChemEdge conference.

He believes there are three main factors behind Responsible Distribution's successes to date. One is having a clear set of operating instructions, namely the Code Coordinator's Manual. A second is NACD's assistance and mentoring that Lovenduski says has "provided a solid foundation for support and guidance".

The third is related to results. "If a program is to be successful, especially over 30 years, it needs to provide a specific and tangible benefit," he says. "I believe Responsible Distribution has given us the tools to make our business better. The program is a success because it helps us to be a success."

That successful reputation has also been acknowledged throughout the supply chain, says Lang. For example, NACD's chemical handler Affiliates, as well as external stakeholders such as regulatory agencies, legislators, and the insurance industry are all strong advocates of the program.

NACD has been instrumental too in forming the International Chemical Trade Association (ICTA). Established in February 2016, ICTA partnered with Europe's Fecc, Germany's Verband Chemiehandel and the UK's Chemical Business Association, along with several major chemical distributors.

As ICTA has grown, Lang says, NACD has been an important member. Certainly, the association's participation in the group has made it easier to harmonize environmental, health, safety, and security programs like Responsible Distribution across international boundaries. Because Responsible Distribution is centered on the ethos of continuous improvement, there is, says Benning, "a never-ending striving to make operations and processes even better." Lang adds that there will never be a point where "we can wash our hands and say we are done."

"We have to respond to what is coming," adds McCabe. "Anything could happen tomorrow that we have not thought of today that needs to be reflected in our program."

Today's business challenges include a strong push by governments and consumers toward sustainability, as well as the chemicals industry's shift to adopting digitization and artificial intelligence in their processes and operations.

"We are increasing our outreach among other associations and organizations and will be working hard to include sustainability themes," says Caroline Brooks, NACD senior manager, Responsible Distribution. For Brooks, the program's legacy can be summed up as 'doing the right thing in the supply chain'. ■

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Memorable moments

There have been many unforgettable times during NACD's 50 years. Here are some of your highlights

Elaine BurrIDGE London

This year, NACD marks half a century of representing chemical distributors and their supply-chain partners, with hosting events, Fly-Ins, training, and workshops.

Our members have shared some great times together and many happy memories. Peter Hess of JR Hess Company and NACD chairman from 2007-2008, says the Annual Meetings have been a particular highlight. One such event, he reminisces, still sticks in his memory. It was the first and only Annual Meeting on the island of Kauai in Hawaii in November 1979.

"Needless to say, there was much fanfare going into the meeting," he says. "Many, if not most, of the attendees had never been to Hawaii – ourselves included – and it was probably from a profit and loss viewpoint the most disastrous Annual Meeting ever!"



All aboard the USS Midway: The Annual Meetings are always memorable

"NACD was managed by an outside group headed by an individual who was quite creative and not shy to spend money on big events," he remembers. "Unfortunately, the weather did not cooperate, and torrential rains dominated the week."

One specific moment has stayed with him ever since – when orchids were dropped from a plane overhead during the reception, just as a storm hit.

"We only saw a few soggy ones hit the ground. What was so memorable was that the cost of that drop was \$20,000. The overall meeting lost an amount such that the two ensuing Annual Meetings were held in a very low-budget manner to make up for the loss, but yet, it was a great meeting overall."

Roger Harris, CEO of Producers Chemical Company who held the role of NACD chairman from 2013-2014, points to the closing event of the Annual Meeting in San Diego that took place on-board the USS Midway as his favorite moment. "It was like no other in my memory," he says.

A prom night and cowboys made for an intriguing mix for Bruce Schechinger, NACD chairman 2009-2010 and president of Precision Aerial Drones. "The most memorable meeting I was involved in was when I changed the 'Jr Prom' Thursday night dinner from formal to casual in Puerto Rico at the El Conquistador in 2008," he says.

"The following year we continued the casual Thursday night event at the Kierland Westin where we held a cowboy night theme which was a big hit and ensured casual attire was here to stay. In fact, we saw participation in that event increase for the next few years."

For Thomas Corcoran, senior vice president,

global key accounts at Brenntag and NACD's chairman from 2019-2020, the Annual Meeting had a lasting effect on him too – but for a very different reason. The presentation of colors as the event opened was particularly poignant, he says. "I really enjoyed when Mark Kramer was the chairman and we would formally present the colors during the National Anthem – it was just so impactful."

There have been plenty more happy memories besides, which have had a lasting and meaningful effect on our membership.

Andrew Skipp, chairman of Vistage Worldwide and NACD chairman 2011-2012, oversaw the introduction of NACD's Emerging Leaders program. "One of the memorable moments for me was the graduation of the first Emerging Leaders Class on November 19, 2014. I snapped a photo of Patrick Hess – one of the graduates – with his parents, Peter and Elaine Hess."

Other events have also made the shortlist, including the Annual Operations and Purchasing Conference (OPSEM, now known as ChemEdge) some 15 years ago, when Steve Quant, chairman of Vistage Worldwide and NACD chairman 2005-2006, was among those in attendance and took away some valuable insight.

"One of my most memorable moments was when Jim Clawson stood on the stage at OPSEM in 2006 and proceeded to tell us about the fire at his plant outside of Houston, Texas. He gave us a primer on how to recover from a disaster," he says. "That presentation inspired me and caused me to create a recovery plan that saved our company many years later." ■

HONORABLE MENTIONS

First Distributor of the Year

- John Kirkpatrick, Florida Solvents, 1977

First Vanguard Award (CEF)

- John Johnstone, Olin Corporation, 1995

First Lifetime Achievement Award

- The late John R. "Jack" Hess, JR Hess and Company, 2004

First Responsible Distribution Excellence Award

- Americhem Sales Corporation, 2006

First Supplier of the Year Award

- Stephen Cornwall, formerly of ICL Performance Products, 2012

Most attended meetings

- Annual Meeting: Puerto Rico in 1996 with 767 attendees
- ChemEdge: New Orleans in 2018 with 438 attendees

Education focus

- In November 1989, NACD Educational Foundation, a 501 (c)(3) organization was incorporated. It is now known as the Chemical Educational Foundation (CEF)



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The hard sell?

COVID-19 forced sales departments to shift from the car to the phone. Now, some states are slowly getting back to normal – but what will this mean for distributors and their customers?

Jane Gibson London

Sales has long been considered a face-to-face game. Making connections through meeting clients at lunches, dropping off samples, and picking up leads at industry events were the norm.

COVID-19 changed all that. Road trips have been exchanged for Zoom calls and hours spent on the phone. But there have been, and still are, regional differences in how sales teams have adapted to this “new normal”. Some companies have managed to get employees out on the road again while others remain cautious, doing little more than delivering a sample or having a client meeting in a parking lot.

The effort put into building relationships before COVID-19 has gone a long way to ensure companies have been able to retain old customers, no matter how they are communicating with them.

Bob Fleming, PVS Chemicals sales manager, says, “Trust is key; the sales reps have such long standing relationships with the customers. The premise of what we are trying to do has not changed – the hustle – that is what is required to be successful. That and the ability to problem solve.”

Of course, there were initial concerns about how the economy and the chemical sector would fare. Garrett Velarde, sales manager at The Plaza Group, says, “Attracting new prospects has been hard, requiring persistence. There is no doubt it has been difficult to pick up new clients with a lot of companies putting in-person meeting restrictions in place.”

Some companies have seen employees try out LinkedIn to develop new leads; and product launches have continued during COVID-19, offering a path to approach new customers.

Laura Morrisson, director of sales and marketing, Norman, Fox & Company, adds, “Some suppliers chose to do



“Most clients have given us the thumbs up to travel and visit with them, but others have said they would prefer to stick with Teams or Zoom”

Garrett Velarde
Sales manager, The Plaza Group



The sales environment is skewed by the extremely tight supply situation

a technical blitz of their customers and launch a product on Teams and with Zoom calls. We were trying to get more customers by following up on leads from producer presentations. If a supplier created a lead for us through a Zoom call, then we would follow it up immediately not to lose momentum. And we also did a campaign of cold calling before product got tight in 2021.”

In the B2C world, online use has experienced huge growth during the pandemic. Digital sales channels have seen an increase in traffic in the B2B sector, but e-commerce is still largely practiced by the larger distributors in the chemical industry.

Some NACD members have chosen to develop their websites to help attract new customers.

Mike Norwood, SMC Global distribution business manager says, “We revamped our website last year and this has resulted in a lot of enquiries. Some companies have updated their website so that it is more visible in a Google search or on social media, but customers don’t order directly on our website. It is more like a leads generator for us.”

As the U.S. leaves lockdown restrictions behind, there are bound to be some new habits that remain and other aspects of the sales industry that return to pre-pandemic behaviors.

Velarde says, “Most clients have given us the thumbs up to travel and visit with them, but others have said they would prefer to stick with

Teams or Zoom. We are now at around 75% of our clients approving in-person meetings.”

Internal meetings have also been switched to a virtual format in many cases. Moving forward, a mix of home working and being on the road or in the office is expected after the pandemic. Some companies may choose to cut down on the hours spent travelling, but individuals will also choose how they want to work.

Morrisson adds, “Sales reps have different habits – working virtually is really more set up for those that rely on their organizational skills. But some people prefer to be first to the chase and drop a sample off to a client within hours of talking with them. Ultimately though, how we work will be dictated by the customer.”

Fleming agrees, “The switch to home working for sales teams has resulted in a change in customer behavior, who now often expect a more immediate response than previously. The expectation will come down but we may find ourselves having to use sales support individuals more. They might play a more vital role in getting the quote ready.”

Another change could be a potential cut in expense budgets, although many believe entertaining is a key part of the job and will slowly return.

“Entertainment, lunches, and dinners will come back,” says Norwood, “but maybe not to the extent they existed before. But I’ll guarantee you that when shows open again, they’ll be sold out.” ■

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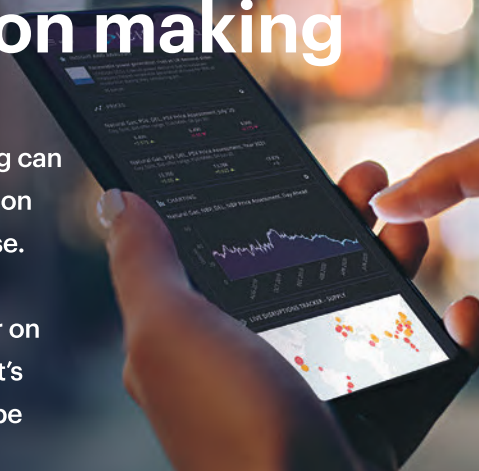
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Stay ahead of market changes





Navigating the talent landscape

The past 12 months have presented challenges that are driving change in talent markets, says Ted Kinney, vice president of R&D at PSI

When it comes to the workforce, human capital leaders need to re-imagine the talent life cycle and evolve their talent ecosystems to adapt and thrive. To do this, we must consider and understand the new talent trends, and quickly adapt job designs and talent processes to be more responsive to the changes facing your industry.

Unemployment rates skyrocketed in 2020, and as jobs open up again and employers rush to fill positions, selection systems need to be quickly reconfigured to efficiently handle higher applicant volumes. While employers can be selective, you need to be agile to hire top talent before your competitors.

Many organizations across the globe are also taking this opportunity to examine their organizational structure. This often means developing systems to identify high-potential employees (Hi-Pots) to move into managerial and leadership roles, as well as implementing programs for leadership development, executive coaching, and succession planning.

The pandemic's impact accelerated existing or rising trends, creating a need for organizations to adapt. These five critical areas should be top-of-mind as job designs, talent processes, assessment tools, and supporting technology infrastructure are re-imagined:

1. The rise of the remote workforce.

2. The need for agile leadership in times of crisis.

3. Emphasis on diversity and inclusion in the workplace.

4. Prioritizing workplace safety.

5. Programs to support mental health and employee well-being.

These have all been prominent "Future of Work" trends for years and will continue to be prevalent beyond the pandemic. What is new is the rate and degree of change. Organizations need to either quickly adapt or perish.

To adapt effectively, we have to expedite our talent systems and evolve in how we approach the talent life cycle holistically. Start by reflecting on the basic stages of a current talent life cycle:

1. Attract – Job roles and requirements have changed. How will you attract candidates who are a good fit for the new challenges that face your organization? How do you ensure your culture and values are clear from the start?

2. Select – The competencies



"Organizations need to either quickly adapt or perish"

Ted Kinney

Vice president of R&D, PSI

analyzed to predict success are changing. Does your hiring process measure the right things? Are you using technology that allows for efficient and scalable selection process design?

3. Engage – Depending on their individual experience, your employees may be feeling less engaged. Do you have the right interventions in place to support them? Are your managers equipped with the right tools and training?

4. Develop – How will you help employees develop the skills they need in their new job designs? Are you ready to help them adapt to a safety culture? Do your leaders have the right skills for leading through crisis?

It is critical to understand where to focus attention. To help, here are four key goals every organization should have when re-imagining their talent ecosystem.

1. Attract the best

Most employers will find themselves processing many more candidates than before due to the pandemic. Leveraging technology to help the right candidates apply, while discouraging those with a lower likelihood of fit, is important. Let candidates decide if they share your values.

■ Communicate employer brand and introduce your culture with the first candidate touch point.

■ Highlight newer post-pandemic emphases around safety, remote work, and diversity and inclusion.

■ Manage volume by encouraging those with poor fit to self-select out.

■ Create an engaging candidate experience to build an employer brand that stands out.

2. Measure "the right stuff"

Do not just rehire. Create new job designs to help you rebuild and upskill. That starts with considering what competencies matter most to your organization in a post-pandemic context, then implementing assessment content designed to measure those competencies.

3. Design an agile hiring process

You will need to make critical hiring decisions with less candidate face-to-face time, so you need to ensure your hiring systems are remote capable, but still robust. Technology-enabled tools will help you structure a selection process for our increasingly virtual world of work, with the flexibility to adjust quickly as needs continue to change.

4. Develop new skills

Job design changes have been thrust upon organizations. These changes have put people in roles that they may not have chosen, or may not fit into, under normal circumstances. Effective organizations take the time to develop these employees and assist in upskilling them so they can thrive. Taking a blended learning approach that combines personalized developmental feedback, e-learning, coaching, and learning reinforcement has proven to be one of the most effective methods to close skills gaps and drive sustainable behavior change. ■

ChemEdge goes live

Our first face-to-face meeting in over a year is fast approaching

Andy Brice London

ChemEdge is back – and you are officially invited to join us in San Antonio, Texas, August 10-13 for one of the year's biggest and best events.

Set across 600 acres, the expansive JW Marriott San Antonio Hill Country Resort & Spa boasts fantastic accommodations, restaurants, a day spa, and even its own water park.

That means that, when not listening to the many fantastic speakers who have been lined up, you will find plenty of options for your time. Use the facilities or visit nearby attractions – including local wineries, walking trails, and downtown's famous River Walk.

"The JW Marriott is a self-contained resort, which is a slightly different setting than usual," says Tracey Pierce, NACD senior director, meetings. "We were there in 2017 for our Annual Meeting and thought it was a great property set in hill country that was centrally located and ideal for ChemEdge. And rest assured, we've taken every precaution to make attendees feel as safe and comfortable here as possible during the pandemic."

The hotel has robust procedures in place to protect guests from COVID-19, with all the latest protocols and requirements being closely followed to ensure NACD members can relax and enjoy the event and the packed four-day agenda.

Masks will be required in all public areas, hand sanitizer stations are available throughout the hotel, and plexiglass dividers have been installed at hotel check-in desks to ensure everyone stays safe.

To further reassure attendees, color-coded wristbands will be provided to indicate how comfortable they are being close to others or whether they would like a little more space given the current circumstances.

Thanks to the huge conference rooms and space available, everyone will be able to enjoy a socially distanced meeting while still benefiting from all the usual networking opportunities, business sessions, and events.

LOOKING AHEAD

The ChemEdge theme, Driving Operations Forward, is particularly poignant given the events of the past year and will also celebrate the fact that NACD is celebrating two major anniversaries in the coming months – the 50th anniversary of the association and 30 years of its Responsible Distribution program.



ChemEdge has become a mainstay in every chemical distributor's calendar

"NACD's goal is always to keep looking to the future," adds Pierce, "and what better time to do that than after the year we've just had. Our members are essential employees who make sure important products get to where they're supposed to be and that the supply chain doesn't break down. As an organization, we want to do all we can to ensure our members keep things moving – and that's what we've been doing for the past 50 years."

"We always look to offer top notch education to those who attend our meetings," says Pierce. "ChemEdge brings together hundreds of people with different roles and experience and provides the information they need to do their jobs in a meaningful way. Whether you're involved in customer service, trucking, or on the regulatory side, you will find we bring together experts in your field to offer real value."

"It was really important for the committee this year to make sure that every one of our sessions offered something that was completely relevant to us as an organization and our membership. Our feeling was that if people are coming out to our first conference and tradeshow of the year, every session had to count."

SAFETY FIRST

This year's ChemEdge will open with a keynote presentation from Chris Loomis – his "When Safety is an Attitude, Nobody Gets Hurt!" session is particularly relevant given the current situation.

Lisa Schuley and Brian Burns from WTS, Inc. will then be on hand to talk through the U.S. Envi-

ronmental Protection Agency's Resource Conservation and Recovery Act, the common challenges, and the requirements at 3PL locations.

Other highlights include a session looking at how to deal with food grade chemicals from a transportation, warehousing, and logistics perspective. A session on product fraud and its impact on the chemical distribution industry will be presented by the FBI's Anthony Bliss and Megan Gluth-Bohan of TRInternational and should prove of great interest to event attendees.

Peter Downing of Environment & Safety Solutions, Inc. will also be joining us to discuss Spill Prevention, Control, and Countermeasure programs and highlight how to meet requirements and any upcoming changes.

As the event draws to a close, Brenntag's SRQ manager Tiffany Collis will examine sustainable practices for chemical distributors, while Blue Pallet's CEO and co-founder Scott Barrows will take us on a deep dive into the importance and potential of digitalization and e-commerce.

Besides our usual Compliance 101 session and regulatory update covering topics ranging from trade to the reintroduction of the DRIVE-Safe Act, we are also pleased to welcome back the popular exhibition hall that will feature up to 70 booths and showcase some of our members' latest products and services. ■

To find out more, visit <https://www.nacd.com/education-meetings/meetings/2021-chemedge/>

Yana Palagacheva Sofia, Bulgaria

With more than 400 members across the chemical distribution chain, NACD provides access to essential reference materials, training opportunities, and industry events. And while such resources offer great value for market participants on any day, they do even more so now that "business as usual" has been effectively substituted by "the new normal".

NACD's website was the go-to-place for members at the start of the COVID-19 pandemic just over a year ago and it remains a key source of information today.

"In order to help our members navigate through this 'new normal', NACD created a Coronavirus Resource Center page on our website with important links to current numbers and stats on the virus," says Jenni Jenkins, NACD membership manager.

"This includes critical infrastructure resources, a 'Return to Work' guide, and much more. We continue to update this page as new information emerges," she adds.

The much-needed portal has been crucial not only in informing, but also in facilitating the decision-making process during the unusual times brought by the pandemic.

"From HR issues to social distancing and office cleaning protocols, many of us formulated our response to this crisis via discussions with other company executive members," says Jeff Szklarek, NACD Membership Committee vice chair and president of Producers Chemical Company.

Szklarek also points to NACD's guidance through the regulatory issues relating to the formulation and production of hand sanitizer, which helped the sector meet the incredibly high demand for the product.

STAYING CONNECTED

Social distancing has changed the face of industry events; and NACD has responded by moving to more virtual offerings, allowing its membership to stay connected despite the health crisis.

An example of this is the recently launched Congress Connect virtual advocacy event, which was organized by NACD's legislative team and took place from May 4-14. The initiative allowed for virtual meetings with Members of Congress and key legislators over the span of two weeks.

The professional network that NACD helps cultivate is seen as one of the most significant advantages to membership.

"Attending and networking at the regulatory and regional meetings, and Annual Meeting bring an element of professionalism that is hard to get in an industry as diverse and fragmented as chemical distribution," says Mike Efting, president of Via-chem and NACD Membership Committee chair.

Alongside industry events, NACD facilitates



A huge pool of resources has been made available online

Tools of the trade

NACD has responded to COVID-19 by introducing new tools to help members continue running their businesses smoothly

contact making through its online Membership Directory where members can find customers and vendors with whom to work.

"If a distributor member of ours is looking to store their chemicals in a specific area, they can search geographically and by membership type for a warehouse that fits their needs," notes Jenkins.

Similarly, producers and manufacturers can get in touch with distributors that meet the same criteria. As a condition of joining the association, distributors and handlers must go through the NACD Responsible Distribution® program to demonstrate their commitment to environmental, health and safety, and employee wellbeing.

Passing the verification process and maintaining those high standards serves as a valuable asset to a company's practices and positioning in the marketplace.

"As an owner who doesn't have an operations background, I have reassurance from the Responsible Distribution verification and certification that our processes and procedures are more than sufficient to operate safely," says Szklarek.

Efting echoes this opinion and highlights the benefit of the certification for small to medium-sized chemical distributors.

"It provides for the processes and formal audits

that put your business on par with larger organizations with more resources," he says.

"Having audited and demonstrable safety and due diligent processes attracts new suppliers, better employees, and larger, more reliable customers."

DIVERSE RESOURCES

The majority of NACD members come from specialty chemicals and industrial industries; but there are also representatives from other sectors such as food, drugs, cosmetic chemicals, water treatment, and surfactants.

The resources offered by NACD are similarly diverse. The NACD Member Toolkit is the best point of reference for existing or potential members, as it outlines, in detail, all the resources available, including regulatory reference materials, business services, and training courses with NACD U.

All members have access to the same benefits and resources, whether they are distributors or Affiliates, such as service providers, producers, and chemical handlers.

"Whether a member has a regulatory issue they need help navigating, is seeking online training for their operations crew, or looking to make a business connection at one of our meetings, NACD is their go-to source," concludes Jenkins. ■

Going behind the scenes

In this series of articles, NACD members share insight into their typical working day. In this issue, back-office teams discuss the key responsibilities and challenges they face

Yana Palagacheva Sofia, Bulgaria

Operations teams may not be the face of a chemical distribution business, but they are certainly at the heart of it.

They ensure the trucks and railcars are properly loaded and well maintained, that deliveries are packed securely, and that quality standards are met.

Back-office staff are often directly affected by the biggest problems facing the industry: limited product availability, workforce shortages, and the recent COVID-19-related restric-

tions. They are also those tasked with finding interim solutions to those challenges and ensuring product flow is not interrupted and schedules stay on track.

Technology is playing a larger role in daily duties, and the dynamics of chemical distribution back-office roles have been changing. Tighter regulations have also meant stricter compliance policies for team members to follow.

Operations teams, being the ones to ensure chemicals are stored, handled, and transported safely, are also at the center of Responsible Distribution. ■

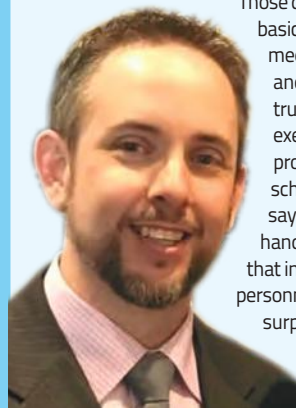


JON UNDERWOOD, DIRECTOR OF OPERATIONS, WHITAKER OIL COMPANY

Jon Underwood has been the director of operations at Whitaker Oil Company for the past two years, but his time in the sector spans more than two decades. While Underwood's responsibilities are clearly defined, they often vary day to day.

"Some days are routine.

Those days include the basic start-up meetings, loading and unloading of trucks and railcars, executing the production schedule etc.," he says. "On the other hand, there are days that involve personnel challenges, surprise audits, and equipment breakdowns.



The reality is each day presents us with opportunities."

His key daily duties revolve around the general oversight and improvement of his team, including staffing, productivity, and efficiency of operations, as well as overseeing the maintenance of the fleet of tractors and trailers.

While stressful situations are part of the job, Underwood sees them as useful experiences that help to improve the overall processes.

"We try to take every opportunity as a challenge to be met and a lesson to be learned. Usually, we can flush out the root cause and learn enough from these experiences to implement effective corrective actions that allow us to avoid repeating them in the future," he says.

Key hurdles that operation teams currently face include supply shortages of some petrochemicals, high transportation costs, and limited driver availability.

Some of those have been ongoing obstacles for the sector that were recently exacerbated by the COVID-19 pandemic. A lack of drivers has been particularly problematic in the past few years with the industry struggling to attract younger entrants.

Scarcity of some products, especially those going into cleaning agents and sanitizers, has been another major hurdle.

Despite all the challenges brought about by the pandemic, Whitaker Oil Company's broad portfolio has helped minimize the uncertainty felt in other businesses.

"As a distributor, we are well diversified. We have been able to maintain a steady flow of work even when some industries are slow for one reason or another," says Underwood.

In terms of changes and improvements made in the sector over the years, Underwood feels technological advancements have been important in allowing operations teams to maximize efficiencies and productivity while reducing cost.

"The impact of technology has changed a lot about the way we handle our business and our teams. New technology and tools have made us more efficient by allowing us to extract analytical data," he says.

Unsurprisingly, the COVID-19 pandemic has altered the work dynamics in the team with new rules having been implemented.

"No visitors are allowed unless management approves, temperatures are required for everyone upon arrival, and masks are required in all office spaces," says Underwood.

"There's a heightened awareness of distancing and a collective effort to sanitize personal



Rev/Shutterstock

workspaces, as well as common areas, daily."

A significant positive change in the industry has been the shift towards Responsible Distribution, which Underwood feels is directly linked to many of his daily responsibilities.

"All the individual choices that occur in a day's time help create an environment that is safe for our team members, our community, and the environment," says Underwood. "We choose to do the right thing in every situation – from our equipment's maintenance, through our employee training, to the way we handle regulated materials."

Underwood believes that by doing this, his team helps set a standard and moves the industry towards a more positive narrative when it comes to sustainability issues.

"This role allows me the opportunity to impact our community and my team members in a positive way."

He also notes the critical role NACD plays in his working day.

"NACD is a wealth of knowledge and is a great resource," he insists. "Everything, from NACD, to the constant email updates or webinars and conventions – simply put, NACD makes my job easier!"

TODD BANICK, OPERATIONS MANAGER, BARTON SOLVENTS

Todd Banick has been the operations manager at Barton Solvents since 2006, but joined the company more than 30 years ago. He got to know the various parts of the sector, having worked in the warehouse, sales, and logistics parts of the business, as well as driving a truck for a year.

Banick's day-to-day responsibilities are numerous, from managing drum reconditioning to making sure employees have been well trained. This includes overseeing processes such as inventory purchasing, the unloading and reloading of trucks, maintaining equipment, and packaging deliveries, as well as ensuring the company is compliant with all the necessary quality standards.

"Over the years, operations managers have taken on more responsibilities. There is a lot on our plate, for sure," admits Banick.

Stricter industry regulations are one factor that has been altering Banick's duties. In recent years, he has worked on the implementation of a process safety management system and on ensuring the site is compliant with the Department of Homeland Security.

"Compliance and training are probably the two biggest items that have changed over the years. We are continually adding topics to review due to changing regulations."

Digitalization has been another game-changer shifting the tasks performed by Banick and his teammates. "Our day-to-day software pretty much runs the show. That was not the case even 10 years ago," he says.

Order entry, delivery paperwork, invoicing, and inventory management are just a few examples of tasks now done through the software, instead of manually. But the key role of technology has by no means taken away the importance of the human factor in the operations team – quite the opposite.

"Extra responsibilities have made my role less hands-on with the plant, so we have had to add more people and more responsibilities to existing staff to keep our operations in line with our computer system, as well as compliance and safety."

It is precisely those people with whom he works with that Banick sees as one of the main positives of the role and he stresses the importance of the support he receives from his staff, management and corporate office.

While a back-office job does not involve a lot of direct contact with customers, communicating with parties on the supply side is a key part of the operations manager's role.

"I used to be in sales and since moving to operations, I don't get near as much customer

interaction," he says.

The vast reach of the petrochemical industry and seeing how these products are used in everyday life – from food, drugs, and pharma, to automotive – is part of the thrill of working in the sector, says Banick. "It is very interesting to see what our customers do with our products."

Among the positives, there are also challenges that Banick and his team face as part of the job.

"There are definitely hurdles and obstacles that come up each day. Most recently, the biggest hurdle would be product availability," he says. "The supply side of raw materials and even packaging is a day-to-day struggle."

The U.S. chemical market has been experiencing tightness because of a cold snap hitting Texas in February. This resulted in power outages and severe disruptions to the manufacturing process.

In recent years, the industry has also struggled to find and keep skilled employees. This labor shortage has been further exacerbated by the COVID-19 pandemic.

The health crisis has also changed the daily routine of the team. "We were concerned that an outbreak could potentially shut us down, so we did take precautions. We had to stagger breaks and lunches to help with social distancing in the break room," says Banick. "We did more cleaning and sanitizing. We shut down our office and plant to visitors and vendors. Our corporate set up a testing and a return-to-work policy for employees who weren't feeling well."

While changes were sudden, they have now adapted to them and see them as necessary to keeping operations running.

Despite challenges being part of Banick's working day, he and his team have been successfully finding the resources to continue operating smoothly and develop professionally. Some of the tools that help Banick come from his NACD membership.

"Over the years in my current role, NACD has provided much helpful information on product stewardship, regulations, distribution guidelines, and training. We implement those guidelines in our employee training as well," he says.



New members and Affiliates

NACD welcomes the following companies as members and Affiliates

Distributor Candidate Members:

CALIFORNIA CHEMICAL

555 Anton Blvd.
Suite 150
Costa Mesa, CA 92626
Primary Contact: Sirdar Dost Durrani, president
Work Phone: (424) 292-3424
Email: dost.durrani@californiachem.com

TUCKER CHEMICAL, LLC

901 South Redwood Rd.
Woods Cross, UT 84087
Primary Contact: Ethan Tucker, CEO
Work Phone: (385) 777-1438
Email: ethan@tuckerchemical.com

PAD2PAD LOGISTICS & CONSULTING, LLC

6021 Woodlands Bluff Rd.
Morgantown, WV 26508
Primary Contact: Ashleigh Kessler, owner-president
Work Phone: (304) 993-8973
Email: pad2padlogistics@gmail.com

Producer Affiliate:

DIDION BIOSCIENCE

121 S. Bristol St.
Sun Prairie, WI 53590
Primary Contact: Terry Grafton, director of sales & marketing
Work Phone: (920) 348-6896
Email: tgrafton@didionmilling.com

Service Provider Affiliates:

ACTVANTAGE

6166 Imperial Loop
Suite 11
College Station, TX 77845
Primary Contact: Senthil Gunasekaran, co-founder
Work Phone: (214) 636-2567
Email: senthil@actvantage.com

NORTHSHORE COMPLIANCE SERVICES

13328 Sweet Olive Ln.
Hammond, LA 70403
Primary Contact: Charles Cuti, president
Work Phone: (985) 517-4015
Email: crcuti@gmail.com

PRICINGAUDIT.COM

212 Linden Ave.
Haddonfield, NJ 08033
Primary Contact: Tom McTaggart, owner
Work Phone: (856) 979-9408
Email: tmctaggart@pricingaudit.com

Smarter segregation

We all know that proper product segregation goes far beyond the aspect of asking if an item is recyclable and then tossing it in the blue bin

Michael Lang NACD

The distinct properties of chemicals and how they are stored not only could cause contamination of product and a delay in processing orders, but most importantly the possibility of serious consequences to people, property, and the environment.

Many of you can explain Safety Data Sheets (SDS), the UN Globally Harmonized System (GHS) categories, and hazard symbols in your sleep, but I wanted to address a few elements that are critical not only for your entire operations but also your Responsible Distribution program. Consider some of the non-conformances cited during Responsible Distribution verifications. These shortfalls of common segregation schemes can be categorized by:

■ Failure to address hazards

- Contribution of packaging material to fire hazard
- Incompatibilities within hazard classes (i.e., mixing of an acid with a base)
- Hazard classes not covered

■ Failure to address storage conditions

- Storage quantities
- Storage methods
- Storage temperature
- Shelf life
- Fire protection
- Spill prevention

So, the starting point is naturally to go for a walk... in your company's or contracted warehouse and look at the common storage methods for product placement. You will want to determine if these are appropriate for your products:

■ Shelving (including load weight)

■ Pile

- Palletized
- Solid Pile, stacked boxes or drums on the floor

■ Rack Storage, more cubic storage and less floor space. A good practice though is to not store liquids in containers over the third rack to minimize hazards like product failure, leakage, etc.

- Single deep ("normal" shelf)
- Drive in/drive through
- Push back
- Extra high
- Cantilever, designed to store long, awkward, or bulky materials

During your tour, make a note of the storage conditions of the products in terms of:

■ Ambient temperature is not generally controlled



For more details contact NACD's Responsible Distribution Advisers and the NACD U courses

■ Temperature controlled (warm/cold)

■ Protected, such as fire smoke detection systems, and water, foam, and dry chemical suppression systems

- Automatic
- Semi-automatic (delayed action), for example, a warning prior to the activation of the fire system
- Manual

■ Unprotected, no fire protection fixed system, nothing "ready to go"

- Addressed by outside responders and resources. Important to determine how familiar are they with your operations, products, and layout of materials.

Now, consider the potential storage and material handling hazards:

■ Heavy equipment accidents – forklifts, cranes, etc.

■ Slips and trips – spills, uneven surfaces, small packages, poorly lighted areas

■ Falls – poor or no guard rails, improperly accessing heights via stairs, ladders, etc.

■ Fires – poor or improper wiring, leaking flammables, inadvertent mixing of incompatible chemicals, poor control of hot work

■ Fires – unrated powered industrial trucks for flammable liquids

■ Crushed/falling objects – improper or poor stacking, failure to block items which can roll

■ Exposure to harmful substances – asbestos, lead paint, leaking chemicals

■ Ergonomics – improper material handling techniques, poor footwear, incorrect or poorly fitting gloves

■ Moving parts – exposed conveyor belts, drive mechanisms

■ Lack of safety awareness – many safety issues appear to be common sense however people fail to think about the potential hazard until after an accident happens.

Keeping in mind that the Clean Air Act provides regulations, guidance, and obligations for chemical accident prevention, what is the worst-case scenario, the consequences of release, and the program in place to avoid those releases? Companies that use or store certain listed regulated flammable and toxic substances are required to develop a Risk Management Program (RMP) for all covered processes at the facility, which includes a(n):

■ Hazard assessment that details the potential effects of an accidental release, an accident history of the last five years, and an evaluation of worst-case and alternative accidental releases scenarios;

■ Prevention program that includes safety precautions and maintenance, monitoring, and employee training measures; and

■ Emergency response program that spells out emergency health care, employee training measures and procedures for informing the public and response agencies (e.g., the fire department) should an accident occur.

A covered "process" means any activity involving a listed regulated substance, including any use, storage, manufacturing, handling, or onsite movement of such substances, or combination of these activities.

The regulations do not apply to transportation, including storage incident to transportation. However, transportation containers used for storage not specific to transportation and transportation containers connected to equipment at a stationary source are considered part of the stationary source and are potentially covered by the regulations.

Of course, since Process Safety Management (PSM) shares some features similar to RMP, employees should keep that in mind with their review of their storage needs and potential hazards.

The lists above present a general approach to product segregation. Check out the Responsible Distribution combo package for Code IV: Handling and Storage or for something specific to HazMat, try Hazmat: Loading/Unloading & Load Segregation. ■



**It is not just a business.
It is an attitude.**

The COVID-19 pandemic has greatly impacted our lives, both personally and professionally, and has created unprecedented challenges for all of us. Thank you to all our business partners for your trust and cooperation in these extraordinary times. But especially we want to thank our employees who do not ease up in providing our customers and suppliers the best and most reliable service in the industry.

And we move forward: With our two global champions Brenntag Essentials and Brenntag Specialties we will meet the varying market requirements and fulfill the increased expectations of our partners even better.

As one team, we are strengthening and expanding our position as the global market leader in specialty chemicals distribution and as a full-line distributor.

Visit www.brenntag.com/projectbrenntag to learn more.

ConnectingChemistry

BRENNTAG

ICIS Top 100 Chemical Distributors

We present our global ranking of the leaders in chemical distribution, from large to small based on 2020 sales. This year we have a record of nearly 300 companies participating



Sarah Creswell London
Joseph Chang New York
Will Beacham Barcelona

1

BRENNTAG
2020 SALES: \$14.40BN
(€11.78BN)

Essen, Germany

www.brenntag.com

CEO: Christian Kohlpaintner

Products: Full-line portfolio of more than 10,000 products; industrial chemicals; specialty chemicals; ingredients; 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; value-added services such as just-in-time delivery; product blending and mixing; formulation; repackaging; inventory management; digital ordering via e-commerce platform Brenntag Connect

Assets: More than 670 locations in 77 countries; workforce of more than 17,000 employees

2

UNIVAR SOLUTIONS
2020 SALES: \$8.26BN

Downers Grove, Illinois, US

www.univarsolutions.com

President and CEO: David Jukes

Products: Amines; aviation fluids; chelants; additives; hydrocarbons; hydrocarbons; essential chemicals & ingredients; military specification; monomers; oleochemicals;

personal care specialties; polymer/resins; silicones; solvents; surfactants

Services: Corporate accounts; ChemPoint; custom blending; custom packaging & private label services; lab & formulation services; minibulk; supply chain; telemetry services; warehousing; onsite services; ChemCare services

Assets: shop.univarsolutions.com; chemcentral.com; univarsolutions.com

3

TRICON ENERGY
2020 SALES: \$5.23BN

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;

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In its 25 years, IMCD has expanded to become a leader in the sales, marketing and distribution of speciality chemicals and ingredients across the globe. Driven by the commitment of our people and inspired by our partners' ambition, we deliver intelligent, future-facing solutions to meet the world's evolving needs. The strength of our technical expertise and formulation and market knowledge mean we can look to the future with confidence, as a partner to our customers and suppliers.

Together, we can create a world of infinite opportunities.

IMCD Group
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3072 DE Rotterdam
Netherlands

T: +31(0)88 291 86 00
E: info@imcdgroup.com

www.imcdgroup.com



Value through expertise



storage; just-in-time delivery; repackaging; inventory management; risk management for commodity price and foreign exchange
Assets: Global presence with sales into 100+ countries; 28+ offices; 450+ employees

4

HELM

2020 SALES: \$5.04BN (€4.12BN)

Hamburg, Germany

www.helmag.com

CEO: Stephan Schnabel

Products: Methanol; base petrochemicals; biobased chemicals; acids & lyes; fibreglass; intermediates; fertilizers (nitrogen, potassium, phosphates, liquids, specialties); crop protection (insecticides, herbicides, fungicides, growth regulators); pharmaceutical products (active pharmaceutical ingredients, pharmaceuticals)

Services: International marketing; logistics; distribution; project development; scientific & technical services; production & investments

entific & technical services; production & investments

Assets: Subsidiaries in about 30 countries; production participations

5

IMCD

2020 SALES: \$3.60BN (€2.94BN)

Rotterdam, The Netherlands

www.imcdgroup.com

CEO: Piet van der Slikke

Products: Speciality chemicals and ingredients for pharmaceuticals, CASE (coatings, adhesives, sealants, elastomers), personal care, advanced materials, food and nutrition, animal nutrition, nutraceuticals, lubricants, synthesis, HI&I, oil and gas

Services: Technical sales; marketing of specialty chemicals and food ingredients; application laboratories; local and central stock holding; drumming; repackaging; blending; sampling

Assets: 55 market-focused application laboratories; nearly 3,300 employees; 91 offices; 94 warehouses throughout all operating companies in Europe, Turkey, Israel, UAE, Africa, US, Canada, Brazil, Puerto Rico, Chile, Argentina, Uruguay, Colombia, Mexico and Australia, New Zealand, India, Bangladesh, China, Malaysia, Indonesia, Philippines, Thailand, Singapore, Vietnam, Japan, South Korea

6

AZELIS

2020 SALES: \$2.72BN (€2.22BN)

Luxembourg

www.azelis.com

Group CEO: Dr Hans Joachim Muller

Products: Thousands of specialty chemicals and food ingredients for the following markets - animal nutrition; food and health; personal care; home care & industrial cleaning; pharmaceuticals; specialty agri/horti; CASE; electronics; essential chemicals; fine chemicals; lubricants & metal working fluids; rubber & plastic additives; textile; leather, paper and other applications

Services: Laboratory analysis; formulation development and blending; expert technical and regulatory support; repacking; flexible pack sizes; local stockholding; market research and trend analysis; GMP and cleanroom pharmaceuticals facilities; integrated supply chain; sampling
Assets: 60+ application laboratories; offices and access to warehouses across EMEA, Americas and Asia Pacific; high quality sales force that is technically trained for the market segments they serve

7

KOLMAR GROUP

2020 SALES: \$2.65BN

Zug, Switzerland

www.kolmargroup.com

CEO and Chairwoman of the board: Ruth Sandelowsky

Products: Aromatics; olefins; fibre intermediates; alcohols; renewable fuels; solvents

Services: Blending; storage; transportation

Assets: 2 biofuels plants

Trading sales: 81%

8

SINOCHEM PLASTICS

2020 SALES: \$2.32BN

Beijing, China

www.sinochemplastics.com

Company President: Zhao Guoxun

Products: Engineering plastics (AS, PS, PMMA, MS, PC, PA); general plastics (ABS, polyethylene, polypropylene, polyvinyl chloride); polyurethanes; rubber chemicals

Services: Marketing; customer-centric ideology; diversified product solutions and value-added services for upstream and down-



stream; one-stop procurement; supply chain management; technical support; commissioned processing; brand maintenance; information consultation

Assets: Three warehouses with gross area of 58,687 square metres; total construction area of 57,210 square metres; two office buildings with gross area of 10,270 square metres

Trading sales: 40%

9

BARENTZ

2020 SALES: \$2.02BN (€1.65BN)

Hoofddorp, The Netherlands

www.barentz.com

CEO: Hidde van der Wal

Products: Life science ingredients and specialty chemicals for human nutrition, pharmaceuticals, personal care, animal nutrition, CASE and plastics, household care, industrial and institutional cleaning; specialty intermediates

Services: Local/regional/global warehousing; combined order management; harmonised sampling system; technical and formulation support; customised nutrition and taste systems/production; customised sourcing; dry/liquid blending; spray drying; microencapsulation; test-market support

Assets: Offices in 65+ countries in EMEA, Asia-Pacific, China, North America and Latin America; 25+ specialised application laboratories; 1,500+ employees; Barentz Academy

10

SNETOR

2020 SALES: \$1.63BN

Courbevoie, France

www.snetor.com

President: Emmanuel Aubourg

Products: PE; PP; PVC; PET; PS; ABS; engineering polymers; polyols; TDI; industrial chemicals; recycled, biodegradable, compostable, mass balance

Assets: 90 warehouses; technical support

Trading sales: 70%

11

STOCKMEIER HOLDING

2020 SALES: \$1.57BN (€1.28BN)

Bielefeld, Germany

www.stockmeier.de

CEO: Peter Stockmeier

Products: Industrial chemicals (acids, caustic, solvents, solids); specialty chemicals for industrial and home care, cosmetics, 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 50 locations in Europe, 200 trucks

12

PETROCHEM MIDDLE EAST

2020 SALES: \$1.54BN

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; 41 bulk chemical storage tanks, including drum storage for 25,000 drums and 4 drumming lines; tank terminal in Adabiya, Egypt for storing bulk chemicals; brand new storage terminal at Port Said West, Egypt with the construction of 20 tanks with capacity of 54,000 cubic metres expected to be completed in two phases by early 2022; 26 trailer trucks; 14 road tankers; storage and logistics terminal in Dammam, Saudi Arabia in partnership with Hoyer; sales and distribution offices in India, Egypt, Singapore, Taiwan, China, UK and Holland

Trading sales: 38%

13

OMYA

2020 SALES: \$1.47BN

(SWFR1.3BN)

Oftringen, Switzerland

www.omya.com

Vice president: Peter Bigler

Products: Binders; high-performance polymers; titanium dioxide; organic pigments; dyes; minerals; additives; specialty raw materials for CASE (coatings, adhesives, sealants and elastomers), inks, engineered materials, plastics, thermosets, plasters, mortars, concrete, packaging, board & paper, aluminium finishing; ingredients for food, nutraceuticals, pharmaceuticals, personal care, cosmetics, home care and animal nutrition; raw materials for agriculture and water treatment

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

Assets: R&D center for surface science, mineral pigments, chemical engineering, microbiology and consumer goods; technical application service hubs in Europe, Americas and Asia Pacific for all product categories; sales affiliates in more than 50 countries; global network of 120+ warehouses

14

MANUCHAR

2020 SALES: \$1.28BN

Antwerp, Belgium

www.manuchar.com

CEO: Philippe Huybrechs

Products: Sodium sulphate; soda ash; 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; fertilizers

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

Assets: 80+ affiliates worldwide across 35+ countries; 170+ locations; 450,000+ square metres of warehouse space; well-situated in emerging markets such as Latin America, Caribbean, Africa, Middle East and Asia

Trading sales: 46%

15

BIESTERFELD

2020 SALES: \$1.27BN

Hamburg, Germany

www.biesterfeld.com

CEO: Thomas Arnold

Products: High-performance polymers; engineering polymers; thermoplastic elastomers; styrenic and acrylic polymers; sustainable plastic solutions; synthetic rubbers; high-quality compounds based on silicone and fluoro-silicone rubbers; carbon blacks; additives; raw materials for personal care, pharmaceuticals, organic synthesis, food and CASE; performance products; industrial and agricultural chemicals; plant protection products; animal health care ingredients; salts

Services: Individual solutions; technical expertise and consulting; active application development and product specification; direct and warehouse distribution; blending and storing; formulation/technical assistance and laboratory support; less-than-truckload (LTL) quantities; customised logistical solutions; consultancy and advisory services for Europe's REACH regulation; silicone rubber compounding

Assets: Subsidiaries in more than 30 countries; application laboratories; mixing, blending and storage facilities for solid and liquid chemicals

Trading sales: 10%

16

DKSH HOLDING

2020 SALES: \$1.25BN

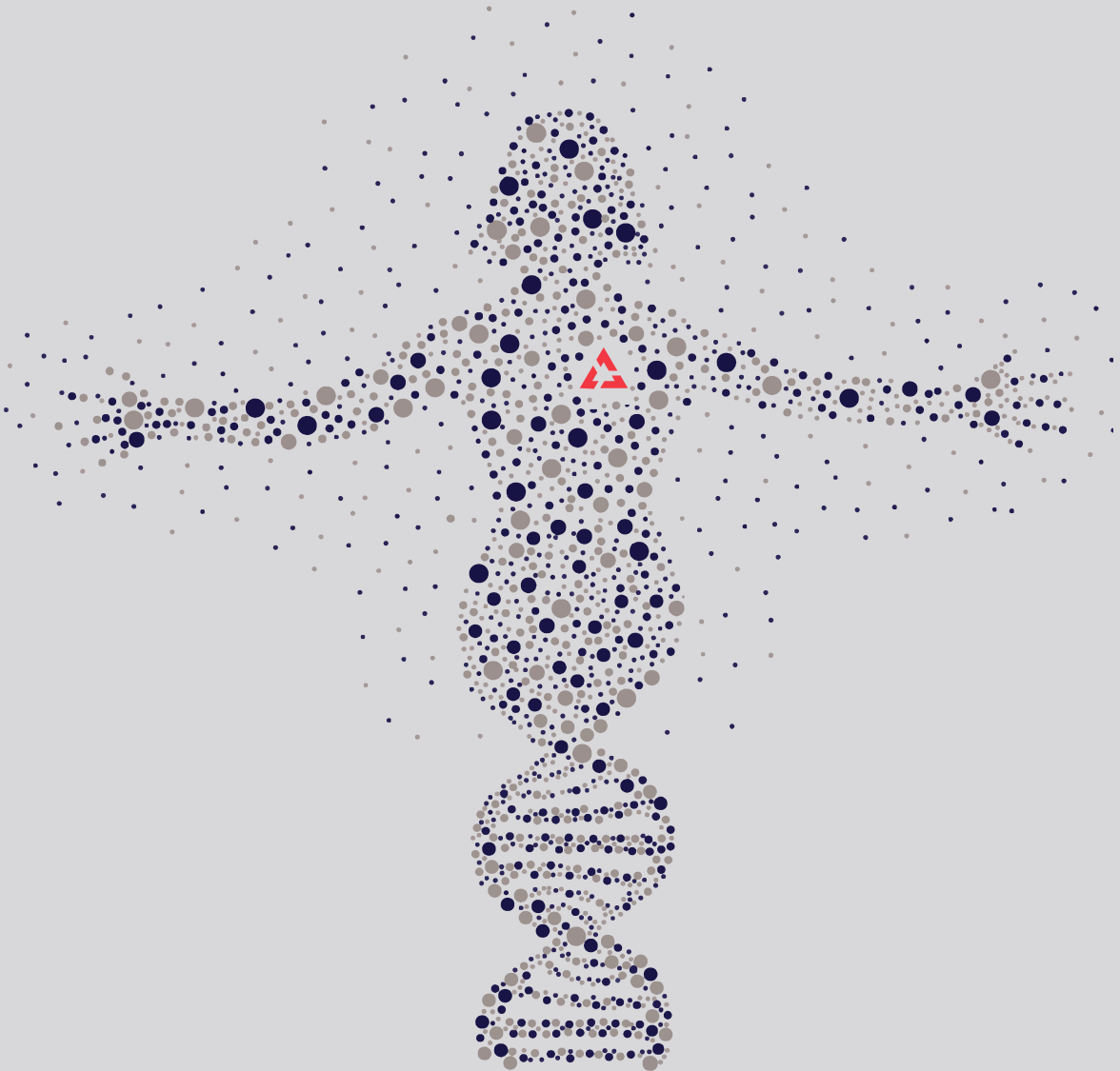
(SWFR1.11BN)

Zurich, Switzerland

www.dksh.com/pm

CEO: Stefan P Butz

Products: Food and beverage ingredients;



"The essence of our mission is to do *ordinary things* in an *extraordinary way* for a great purpose; economic excellence with social and environmental stewardship."



personal care and cosmetics ingredients; pharmaceutical ingredients; specialty chemicals

Services: Marketing and sales; logistics; innovation and formulation services; regulatory services; sourcing services; blending and repackaging; after-sales services; digital services

Assets: 48 innovation centres; 120 business locations

17

MITSUBISHI SHOJI CHEMICAL
2020 SALES: \$1.18BN

Tokyo, Japan

www.mccml.co.jp/en

President and CEO: Tadashi Takasugi

Products: Solvent (aromatics, esters, paraffins, ketones, acids); urethanes; coatings (carbon black, acrylic resin, polyester resin, monomer, additives); silicones; fluorocarbon polymers

Services: Global marketing, sourcing and trading; logistics by vessel, isotank, bulk lorry, drum, bag

Assets: Global network in 115+ countries and locations as Mitsubishi Corporation

18

OQEMA GROUP
2020 SALES: \$1.12BN (€913M)

Liedberg, Germany

www.oqema.com

CEO: Peter Overlack / **CSO:** Patrick Barthels / **CFO:** Hartmut Kunz

Products: Paints & coatings materials; chemical industry & synthesis chemicals; construction chemicals; industrial cleaning chemicals; cosmetic & personal care ingredients; feed & food ingredients; flavours & fragrances; pharmaceutical ingredients; water treatment chemicals; surface technology chemicals; plastic & rubber additives; agriculture chemicals; lubricants; metal & surface treatment chemicals; automotive & machinery chemicals

Services: Blending; dilution and mixing; sustainability & recycling in own units; tailored logistics solutions; key account management; technical support; laboratory services; storage and warehousing; drumming and packaging; transloading vessel to rail; regulatory affairs management; clean room services; price risk mitigation (fixed, contract and spot pricing)

Assets: Offices and warehouses in 22 European countries; tank terminal in Ludwigshafen, Germany; recycling plant; fleet of own trucks; specialised laboratories; workforce of 1,200 Europe-wide

Trading sales: 5%

19

CALDIC
2020 SALES: \$1.09BN (€891M)

Rotterdam, The Netherlands

www.caldic.com

CEO: Alexander Wessels

Products: Food ingredients (starches, sweet-

eners, cocoa and chocolate, antioxidants, vitamins); texturisers (flavours, colours, proteins); emulsifiers (hydrocolloids, fruit preparations, oils & fats, nuts & seeds, enzymes, fruit minerals); solvents, acids & lyes; binders; fillers; plasticizers; pigments; additives; softeners; dispersing agents; tanning agents; catalysts; adsorbents; desiccants; elastomers; antioxidants; release agents; silicones; heat transfer fluids; distinguishing powders; water treatment additives; health and personal care ingredients

Services: Market research; supply chain services; production services; formulation; regulatory support; sourcing; repackaging

Assets: Locations in Europe (Sweden, Norway, Finland, Denmark, UK, France, Germany, Spain, Italy, Benelux, Baltics, Ireland), North America (Canada, US), Asia-Pacific (China, Thailand, Vietnam, Malaysia, New Zealand)

20

RAVAGO CHEMICALS
2020 SALES: \$1.04BN (€850M)

Arendonk, Belgium

www.ravagochemicals.com

General manager EMEA: Filip Van Camfort /

General manager US: Kevin Wettstein

Products: Industrial chemicals (coatings, PU & polymers, construction, asphalt); specialty chemicals (care, life science, performance, water); base chemicals (solvents, inorganics, intermediates, plasticizers)

Services: Technical expertise; warehousing; logistics; customised blends and premixes; repackaging and application laboratories

Assets: Network of warehouses (own and 3rd party); drumming & blending & lab facilities; feed premix plant; pressure vessel manufacturing and water treatment unit factory

Trading sales: 10%

21

QUIMIDROGA
2020 SALES: \$996.6M (€815M)

Barcelona, Spain

www.quimidroga.com

CEO: Vicente Munoz

Products: Solvents; monomers; glycols and intermediates; fine chemicals and specialties for food, feed; agrochemicals & fertilizers; pharmaceutical ingredients; cosmetics ingredients; flavours & fragrances; detergents; coatings; adhesives; paper chemicals; water treatment chemicals; plasticizers; resins; plastics and elastomers

Services: Storage of liquid and packed products; blending; standard and tailor-made packaging; dissolutions; Authorised Economic Operator (AEO) certification; technical advice; formulations; research

Assets: Logistics complex at the Port of Barcelona with capacity of 30,000 tonnes of packed products plus 155 tanks for 12,000cbm of liquids; 2 sites in the north (Bur-

gos) and centre (Madrid) of Spain, each with capacity of 1,500 tonnes of packed products plus 20 tanks for liquids; 9 distribution centres; fully equipped quality control laboratory and applications and developments laboratory for personal care, home care and food; customs bonded warehouse

Trading sales: 5%

22

OPEC PLASTICS
2020 SALES: \$892.5M

Hanoi, Vietnam

<http://opec.vn>

Chairman: Dinh Duc Thang

Products: Plastics resin; biodegradable plastic bags

Services: International trading; logistics; import and export; supply chain solutions; packaging

Assets: 18 branches and representative offices worldwide; 2 biodegradable plastic bag plants with capacity of 3,000 tonnes/month; 15 warehouses in Vietnam

Trading sales: 20%

23

TER GROUP
2020 SALES: \$881.7M (€721M)

Hamburg, Germany

www.terchemicals.com

CEO and managing shareholder: Christian Westphal

Products: Waxes; gum rosin; thermoplastic and thermoset polymers; polybutenes; SIS/SBS block copolymers; IIR rubber; casein; amorphous polyalpha olefins; hydrocarbon resins; pigments; dyes; polyvinyl alcohol; food ingredients; vaseline; white oil

Services: Blending; packaging; storage; production

Assets: Numerous office buildings; warehouses; trucks

Trading sales: 25%

24

BEHN MEYER GROUP
2020 SALES: \$857.2M (€701M)

Hamburg, Germany

www.behnmeyer.com

Products: Fertilizers; crop protection chemicals; agricultural additives and specialties; ingredients for food, personal & home care and pharmaceuticals; additives for animal feed and aquaculture; specialties for rubber and plastics; eco-friendly solutions for water treatment, petrochemicals, coatings, leather and textiles, and process industries

Services: Technical sales and marketing; customer service; regulatory and risk management; innovation and formulation; R&D support; blending, tailoring and packaging; warehousing and logistics; supply chain management; omni-channel support; busi-



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At Univar Solutions, sustainability is more than an aspiration. As a global leader in chemical and ingredient distribution, we work at the intersection of science and technology to help create a better world through our focus on more sustainable processes, culture, products, services and collaborations. We are more than a distributor: our commitment to a forward-thinking and holistic sustainability journey supports our efforts to **help keep global communities healthy, clean, fed and safe.**

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TOMORROW
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Since 1840

180
YEARS

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Asia Pacific chemical distribution leaders (2020 sales, \$m)

Rank	Company	Sales	Rank	Company	Sales	Rank	Company	Sales
1	Sinochem Plastics	2,276.0	33	Caldic	48.9	62	RAHN-Group	8.0
2	Tricon Energy	1,954.5	34	Biesterfeld	45.0	63	2M Group	7.7
3	Brenntag	1,753.5	35	Rakha Al Khaleej International	44.3	64	Antonio Tarazona	6.1
4	Mitsubishi Shoji Chemical	1,178.0	36	Shrieve Chemical	42.2	65	Prakash Chemicals International	5.9
5	DKSH Holding	939.7	37	Nordmann, Rassmann	40.4	66	Cornelius Group	5.7
6	Opec Plastics	845.0	38	Skystep Trading	31.4	67	Metafrax Trading International	5.5
7	IMCD	788.7	39	McKinn International	30.8	68	Nortex	5.4
8	Behn Meyer Group	775.3	40	ChemPartners	30.3	69	Group Barcelonesa	3.7
9	Kolmar Group	680.4	41	Taj Al Mulook General Trading	30.0	70	Noahs Ark Chemicals	3.7
10	Helm	572.0	42	Norkem Holdings	29.0	71	Indukern	3.7
11	Redox	518.9	43	Continental Industries Group	25.0	72	Arkem Kimya	3.0
12	Omya	316.6	44	RishiChem Distributors	24.7	73	Jobachem Group	2.9
13	ICC Chemical	304.1	45	S. Kushalchand International	23.8	74	Bloomchemag	2.8
14	Azelis	291.0	46	ECCEM European Chemical Marketing	22.7	75	Quimdis	2.7
15	Pon Pure Chemicals Group	268.1	47	Neo Chemical	18.7	76	MCassab	2.6
16	TOP Solvent	258.2	48	Saiper Chemicals	16.0	77	Atlantic Chemicals Trading	2.5
17	Jebsen & Jessen Group	248.2	49	Wego Chemical Group	14.9	78	Solventis	2.1
18	Petrochem Middle East	244.9	50	PHT International	14.4	79	Basstech International	2.0
19	KPL International	195.4	51	Bodo Moeller Chemie	13.5	80	Nesstra Services	2.0
20	WWRC Holding	144.2	52	Arpadis Benelux	12.2	81	KEMAT	1.4
21	Manuchar	127.0	53	Algol Chemicals	12.2	82	Coreflow Chemi	1.2
22	Barentz	105.9	54	Penpet Petrochemical Trading	12.2	83	A.+ E. Fischer-Chemie	1.2
23	Echemi Group	86.8	55	Aug. Hedinger	11.2	84	Lavollee	1.2
24	Union Petrochemical	85.2	56	Connect Chemicals Group	10.0	85	Selectchemie	1.1
25	Telko	81.4	57	Safic-Alcan	10.0	86	Al Nahda International (Anichem Group)	1.1
26	Shanghai Saifu Chemical Development	81.2	58	An Loc Phat International	10.0	87	The Chemical Company	1.0
27	Transmare Chemie	75.6	59	Equilex	9.8	88	Haefner	1.0
28	TER Group	73.4	60	Wisterna	9.3	89	George S. Coyne Chemical	1.0
29	CellMark	72.6	61	Novasol Chemicals Group	9.0			
30	Maha Chemicals	71.0						
31	Ravago Chemicals	67.3						
32	Lehmann & Voss	55.0						

Note: Sales are in the specific region and may differ from total company sales. Sales \$1m and above included

ness development

Assets: Over 1,200 employees; office and warehouses in 14 countries; 38 warehouse locations; global production facilities in Malaysia, Thailand, Indonesia, Italy, Netherlands and US; laboratory facilities in Malaysia, Indonesia, Thailand, Vietnam, Italy and Netherlands

25

ICC CHEMICAL
2020 SALES: \$830.4M

New York, New York, US

www.iccchem.com

President: Naveen Chandra

Products: Polymers & additives; aromatics; solvents; ketones; acrylates & intermediates; nitriles; specialty chemicals; organic acids and derivatives; glycols; phenols; alcohols

Services: Packaging

Assets: 6 global offices and 25 representatives worldwide

Trading sales: 70%

26

JEBSEN & JESSEN GROUP
2020 SALES: \$719M (€588M)

Bangkok, Thailand, and Hamburg, Germany

www.ingredients.jjsea.com / www.jebesen-jessen.de

CEOs: Lim Siew Tin, Fritz von der Schulenburg

Products: Coatings & resins; plastics & rubber; food & nutrition health ingredients; feed additives; oil & gas chemicals; oil derivatives; bioethanol; pharmaceutical & personal care ingredients; home care specialties; adhesives; water treatment specialties; mining components; agro chemicals; modified starches; collagen & sweeteners

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

Assets: 22 offices worldwide; 15 warehouses; 4 laboratories; 3 regional innovation centres; R&D application lab

27

EMERAUDE
2020 SALES: \$700M

Paris, France

www.emeraude-international.com

CEO: Umar Rafique

Products: Polyethylene (PE); polypropylene (PP); polyvinyl chloride (PVC); polyethylene terephthalate (PET); polystyrene (PS); polyurethane (PU); recycled resins; masterbatches and additives; adhesives and coatings

Services: Logistics; packaging; storage; technical expertise

Assets: 24 locations; workforce of more than 150 employees; 39 warehouses

28

GTM HOLDINGS
2020 SALES: \$690M

Sao Paulo, Brazil

www.gtmchemicals.com

CEO: Rodrigo Gutierrez



Products: Specialty chemicals; performance products and industrials for paints and coatings, adhesives, sealants, agroindustry, chemicals and petrochemical industry, oil & gas, cleaning, rubber, lubricants, food, printing and packaging, flavours & fragrances, mining, pharma, construction, personal care, pharma, plastics

Services: Storage and repackaging; industrialization and filling; logistics and distribution; analysis; product application and quality control laboratory; blending and laboratory testing

Assets: more than 40 facilities, including 6 owned maritime terminals; 15 application and quality control laboratories

29

SAFIC-ALCAN
2020 SALES: \$688M

Paris, France

www.safic-alcant.com

CEO of Myrtel (holding company): Martial Lecat / **CEO of Safic-Alcan:** Philippe Combette

Products: Wide range of specialty chemicals and materials; performance products for adhesives & sealants, coatings, inks & construction, plastics, rubber, polyurethane, industrial spe-

cialties, detergent industries; life sciences for pharmaceutical, cosmetics & personal care, and health, wellness & nutrition industries

Services: Global sourcing; local sales; supply chain management and marketing support; dedicated technical, regulatory, and quality support; formulation; blending and sampling

Assets: More than 170 years of experience; 30 offices that cover 50 countries in EMEA, North America and Asia; 9 laboratories for cosmetics, coatings, rubber, pharmacy and water treatment. Combination of local warehouses and regional storage

30

HYDRITE CHEMICAL
2020 SALES: \$675M

Brookfield, Wisconsin, US

www.hydrate.com

CEO: Paul Honkamp

Products: Peracetic acid; chlor-alkali; industrial chemicals; foam control chemicals; food processing and sanitation chemicals; food ingredients; liquid sulphites; fertilizers and liquid micronutrients; pulp and paper chemicals; organic and inorganic chemicals; styrene/acrylic emulsion polymers; metal fin-

ishing chemicals; solvents; and wastewater treatment chemicals.

Services: Contract manufacturing; formulation; solvent reclamation; hazardous waste removal; packaging and transloading; technical training and customer product research

Assets: 15 locations; bulk storage of 15m gallons; private fleet of trucks and professional drivers

31

HAWKINS
2020 SALES: \$571.3M

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: Industrial manufacturing facilities (7); water treatment distribution warehouses (33); trucks (125+); nutraceutical manufacturing plant (1)

Trading sales: 10%



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32

NORDMANN, RASSMANN
2020 SALES: \$536.8M (€439M)

Hamburg, Germany

www.nordmann.global

Managing directors: Dr Gerd Bergmann, Felix Kruse. **Chairman:** Carsten Guntner

Products: Adhesives and sealants; composites materials; construction and coatings chemicals; contact lenses; 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 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

Trading sales: 5%

33

REDOX
2020 SALES: \$531.2M

Sydney, Australia

www.redox.com

Chairman and managing director: 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

Assets: 12 regional sales offices; 2 manufacturing sites; 7 owned and operated warehouses; more than 50 stock locations

34

SOLVADIS GROUP
2020 SALES: \$529.3M

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; transloading; remanufacturing;

sulphur forming (prilling); regeneration

Assets: 9 tank farms; 2 storage facilities/warehouses; 2 production facilities

Trading sales: 5%

35

CONTINENTAL INDUSTRIES GROUP
2020 SALES: \$500M

New York, New York, US

www.continental-industries.com

President and CEO: Omer T Karabey

Products: Specialty and commodity chemicals: glycerine; gum rosin; n-hexane; soda ash; sodium bicarbonate; sodium hydroxide; sodium nitrate; sodium thiocyanate; sodium tungstate; dimethyl terephthalate; polybutenes; petrochemicals: PVC; HDPE; LLDPE; PP

Services: Sourcing; sales; trading

Trading sales: 40%

36

INDUKERN
2020 SALES: \$481.5M (€393.8M)

Barcelona, Spain

www.indukern.com / www.grupoindukern.com

CEO: Daniel Diaz-Varela Bertschinger

Products: Food ingredients; pharmaceutical ingredients; pharmaceutical APIs; flavours and fragrances; veterinary and animal nutrition ingredients

Services: Blending; premixes; packaging; storage

Assets: 9 warehouses in Spain and subsidiaries

Trading sales: 11%

37

CELLMARK
2020 SALES: \$479.2M

Gothenburg, Sweden

www.cellmark.com

President, Chemicals Division: Hugo Galletta; **President, Basic Materials Division:** Ersin Alkan

Products: Acetyls; acids; chlor-alkali; agrochemicals; construction chemicals; lignochemicals; petrochemicals; light metals; foundry chemicals; non-ferrous and ferrous materials; caustic soda; semiconductor chemicals; renewable battery materials; oil and gas chemicals; water treatment chemicals; coatings; flame retardants; food and beverage ingredients; cosmetic and oral care ingredients; active pharmaceutical ingredients; organic and inorganic chemicals; vitamins; plant extracts; nutraceuticals; amino acids; specialty and fine chemicals

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

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

Trading sales: 49%

38

LEHMANN & VOSS
2020 SALES: \$476.9M (€390M)

Hamburg, Germany

www.lehvoss.com

Managing Partner: Soenke Thomsen

Products: Customized polymer materials; composite materials; masterbatches; plastic additives; rubber chemicals; functional fluids; raw materials for coatings; cosmetics; nutraceutical; magnesia; rare earth; diathomaeteous earth

Services: Sourcing; manufacturing; customizing; product development; logistics

Assets: Production sites in US; Europe; China; laboratories; warehouses

Trading sales: 30%

39

QUADRA CHEMICALS
2020 SALES: \$468.2M

Quebec, Canada

www.quadrachemicals.com / www.quadraingredients.com

CEO: Philip Infilise

Products: Performance adhesives; flexible packaging; household, industrial & institutional cleaning chemicals; water treatment chemicals; mining & smelting chemicals; soluble fertilizer; pulp & paper chemicals; metal treatment & galvanizing chemicals; coatings, adhesives, sealants, elastomers; oil refining, oilfield services, gas processing, SAGD chemicals; nutritional & functional ingredients; health & personal care ingredients; pharmaceutical ingredients

Services: Storage; packaging; blending

Assets: 7 locations (warehouses and tank farms)

40

EIGENMANN & VERONELLI
2020 SALES: \$425.5M (€348M)

Milan, Italy

www.eigver.it

CEO: Gabriele Bonomi

Products: Specialty chemicals for coatings, construction, pharmaceuticals, personal care, rubber, textile, detergents; plastic additives; food ingredients

Services: Tool manufacturing; bulk breaking; repackaging; warehousing

Assets: 3 production sites

Trading sales: 15%

41

QUIMICA ANASTACIO
2020 SALES: \$417.8M

Sao Paulo, Brazil

www.anastacio.com

CEO: Jan Krueder

Products: Cosmetics and personal care in-



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ingredients; pharmaceutical ingredients; flavours; animal health ingredients; agricultural chemicals; rubber chemicals; household and auto care chemicals; lubricants; plastics; polyurethane; paints and coatings materials; resins and adhesives; food and feed ingredients; sports nutrition ingredients

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

Assets: 9 warehouses - 4 in Sao Paulo, 1 in Santa Catarina, 1 in Rio Grande do Sul, 1 in Pernambuco, 1 in Gois and 1 in Buenos Aires

Trading sales: 24%

42

K-SOLV GROUP
2020 SALES: \$392M

Houston, Texas, US

www.ksolv.com

Owner/CEO: Russell Allen

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

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

Assets: Tote and drum warehouse tank farm, flare, nitrogen access, dock in Texas; distribution warehouse in Louisiana

43

MARUBENI INTERNATIONAL (EUROPE) - CHEMICAL GROUP
2020 SALES: \$391.3M (€320M)

Dusseldorf, Germany

<https://europe.marubeni.com>

President: Tadashi Terada

Products: Petrochemicals and specialty chemicals

Services: Warehousing and logistics; compounding

Trading sales: 60%

44

EMCO CHEMICAL DISTRIBUTORS
2020 SALES: \$358.7M

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; ethanol and denatured ethanol; glycols; ketones; pigments; plasticizers; resins; silicones; surfactants

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

Assets: 3 production facilities (US - North Chi-

cago, Illinois; Columbia, Illinois; Pleasant Prairie, Wisconsin); 9 warehouses (US - Columbia, Illinois; North Chicago; Illinois, Elkhart, Indiana; Minneapolis, Minnesota; Cincinnati, Ohio; Pleasant Prairie, Wisconsin; Canada - Calgary, Alberta, Toronto, Ontario, Montreal, Quebec); 5,000 square foot CASE applications lab; 45 trucks; 105 trailers

45

PROTEA CHEMICALS
2020 SALES: \$355.0M (SAR5.2BN)

Bryanston, South Africa

www.omnia.co.za

Managing director: Michael Smith

Products: Food & beverage ingredients; water care chemicals; consumer care ingredients; agri science chemicals; specialty polymers; CAS; renewables

Services: Manufacturing; blending; bulk-breaking; sourcing; warehousing; logistics/delivery; quality control/laboratories; formulation design; financing; technical; bulk trading

Assets: 15 major installations across Africa; 150 trucks; multiple bulk storage tanks; 600 employees; warehousing

Trading sales: 10%

46

MCASSAB
2020 SALES: \$336.8M

Sao Paulo, Brazil

www.mcassab.com.br

CEO: Victor Cutait Neto

Products: Performance and specialty chemicals for polyurethanes, paints, resins, construction and polymers; solvents; 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; inventory management; dilutions; full technical support; formulation

Assets: 4 warehouses in Brazil; 1 warehouse in Argentina; 4 premix facilities for animal nutrition; 1 premix facility for food nutrition; technical applications laboratories (polyurethanes, home and personal care, coatings, agribusiness, pharmaceuticals and food); physical, chemical and microbiological accredited ISO 17.025 laboratory

Trading Sales: 0.6%

47

SOLEVO
2020 SALES: \$326.5M

Switzerland

www.solevogroup.com

CEO: Joris Coppys

Products: Agrochemicals; animal feed additives as well as chemicals for food & beverage;

house care & personal care; mining; paint & construction; polymers & packaging and water treatment

Services: Warehousing; reconditioning; solid and liquid blending; tailor made formulations; consignment and telemetry-managed stock management; application laboratory services; supply chain optimization; liquid and solid bulk handling and distribution; a full range of agroservices; A.O. test fields; digitalization projects

Assets: Asset base in 7 countries in West & Central Africa including warehouses, liquid storage tanks, solid bulk facilities, docking berths, bulk powder trailers, repacking installations, 2 laboratories (Ivory Coast & Cameroon).

Trading Sales: 2%

48

LBB SPECIALTIES
2020 SALES: \$315.8M

Westborough, Massachusetts, US

www.lbbsspecialties.com

CEO: Darren Birkelbach

Products: Personal care ingredients; nutritional ingredients; food and beverage ingredients; biotech and life sciences chemicals; aroma chemicals and flavours and fragrances; HI&I chemicals; imaging components; specialty chemicals; industrial products

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

Assets: 32 stocking locations in North America

49

WEGO CHEMICAL GROUP
2020 SALES: \$311.1M

Great Neck, New York, US

www.wegochem.com

Principal & President: Bert Eshaghpour

Products: Agriculture; animal nutrition & feed; antifreeze & coolant; case; corrosion inhibitors; lithium battery & electrolytes; lubricant & grease; pharmaceutical & fine chemicals; HI&I; flame retardants; food & beverage; metal working; finishing & flux; oil field services; plastics; resins & rubber; pulp & paper; water treatment & pool chemicals

Services: Chemical supply; supply chain solutions; logistics; warehousing; outsourcing

Assets: 100+ worldwide professionals; 14 international offices; global distribution network of 50+ warehouses

Trading sales: 20%

50

POCHTECA MATERIAS PRIMAS
2020 SALES: \$291.1M

Mexico City, Mexico

www.pochteca.net

CEO: Armando Santacruz

Products: Inorganic chemicals; solvents and



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blends; food ingredients; chemical specialties; lubricants

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

Assets: More than 349,000 square metres of logistics capacity; capacity to store 22.2m litres of liquids; 49 distribution centers - 33 in Mexico, 3 in Central America, 12 in South America, 1 in US; fleet of more than 200 units; solvent recycling plant; 28 quality control and product application laboratories

51

PON PURE CHEMICALS GROUP
2020 SALES: \$289.7M

Chennai, Tamilnadu, India

www.pure-chemical.com

Chairman and managing director: M Pon-nuswami

Products: Acids & derivatives; aromatics; ke-

tones; esters; ethers; chlorinated solvents; alcohols; aliphatic solvents; hydrocarbons; monomers; coatings & inks; plastics & composites; textile chemicals; leather & paper chemicals; sugar chemicals; water treatment chemicals; lubricants

Services: Small packaging; underground storage; technical services; custom blending; JIT delivery; transportation

Assets: 25 branches in India; 5 overseas branches in Dubai, Australia, Singapore, Bangladesh and Sri Lanka; 23 warehouses across India (inclusive of 7 explosive repackaging warehouse); leased terminal facilities at Kandla, Mumbai, Ennore, Kakinada, Haldia and Hazira

52

KRAHN CHEMIE
2020 SALES: \$282.5M (€231M)

Hamburg, Germany

www.krahn.eu

CEO: Dr Rolf Kuroпка

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

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

Assets: 5 technology centres

53

RUSHIMSET
2020 SALES: \$281.9M (€230.5M)

Moscow, Russia

www.rushimset.ru

CEO: Alexander Cheriakov

Products: Solvents; coatings; construction chemicals; flexo printing; PVC; engineering plastics; gas & oil chemicals; food & feed ingredients; household chemicals; personal care ingredients; industrial cleaning chemicals; rubber; tyres; polyurethanes; composites

Services: Mixing, diluting and drumming of liquids; dangerous goods transportation with own ADR transport; technical support in coatings, detergents, rigid PVC; consignment storage

Assets: 16 own branches (with 21 warehouses) in Russia; affiliated companies in Belarus, Ukraine, Kazakhstan, Uzbekistan, Poland

Trading sales: 20%

54

ECHEM EUROPEAN CHEMICAL MARKETING
2020 SALES: \$278.7M

Amsterdam, Netherlands

www.ecem.com

CEO: Barend Barendse

Products: Acrylates; methacrylates; hydroxy monomers; isocyanates; anhydrides; phosphonates; 150 other complementary products for coating resins and polymers; adhesives and sealants; water treatment chemicals; pharmaceutical ingredients

Services: Focus on acrylic monomers and complementary products; representatives of producers; one-stop shopping and global supply chain through offices in EU, Brazil, US, Japan, UK; supply from bulk storage tanks and packed materials from several warehouses in EU; drumming; blending; break bulk deliveries; full Reach registrations

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Assets: Bulk storage for major products; warehouses for packaged products; Isotank fleet for dedicated transport to customers; over 150 returnable stainless steel IBCs

Trading sales: 5%

55 TENNANTS DISTRIBUTION

2020 SALES: \$278.7M (£204M)

Manchester, UK

www.tennantsdistribution.com

Managing director: Tim Griffiths

Products: Acids and alkalis; animal feed raw materials; fatty acids; alcohols and esters; food 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%

56 TELKO

2020 SALES: \$275.0M (€224.9M)

Espoo, Finland

www.telko.com

CEO: Mikko Pasanen

Products: Solvents; specialty chemicals; life science chemicals; thermoplastics; engineering plastics; plastics additives; masterbatches; bioplastics; plastics machinery; industrial lubricants; car chemicals

Services: Warehousing; packaging; customer specific mixtures; bulk transport; technical support; technical service

Assets: 26 local offices in 15 countries; 50 warehouses; 300 professionals

57 QUINTIA

2020 SALES: \$272M

Buenos Aires, Argentina

www.quintia.com

President and CEO: Diego Collard Bovy

Products: Mining chemical products & services; water treatment products & programmes; paper chemical blends; oil & gas chemical products; basic industrial chemicals; feed additives and specialties; poultry pigments; feed premixes; animal health products; food ingredients; food blends; food flavours; plastic sacks and bags

Services: Packaging and storage; blending capabilities; dilutions; production of pigments; animal vaccine production; food flavour production; feed, food and industrial application consulting; quality control; total chemical management services at customer facilities

Assets: 13 warehouses; 8 production facilities; 8 quality control labs; 5 application labs

North America chemical distribution leaders (2020 sales, \$m)

Rank	Company	Sales	Rank	Company	Sales
1	Univar Solutions	6,116.9	29	Pride Chemical Solutions	125.0
2	Brenntag	5,124.8	30	Tilley Chemical	115.9
3	Helm	1,381.3	31	ICC Chemical	113.9
4	Azelis	1,165.3	32	NAGASE Specialty Materials	110.0
5	IMCD	1,002.3	33	ClearTech Industries	104.0
6	Kolmar Group	926.1	34	Sea-Land Chemical	103.1
7	Tricon Energy	852.3	35	Mays Chemical	99.2
8	Barentz	691.4	36	TCR Industries	90.0
9	Hydrite Chemical	675.0	37	Chemsolv	86.5
10	Hawkins	566.1	38	Miles Chemical	86.3
11	Quadra Chemicals	468.2	39	H.M. Royal	86.0
12	K-Solv Group	392.0	40	Tanner Industries	83.0
13	EMCO Chemical Distributors	358.7	41	CellMark	82.6
14	LBB Specialties	315.8	42	TRiISO	81.5
15	Caldic	292.3	43	Harwick Standard Distribution	79.5
16	PVS Chemicals Distribution Group	255.0	44	Chemisphere	78.5
17	Interstate Chemical	248.0	45	Petrochem Middle East	78.4
18	Superior Industrial Solutions	210.0	46	George S. Coyne Chemical	77.8
19	Ravago Chemicals	207.9	47	TRInternational	76.0
20	Shrieve Chemical	207.7	48	Greenchem Industries	75.8
21	Colonial Chemical Solutions	202.0	49	Chemical Solvents	75.0
22	The Plaza Group	197.0	50	Webb Chemical Service	74.0
23	ChemGroup	185.6	51	Astro Chemicals	70.0
24	SMC Global	185.0	52	Skyhawk Chemicals	68.9
25	Wego Chemical Group	184.45	53	TER Group	68.5
26	Barton Solvents	174.9	54	Tennants Distribution	66.9
27	Continental Industries Group	150.0	55	The Chemical Company	66.8
28	Omya	135.7	56	SolvChem	66.7
			57	Connection Chemical	66.5
			58	Rowell Chemical	62.0

Trading sales: 2%

58 SHRIEVE CHEMICAL

2020 SALES: \$266.2M

The Woodlands, Texas, US

www.shrieve.com

CEO: Ted Threadgill

Products: Sulphuric acid; sulphur; ammonia; caustic; styrene; paints and coatings; elastomers; compressor lubricants; base oils; breakers

Services: Ammonia tank cleaning and pump-outs

Assets: Blending facility in Marlin, Texas; railcars

Trading sales: 100%

59 HSH CHEMIE

2020 SALES: \$262.9M (€215M)

Hamburg, Germany

www.hsh-chemie.com

Managing Directors: Stephan P. Loehden, Frank Raabe, Stefan Rather

Products: Specialty chemicals for coatings, adhesives & building, personal & home care, food, feed & pharma, plastics & rubber and industrial performance applications

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%

60 TOP SOLVENT

2020 SALES: \$260.3M

Bangkok, Thailand

www.topsolvent.com

Managing director: MS Duangporn Teerapabpaisit

Products: Solvents (hydrocarbon, aromatic, chemical); monomers, food ingredients; cleaning products

Services: Manufacturing of hydrocarbon

Rank	Company	Sales	Rank	Company	Sales	Rank	Company	Sales
59	Walsh & Associates	58.7	88	Atlantic Chemicals Trading	28.1	117	Manuchar	9.0
60	Coast Southwest	56.5	89	InterAtlas Chemical	28.0	118	Faravelli	8.0
61	Tarr	54.6	90	Sinochem Plastics	28.0	119	Nordmann, Rassmann	7.3
62	Hubbard-Hall	53.0	91	Northspec Chemicals	26.7	120	DutCH2	6.7
63	Buckley Oil	52.5	92	Basstech International	26.1	121	Norkem Holdings	6.4
64	Brainerd Chemical	52.3	93	CJ Chemicals	26.0	122	Noahs Ark Chemicals	6.1
65	Vivion	51.7	94	Connect Chemicals Group	26.0	123	ProChema	5.8
66	Safic-Alcan	50.0	95	Gehring Montgomery	26.0	124	Snetor	5.0
67	Debro	50.0	96	Aktopa	25.8	125	Behn Meyer Group	4.9
68	Jebsen & Jessen Group	47.7	97	Radchem Products	25.7	126	HARKE Group	4.9
69	Chem One	46.7	98	R.E. Carroll	25.4	127	Prakash Chemicals International	4.4
70	Rierden Chemical & Trading	43.1	99	Seacole	23.0	128	Arpadis Benelux	3.7
71	Chemical Distributors	42.3	100	DAXX	22.9	129	Bodo Moeller Chemie	3.7
72	McCullough & Associates	42.0	101	Brisco do Brasil	19.0	130	TZ Group (Tau, Treza)	3.1
73	Min-Chem/Lawrason's/CK Ingredients Group	41.5	102	Schibley Solvents and Chemicals	19.0	131	Cornelius Group	2.9
74	Research Solutions Group	40.9	103	Metafrax Trading International	18.9	132	Solventis	2.5
75	Ideal Chemical & Supply	40.2	104	Lehmann & Voss	18.3	133	Aug. Hedinger	2.4
76	PHT International	40.1	105	Gulf Coast Chemical	17.8	134	Arkem Kimya	2.0
77	Acid Products	38.5	106	Unique Chemical Technologies	16.4	135	Quimdis	1.7
78	Independent Chemical	38.0	107	Echemi Group	16.1	136	Jobachem Group	1.6
79	Veckridge Chemical	38.0	108	SMA Collaboratives	13.5	137	Indukern	1.5
80	Eagle Alcohol	36.0	109	Custom Chemical Services	13.4	138	Group Barcelonesa	1.2
81	Seeler Industries	35.0	110	ChemCeed	12.3	139	Penpet Petrochemical Trading	1.2
82	GJ Chemical	34.0	111	Redox	12.2	140	SAME Chemicals	1.2
83	Van Horn, Metz & Co	33.9	112	Classic Distributing Company	12.0	141	Selectchemie	1.1
84	ECEM European Chemical Marketing	32.8	113	Novasol Chemicals Group	12.0			
85	JNS-Smithchem	32.8	114	American Chemie	11.6			
86	Industrial Chemicals Corp	32.3	115	Skystep Trading	9.2			
87	RAHN-Group	29.0	116	Biesterfeld	9.0			

NOTE: Sales are in the specific region and may differ from total company sales. Sales \$1m and above included

solvent products; storage; drum filling; transportation services; multi-delivery mode offerings (vessel, bulk lorry, iso-tank, drum); thinner blending

Assets: 1 manufacturing plant of hydrocarbon solvents with nameplate capacity of 141,000 tonnes/year via subsidiary Sak Chaisidhi Company Ltd (SAKC); 5 tank terminals in Asia (2 in Thailand, 2 in Vietnam and 1 in Indonesia); 73 chemical storage tanks with total capacity of over 50m litres; 7 warehouses in 3 countries with total capacity of 40,000 drums (200 litres); loading and unloading facilities with both trucks, isotanks and vessels; drum filling station; laboratory (QC & technical); 60 bulk lorries (contracted); 50 pack trucks (contracted)

Trading sales: 5%

61

ARKEM KIMYA
2020 SALES: \$260M

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; bulk storage; blending; formulating; drumming; packaging; labelling; other warehousing services

Assets: Deep sea tank terminal at Gebze, Turkey with capacity of 84,000 cubic metres; logistics company with 75 transport units and 600 ISO tank containers; 4 warehouses (2 in Istanbul, 1 in Izmir, 1 in Rotterdam)

Trading sales: 3%

62

RAKHA AL KHALEEJ INTERNATIONAL
2020 SALES: \$255.6M

Dubai, UAE

www.rai-uae.com

CEO: Henry F Roth

Products: Polymers; masterbatches & fillers; petrochemicals

Services: Trading

Assets: 4 owned warehouses; several warehouses on lease

Trading sales: 20%

63

PVSCHEMICALS DISTRIBUTION GROUP
2020 SALES: \$255M

Detroit, Michigan, US

www.pvschemicals.com

Chief operating officer: Timothy F Nicholson

Products: Inorganics; surfactants; solvents; flammable goods; food grade ingredients; oil & gas chemicals; agriculture chemicals; electronics chemicals; HI&I chemicals; water treatment chemicals

Services: Minibulk; warehousing; packaging; transportation/freight; blending; bulk and packaged shipments

Assets: 5 warehouses

Trading sales: 2%

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



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64

NORKEM HOLDINGS
2020 SALES: \$254.4M

Knutsford, Cheshire, UK

www.norkem.com

Group managing director: Alan 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

cals used food, pharmaceuticals, paint and construction, cosmetics and detergents, metal, printing, water treatment; 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%

facturing; environmental services; transportation; quality control

Assets: 9 warehouses; refinery; 2 river terminals; 102 trucks; 170 tankers; storage tank rentals; quality control lab

67

GRUPORN M
2020 SALES: \$237.2M (€194M)

Vila Nova de Famalicao, Portugal

www.grupornm.pt

General manager: Ricardo Machado

Products: Caustic soda; hydrogen peroxide; sulphuric acid; hydrochloric acid; sodium hypochloride; polymers (PE, PP, PVC, PS); solvents; surfactants; silicones; sulphonic acid; SLEs; Adbue

Services: Storage of liquid and packaged products; blending; tailor made packaging; logistics and operations consulting

Assets: Logistics complex at Famalicao, Santo Tirso, Madrid, Valencia, Cartagena, Vigo, Lisboa with capacity of 50,000 tonnes

65

DONAUCHEM
2020 SALES: \$250.7M (€205M)

Vienna, Austria

www.donauchem.com

Member of the Board: Mathieu de Krassny

Products: Commodities and specialty chemi-

66

INTERSTATE CHEMICAL
2020 SALES: \$248M

Hermitage, Pennsylvania, US

www.interstatechemical.com

CEO: Al Puntureri

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

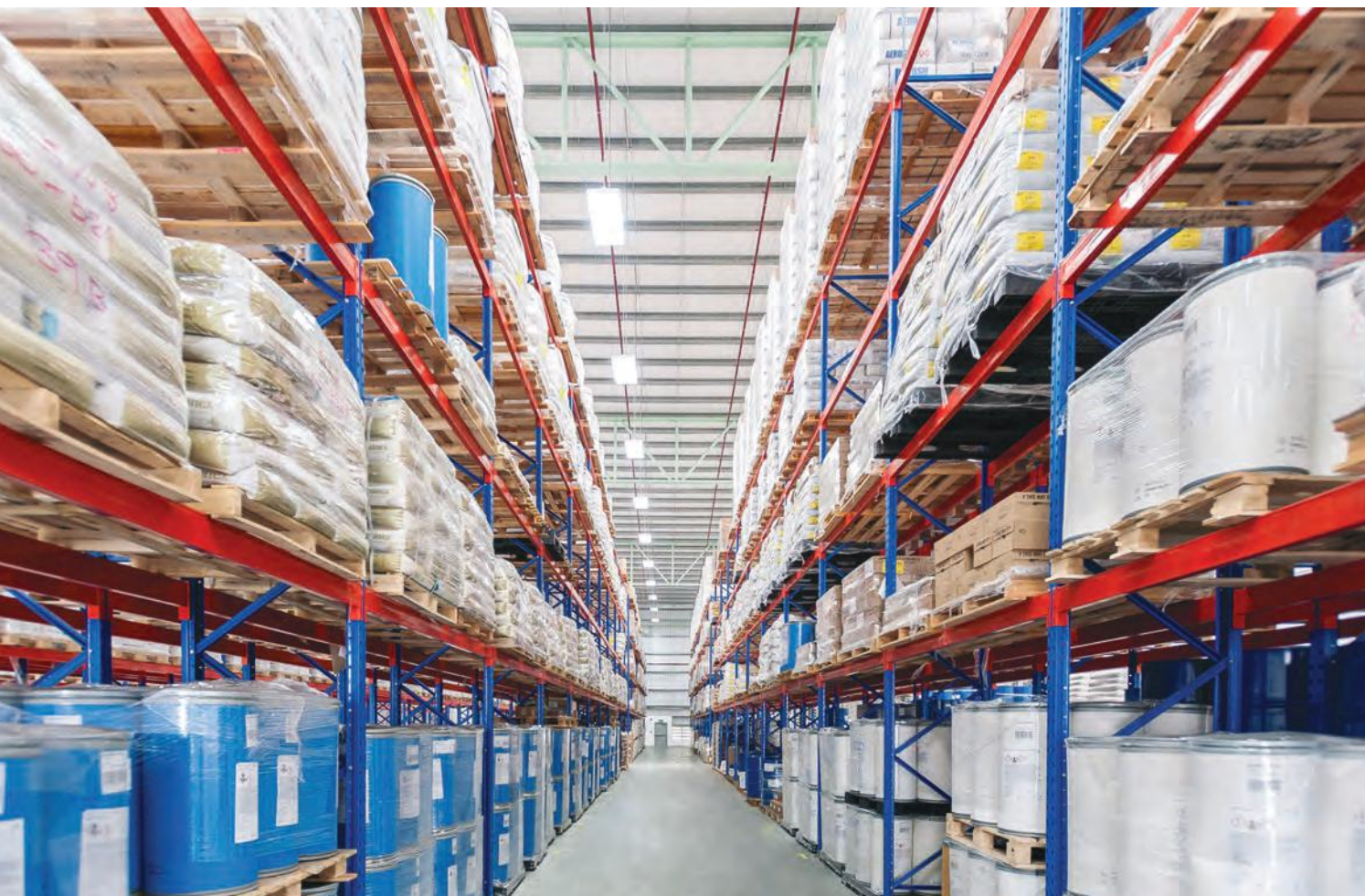
Services: Packaging; custom blending/manufacturing; refining; toll blending and manu-





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jebsen-jessen.de

Jebsen & Jessen Ingredients
ingredients.jjsea.com



for packed products and 8,000 cubic metres for liquids; 5 tank terminals for liquid bulk; own fleet with 60 trucks, 55 cisterns and 65 Isotainers

Trading sales: 10%

68 THOMMEN-FURLER

2020 SALES: \$224.4M (€183.5M)

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; high purity solvents and reagents; electronic grade chemicals; industrial and automotive lubricants; marine and aviation lubricants; automotive fluids; carcare products; AdBlue; wastewater treatment chemicals

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

Assets: 7 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; 114 tank wagons and tank containers

69 UNITED TRADING SYSTEM

(UTS/ETC)

2020 SALES: \$220M

ETC: St Petersburg, Russia; **UTS purchasing:** Astorp, Sweden

www.utsrus.com

Managing director UTS: Lars Hjorth; **CEO**

ETC: Andrey Shkola

Products: Paint & coating chemicals; dry mixture & construction chemicals; plastics and polymer additives; rubber chemicals; resins and chemicals for composites; fibres; chemicals for detergents; cosmetics and household chemicals; oil & oilfield, lubricants and refinery additives & chemicals; food additives; specialties and chemicals of general application; pharmaceutical raw materials; agricultural chemistry; chemicals for mining; chemicals for road construction; polyurethanes

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

Assets: 13 offices and 14 warehouses; 40,000 square metres of warehousing; 14,000 square metres office space; 7 laboratories; 550 employees

70 SOLVENTIS

2020 SALES: \$219.0M (€179.1M)

Guildford, Surrey, UK

www.solventis.net

CEO: David Lubbock

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

Services: Importing of bulk chemicals; global bulk and drum distribution and blending of automotive products

Assets: Antwerp storage terminal with drumming and blending facilities; UK storage and blending facilities

71 ECHEMI GROUP

2020 SALES: \$216.3M

Hong Kong, China

www.echemi.com

CEO: David Zhang

Products: Paints and coatings materials; fine chemicals; food and nutrition additives; pharmaceutical APIs and intermediates

Services: Chemical raw materials supply; research and analysis services; marketing; logistics; warehousing after-sales services; e-commerce

Assets: 15 worldwide operations centers; 2 warehouses; 1 factory

Trading sales: 60%

72 BANDEIRANTE QUIMICA

2020 SALES: \$215M

Maua, 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; aromatics; 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: 5 branches; 98 tanks; 3 warehouses; truck fleet; 3 laboratories; 3,000 intermediate bulk containers (IBCs)

73 GAMMA CHIMICA

2020 SALES: \$211.6M (€173M)

Lainate, Italy

www.gammachimica.it

President: Giuseppe Mearini

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

Services: Storage; packaging; blending; antifreeze production

Assets: Head office; warehouse of 54,000 square metres (15,000 square metres covered)

74

SUPERIOR INDUSTRIAL SOLUTIONS

2020 SALES: \$210M

Indianapolis, Indiana, US

www.relyonsuperior.com

President: Kurt Hettinga

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

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

Assets: 10 operating locations, 55 trucks, 150 trailers, 250 bulk tanks, 55 blend tanks

75

SELECTCHEMIE

2020 SALES: \$203.6MM

(SWFR180M)

Zurich, Switzerland

www.selectchemie.com

CEO: Peter Kaufmann

Products: FDF (finished dosage forms, medicine); generics; pharmaceutical active substances (APIs) (narcotics, antibiotics, cancer, CNS, CVS); pharmaceutical excipients; nutritional ingredients

Services: Regulatory support; development of generic dossiers; storage; lab trials

Assets: 3 warehouses (Hamburg-Germany, Zurich, Eiken-Switzerland)

Trading sales: 10%

76

TRANSMARE CHEMIE

2020 SALES: \$202.8M

Antwerp, Belgium

www.transmare.com

CEO: Patrick Van Ende

Products: Chemicals and blends for the oil and gas industry; fine chemicals for health; home and personal care ingredients; ingredients for food and feed; organic solvents; inorganic salts; pigments and binders for paint; adhesive and construction chemicals

Assets: Class 2 storage facilities; 11 warehouses (Antwerp, Hamburg, Singapore, Malaysia, Algeria, Angola, Ivory Coast, Nigeria, Kenya, Morocco, Tunisia)

Trading sales: 50%

77

COLONIAL CHEMICAL SOLUTIONS

2020 SALES: \$202.4M

Savannah, Georgia, US

www.colonialchemicals.com

President: Rob Roberts

Product: Full line of organics and inorganics; focus on aromatics; aliphatics; alcohols; acids; chlor-alkali; oleochemicals and specialty



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Services: Global sourcing focused on re-packaging and custom blending; complete logistics, just in time inventory and highest levels of customer service

Assets: 6 rail-served warehouses; multiple bulk tanks; truck and rail fleet; blend tanks

Trading sales: 15%

78

CHEMPARTNERS 2020 SALES: \$202.2M

Moscow, Russia

www.propartners.ru

CEOs: Gaurav Sood, Constantin Rzaev

Products: Polyolefins (thermoplastic polyolefins, polyolefin elastomers); recycled polymers; PVC; polymer processing additives; adhesives and bonding systems (epoxy, polyurethane); solvents; MCAA; water treatment chemicals; animal feed; synthetic fibres; chemicals and blends for the oil and gas industry; disinfection chemicals; food ingredients; flexible packaging; paints and construction chemicals; mining chemicals

Services: Blending; packaging; vendor managed inventory; international and local logistics; sourcing services; surveying services; market research; studying center; auditing

Assets: 22 rented warehouses; 1 owned warehouse

Trading sales: 17%

79

KPL INTERNATIONAL 2020 SALES: \$198.0M (INR 14.46BN)

New Delhi, India

www.kplintl.com

Managing director: Mr. Surinder Kumar Kak

Products: Bulk & essential chemicals; polymers; paper & allied chemicals; specialty chemicals; paint & coating chemicals; industrial & 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; repackaging services; warehousing and logistics services; facilitating technical support from group companies for quality control, testing and plant audits

Assets: 10 warehouses; two bottling facilities for refrigerant and industrial gases; Eight wind turbines with generation capacity of

15.35MW; tea garden

Trading sales: 70%

80

THE PLAZA GROUP 2020 SALES: \$197M

Houston, Texas, US

www.theplazagr.com

President: Randy Velarde

Products: Acetone; benzene; methanol; fuels; toluene; MEK; aqua ammonia; sulphuric acid; lignosulfonates

81

DISAN LATINOAMERICA 2020 SALES: \$187M

Bogota, Colombia

<https://disanlatinoamerica.com>

CEO: Mateo Leon

Products: Additives; ingredients; silicones; fertilizers; feed and food nutrition ingredients; chemical specialties; chemical commodities; textile auxiliaries; enzymes; private label chemical products

Services: Long-term relationships; reliable supply; specialised support; logistics efficiency; one-stop shop portfolio

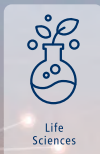
Assets: 15 warehouses; 12 R&D laboratories; 2

Middle East & Africa chemical distribution leaders (2020 sales, \$m)

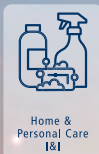
Rank	Company	Sales	Rank	Company	Sales	Rank	Company	Sales
1	Petrochem Middle East	997.4	25	Biesterfeld	38.0	50	Sinochem Plastics	7.0
2	Snetor	925.0	26	Bodo Moeller Chemie	30.6	51	Ricardo Molina Group	6.7
3	Tricon Energy	489.8	27	Linkers Chemicals and Polymers	30.1	52	Unipex	6.6
4	Manuchar	378.0	28	Skystep Trading	28.4	53	Interallis Holdings	5.4
5	Protea Chemicals (Omnia Group)	355.0	29	Grupo RNM	23.7	54	Grolman Group	4.9
6	Solevo	326.5	30	Solventis	20.2	55	Penpet Petrochemical Trading	3.7
7	ICC Chemical	231.3	31	Jebsen & Jessen Group	19.6	56	Lehmann & Voss	3.7
8	Kolmar Group	223.7	32	Opec Plastics	18.0	57	Arpadis Benelux	3.1
9	Ravago Chemicals	220.1	33	Pon Pure Chemicals Group	17.1	58	RAHN-Group	3.0
10	Continental Industries Group	150.0	34	ECM European Chemical Marketing	15.4	59	Neo Chemical	2.8
11	Rakha Al Khaleej International	147.9	35	Indukern	14.7	60	TOP Solvent	2.1
12	Afriglobal Commodities	124.0	36	Safic-Alcan	13.0	61	Wistema	2.1
13	Taj Al Mulook General Trading	122.0	37	Audiche Trading	12.8	62	L'aprochimide	2.1
14	Transmare Chemie	118.7	38	Selectchemie	11.3	63	Life Supplies	2.1
15	Azelis	108.8	39	EMSA Tecnologia Quimica	11.3	64	Bloomchemag	1.8
16	Quimidroga	105.2	40	Wego Chemical Group	10.2	65	2M Group	1.8
17	CellMark	99.5	41	Norkem Holdings	9.7	66	KEMAT	1.7
18	Nesstra Services	89.1	42	Quimdis	8.7	67	PHT International	1.5
19	Al Nahda International (Anichem Group)	83.2	43	Group Barcelonesa	8.6	68	Noahs Ark Chemicals	1.2
20	Omya	62.2	44	L.C.M.	8.6	69	Antonio Tarazona	1.2
21	Prakash Chemicals International	57.8	45	DutCH2	8.2	70	Atlantic Chemicals Trading	1.2
22	Venus Chemicals Group	49.0	46	RishiChem Mideast	7.6	71	Will & Co	1.2
23	Kale Kimya	44.0	47	Barentz	7.3	72	Metafrax Trading International	1.1
24	Echemi Group	42.1	48	Proquibasa	7.3	73	Hawkins	1.0
			49	Arkem Kimya	7.0			

Note: Sales are in the specific region and may differ from total company sales. Sales \$1m and above included

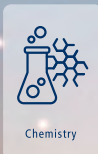
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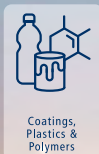
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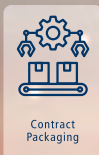
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Trading sales: 15%

82

CHEMGROUP

2020 SALES: \$185.6M

Cincinnati, Ohio, US

www.ChemGroup.com

President: Marty Wehr

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

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

Assets: Super-regional presence across Midwest and Southeast US with 10 warehouses totaling over 500,000 square feet, over 2m gal bulk storage; 28 tractors; 18 straight trucks; 38 trailers; 12 tankers

83

SMC GLOBAL

2020 SALES: \$185M

New York, US

www.smc-global.com

CEO: Adam Feldman

Products: CASE; oil and gas chemicals; water treatment chemicals; electronics chemicals; mining chemicals; textile chemicals; chemical intermediates

Services: Tolling; trucking; financing

Assets: Locations in San Angelo (Texas), Kansas City (Kansas), Kershaw (South Carolina); 50 trucks

84

ATLANTIC CHEMICALS TRADING

2020 SALES: \$183.4M (€150M)

Hamburg, Germany

www.act.de

CEO: Dr Ramin Ghaffari

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

Services: Customising; global supply chain services; storage

Assets: 13 offices worldwide; several warehouses worldwide

Trading sales: 10%

85

REVADA GROUP

2020 SALES: \$183.4M (€150M)

Moscow, Russia

www.revada-group.com

Technical director: Igor Gorlov

Products: Chemical raw materials

Services: Supply chain

Assets: 14,500 square metres total space; up to 30,000 EUR-pallets; 2 areas with mobile shelves; 12 multifunctional loading docks; 2x35 square metres low-temperature controlled area; 10-layers storage; 30% of total space could be used for ADR products; area for flammable materials; 2 offices in Moscow (total about 1,200 square metres)

Trading sales: 100%

86

NORTEX

2020 SALES: \$183.2M

Moscow, Russia

www.nortex-chem.ru

CEO: Vladimir Yakushin

Products: Isocyanates; polyols; PU dispersions; epoxy resins; polyolefins; engineering plastics; antioxidants; synthetic/natural rubber and latex; phenolic resins; PVC resins; plasticizers; detergents; mineral fillers; oil and lubricant additives; synthetic fiber

Services: Warehousing; safety stocks; logistics; drumming; financing; technical consulting

Assets: Central licensed storage hub; 12 regional warehouses

Trading sales: 20%

87

HARKE GROUP

2020 SALES: \$180M (€147.2M)

Muelheim an der Ruhr, Germany

www.harke.com

President: Thorsten Harke

Products: Home care I&I chemicals; coatings; electronics/high purity chemicals; food ingredients; health & functional food; industrial chemicals; cosmetics/personal care ingredients; pharma excipients; plastics; rubber chemicals; specialty plastic films; specialty chemicals; polymers; water-soluble films; water-treatment chemicals

Services: Reformulation; development; regulatory advice; blending; mixing; contract encapsulation; contract packaging; refilling; sandblast gravure; pre-print

Assets: Warehouses in different European countries; 2 production sites (Germany, Hungary); 10 packaging and encapsulation lines; filling stations

Trading sales: 10%

88

BARTON SOLVENTS

2020 SALES: \$174.9M

Des Moines, Iowa, US

www.barsol.com

President: David Casten

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

ents; oils; lubricants

Services: Custom packaging; custom blending; delivery to customer or job site; waste services; laboratory services

Assets: 7 stocking locations; 83 power units; 161 trailers

89

GROLMAN GROUP

2020 SALES: \$167.5M (€137M)

Neuss, Germany

www.grolman-group.com

Managing directors: Dirk Grolman, Florian Grolman, Mike Dörsam

Products: Additives; pigments; dyes; actives & intermediates; performance materials; fillers; resins for paints & coatings; plastics & rubber; construction; sealants & adhesives; printing inks; personal care & pharma; energy storage

Services: Lab tests; formulation advice

Assets: Labs; warehouses; offices

90

HAEFFNER

2020 SALES: \$167M

Asperg, Germany

www.hugohaeffner.com

CEOs: Juergen Martin, Thomas Dassler

Products: Water treatment chemicals; paint; ink; coating; adhesive and resin additives; paint; textile and leather auxiliaries; food additives; feed additives; metal treatment chemicals; household and personal care ingredients; lubricant additives

Services: Value-added services including mixing, blending and formulating repackaging; contract packaging; warehousing of hazardous goods; just-in-time-delivery and application advice by our highly skilled technical sales team; single sourcing

Assets: 6 warehouse facilities across Europe with tank farm for acids/lyes/solvents and hazard analysis and critical control points (HACCP) filling and blending area; 1 laboratory; 30 trucks

Trading sales: 10%

91

KEYSER & MACKAY

2020 SALES: \$162.6M (€133M)

Amsterdam, Netherlands

www.keysermackay.com

Managing partners: Gerard de Waal, Willem Augustinus

Products: Specialty chemicals; raw materials for coatings, inks, plastics, rubber, adhesives, sealants, construction, personal care, food, feed, pharmaceuticals and other applications

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

Assets: Offices, laboratories and warehouses in 7 European countries

92

TAJ AL MULOOK GENERAL

TRADING

2020 SALES: \$157M

Dubai, UAE

www.tajchem.com

Chairman and CEO: Irfan Siddique Mulla

Products: Raw materials for coating; construction chemicals; chemicals for polyurethane industry such as TDI, MDI, polyols; polymers LLDPE, LDPE, HDPE, PVC; lubricant additives and base oil; food ingredients

Services: Warehousing; blending; technical services; logistics and inventory management

Assets: 5 warehouses (2 in Saudi Arabia and 3 in UAE); 5 storage tanks in UAE; 10 delivery trucks

Trading sales: 65%

93

CONNECT CHEMICALS GROUP

2020 SALES: \$156M

Ratingen, Germany

www.connectchemicals.com

CEOs: A Basar Karaca, Dirk Otmar

Products: Household & industrial care chemicals; cosmetics & personal care ingredients; water treatment chemicals; lubricants & metal working fluids; paper chemicals; coatings, adhesives & sealants; plastics

Services: Custom manufacturing; production; storage; blending

94

ELTON GROUP

2020 SALES: \$151.6M (€124M)

Athens, Greece

www.elton-group.com

CEO: Nestor Papathanasiou

Products: Industrial raw materials and specialties for coatings, adhesives, construction, detergents, cosmetics, pharmaceuticals, food, feed, beverages, water treatment, metal treatment, PU systems, textiles, paper, agrochemicals, rubber, plastics and refrigerants

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

Assets: 9 warehouses; 2 laboratories; privately owned trucks and tank trucks

95

2M GROUP

2020 SALES: \$149.9M

Runcorn, UK

www.2m-holdings.com

Chairman and chief executive: Mottie Kessler

Products: Triklone; Perklone and MEC prime; SamSol; chlorine gas (cylinders & drums) for water treatment and chemical synthesis; surfactants/reology modifiers; AdBlue (emission

reduction); aerospace approved products; Pigmentan (anti-corrosive environment friendly pigments); oilfield chemicals; specialty personal care & cosmetics ingredients; hydrocarbons & oxygenated solvents; homecare and I&I ingredients; pharmaceutical excipients and APIs; precision cleaning solutions; preservatives and biocides; fragrances

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

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

96

GROUP BARCELONESA

2020 SALES: \$149.2M (€122M)

Barcelona, Spain

www.grupbarcelonesa.com

CEOs: Enric Collell, Albert Collell

Products: Food additives; feed additives; specialty agrochemicals and micronutrients; specialty additives for oil drilling and completion; mining chemicals; resins, curing agents and composites; aluminium and stainless steel finishing chemicals; detergent and disinfection chemicals; home care chemicals; personal care ingredients; pharmaceutical ingredients; textiles and leather chemicals; specialties for coatings, inks, adhesives, construction, lubricants and paper; pool chemicals; water treatment chemicals; polyols and polyurethanes; chlor-alkalis; acids and bases; metallic salts; solvents; amines; glycols

Services: Blending and formulating; custom and toll manufacturing; contract manufacturing; labelling and drumming; packaging; technical assistance; environmental assistance; VMI (telemetry); agency services; bond warehousing for third parties; logistics; specialised warehousing and transportation for dangerous goods

Assets: 8 warehouses with palletised storage capacity of 70,000 square metres (56,000 pallets), located in southwest Europe and Northern Africa; Sea tanks of 17,000 cubic metres; trucks

Trading sales: 20%

97

METAFRAX TRADING INTERNATIONAL

2020 SALES: \$148.9M (€121.7M)

Lugano, Switzerland

www.metafraxtrading.com

Executive director: Marina Sivkova

Products: Methanol; hexamine and penterythritol (incl micronised grades); melamine; urea; paraformaldehyde; ammonia; phthalic anhydride

Services: Storage of liquid and solid chemi-

cals; trans-shipment; blending; toll manufacturing; warehousing; packaging; deliveries by vessel, rail, container, truck and silo-truck

Assets: Office in Switzerland; manufacturing sites in Russia and Austria; 3rd party warehouses in Finland, Netherlands, Poland, Russia, Spain and US; marketing subsidiary in South Korea

Trading sales: 10%

98

FARAVELLI

2020 SALES: \$148.2M (€121.2M)

Milan, Italy

www.faravelligroup.com

CEO: Luca Benati

Products: Chemicals and raw materials for food; pharmaceuticals; nutraceuticals; cosmetics and various industrial applications

Services: Logistic and storage; regulatory support; formulation support through our labs; blending; repackaging

Assets: 1 plant; 2 labs; 10 warehouses

Trading sales: 25%

99

ALGOL CHEMICALS

2020 SALES: \$146.7M (€120M)

Espoo, Finland

www.algol.com

CEO: Kalle Kettunen

Products: Coatings; food and feed ingredients; construction chemicals; plastics; road and rubber chemicals; industrial chemicals; water treatment chemicals; personal care ingredients; detergents

Services: Packaging; bulk breaking; mixing; tolling; toll manufacturing; storage

Assets: Production sites; warehouses

100

URAI

2020 SALES: \$146.7M (€120M)

Assago, Milano, Italy

www.urai.it

President and CEO: Roberto Giuliani

Products: Specialty chemicals; pigments; additives; resins; paints & coatings chemicals; plastic & rubber chemicals; lubricant chemicals; personal care & cosmetics ingredients; food ingredients; laboratory equipment

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

Assets: Office building; 2 external warehouses

101

WWRC HOLDING

2020 SALES: \$144.2M

Singapore

www.wwrc.com

CEO: Teoh Weng Chai

Products: Resins/intermediates; additives/

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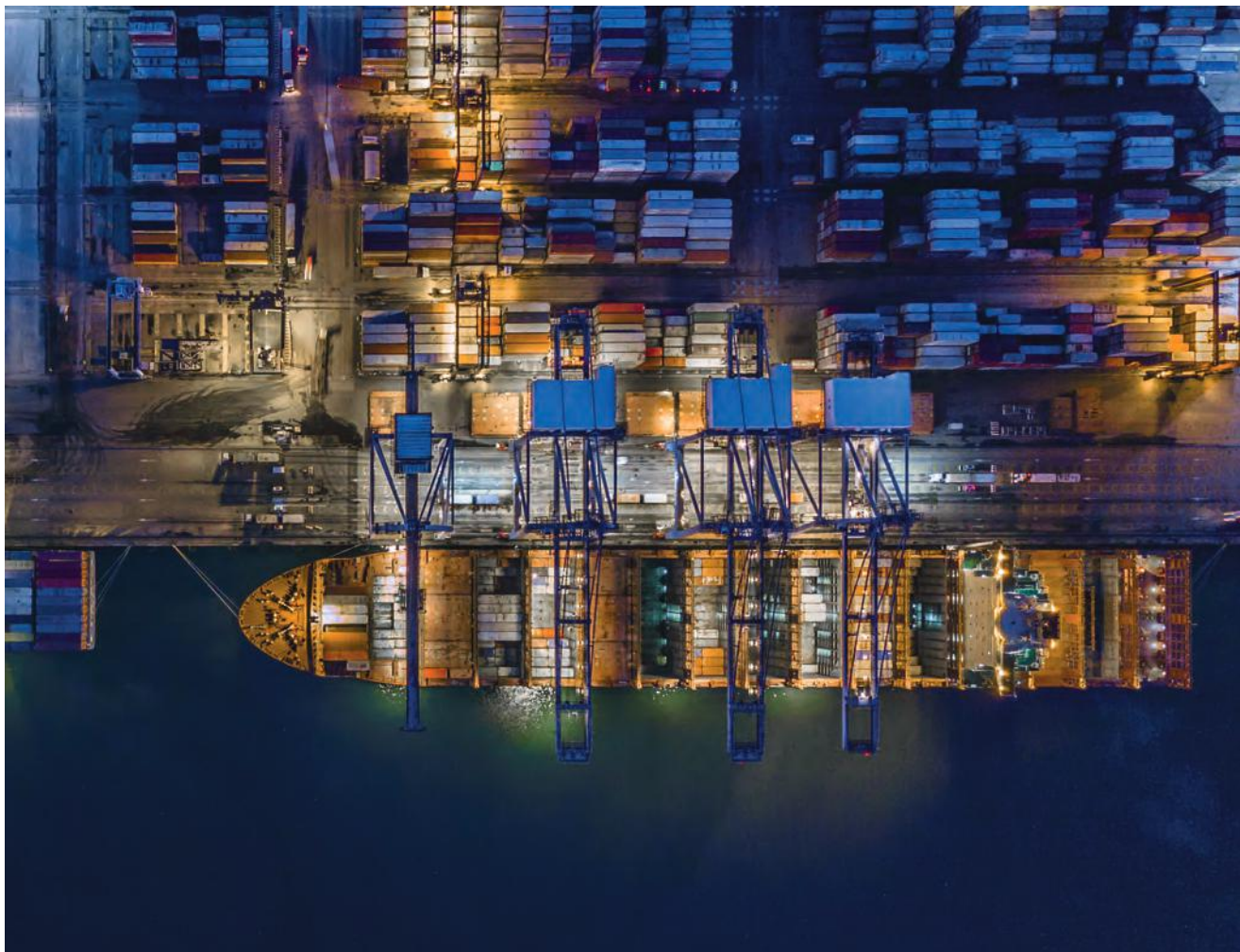


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catalysts; pigments/fillers/extenders; other chemicals/solvents; grinding media

Services: Technical services; storage and delivery

Assets: 8 warehouses

102

BODO MOELLER CHEMIE

2020 SALES: \$136.8M (€111.9M)

Offenbach am Main, Germany

www.bm-chemie.com

Chairman: Frank Haug

Products: Adhesives and bonding systems (epoxy, polyurethane, MMA, hotmelts); sealants; silicones; resins (basic, epoxy, alkyd, acrylic); casting and potting resins for electronics (polyurethane, epoxy and silicone based); hardeners and curing agents; composites (resins, gelcoats, reinforcements); mould-making chemicals (boards, pastes, casting resins); additives for coatings (pigments, light stabilisers, dispersing agents, thickeners; additives for plastics and rubber (pigments, stabilizers, masterbatches, stearates, etc.) Additives for lubricants (corrosion

protection, antioxidants, metal deactivators); chemicals and dyes for textiles; packaging and labelling adhesives; additive manufacturing materials

Services: Packaging; filling; testing; modification; blending and formulating; education and training; application labs for adhesives, coatings and textile chemistry

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

103

TILLMANNS

2020 SALES: \$134.9M (€110.3M)

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; specialty chemicals for water treatment; functional additives and ingredients for food and feed;

specialty casings

Services: Marketing; product formulation and blending; custom packaging; product evaluation in own laboratory; technical support team; green chemistry product solutions; warehousing and supply chain management; vendor managed inventory; fire class 4.1 category for storage of highly flammable products

Assets: 2 company owned and operated warehouses with total capacity of 45,000 tonnes; 2 laboratories; own truck fleet

104

PHT INTERNATIONAL

2020 SALES: \$133.4M

Charlotte, North Carolina, US

www.phtinternational.com

President: Lihong Yu

Products: Pharmaceutical ingredients; agrochemicals; electronic chemicals; consumable/personal care chemicals; textile chemicals; construction chemicals

Services: CDMO; CRO; quality control & regulatory support; green chemistry; flow chemistry; procurement; logistics

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Assets: PHT Pharmaceutical - CDMO; PHT Pharmaceutical Technology - CRO; samples lab; import/export offices in China; procurement team in China; global administrative offices and sales representatives

105 IMPAG GROUP
2020 SALES: \$133.3M (€109M)

Zurich, Switzerland
impag.com / impag.ch
CEO: Remo Bernardi

Products: Coatings additives; anhydrides; acrylates; polyols; flame retardants; polyurethane; green solvents; detergents; base chemicals; cosmetic functionals and active ingredients; food ingredients; pharmaceutical/APIs; oleochemicals

Services: Global logistics; global sourcing; storage; technical support; regulatory support; financing; packaging

Assets: 6 sales offices across Europe; 1 tank farm for liquid goods; filling line for chemicals;

own applications lab
Trading sales: 20%

106 ARPADIS BENELUX
2020 SALES: \$129.6M (€106M)

Antwerp, Belgium
www.arpadis.com
CEO: Laurent Abergel

Products: Isocyanates; polyols; acrylates and monomers; solvents; glycols; adipic acid; HMD; polyaspartics; polyether amines; PTA

Services: Dilution; repackaging; transport; storage; blends

107 CSC JAEKLECHEMIE
2020 SALES: \$126.2M (€103.2M)

Nuremberg, Germany
www.csc-jaekle.de

Managing directors: Robert Spath, Dr Bernhard Schmid, Dr Michael Spehr

Products: Industrial chemicals; acids; alka-

line solutions; solvents; solids; specialties; coatings, adhesives and sealants; industrial 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: Filling and trans-shipment; site warehouse laboratory for quality assurance; tank wagons for chemicals trucks; company vehicles

108 PRIDE CHEMICAL SOLUTIONS
2020 SALES: \$125M

Holtville, New York, US
www.pridesol.com

President: Art Dhom Jr

Products: Alcohols; amines; esters; glycols; glycol ethers; hydrocarbon solvents; ketones; mineral oils; oleochemicals; petrotolurns; plasticizers; silicones; surfactants

Services: NF/USP Kosher repackaging; solvent blending; DSP ethanol denaturing; flammable packaging

Assets: 3 warehouses; multiple tanker trucks; tractor trailers and box trucks

109 AFRIGLOBAL COMMODITIES
2020 SALES: \$124M

Dubai, UAE
www.afriglobalonline.com

Group CEO: Maneesh Garg

Products: Polyurethane chemicals, paint chemicals, cosmetics chemicals, basic chemicals, oilfield chemicals

Services: Logistics; trade finance

Trading sales: 8%

110 NEO CHEMICAL
2020 SALES: \$124M

Dzerzhinsk, Moscow
www.neochemical.ru

CEO/Director: Andrey Lipovetskiy/Vladimir Fedyushkin

Products: Epoxy resins; titanium dioxide; peroxide compounds; oil additives; food ingredients; polyisobutylenes; silanes; hardeners; solvents; fuel additives; flame retardants; base oils; hexene 1; PVC additives; raw materials for cosmetics and household chemicals

Services: Packaging; storage; shipping

Assets: Wholesale warehouse

Trading sales: 55%

111 QUIMDIS
2020 SALES: \$120.5M (€98.5M)

Levallois-Perret, France
www.quimdis.com



President: Jean-François Quarre

Products: Raw materials; food/feed; nutraceuticals; pharmaceuticals and veterinary; flavours and fragrances; cosmetics

Trading sales: 6.8%

112 RAHN-GROUP

2020 SALES: \$120M

Zurich, Switzerland

www.ahn-group.com

CEO: Marcel Gatti

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

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

Trading sales: 50%

113 KALE KIMYA

2020 SALES: \$120M

Istanbul, Turkey

www.kalekimya.com

President: Birgen Kaleagasi

Products: Detergent additives; disinfectant & protection; emulsifier; polymers; surfactants; pool chemicals; actives & antioxidants; paint; oils & esters; conditioners; protectives; perfume; silicones; uv filters; fatty alcohols; adhesives

Services: Storage; transport; production; blending; packaging

Assets: Warehouses; trucks; production facility; laboratories; packaging facility; bulk storage facility

Trading sales: 30%

114 STAUB & CO. - SILBERMANN

2020 SALES: \$117.4M (€96M)

Nürnberg, Germany

www.staub-silbermann.de

Managing directors: Andreas Frank, Peter Stockmeier

Products: Industrial and speciality chemicals; acids and lyes; solvents; solid chemicals; cleaning agents; products for food/feed/pharma/cosmetics; water treatment chemicals; thermal transfer agents; ammonium; AdBlue

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

Assets: 2 warehouses; 20 trucks

Trading sales: 30%

115 PROCHEMA

2020 SALES: \$117.2M

Vienna, Austria

www.prochema.com

CEO: Werner Figlhuber

Products: Additives & hardeners; acrylates & methacrylates; binders & resins; mono-

mers; organic acids; polymers; polyurethane feedstocks; reactive diluents; UV curing monomers

Services: Pan-European sales network, specialized on selected customer branches; market research; financing; storage; supply chain management

Assets: 14 sites in Europe and Asia

Trading sales: 25%

116 C.H. ERBSLOEH GROUP

2020 SALES: \$116.2M (€95M)

Krefeld, Germany

www.cherbsloeh.com

CEO: Christopher Erbsloh

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 and quality control; warehousing; regulatory services; supply chain management; after sales services

Assets: 11 office locations, application and quality control laboratories; fully owned and operated warehouses and tank farm

117 L.C.M.

2020 SALES: \$116.2M (€95M)

Milan, Italy

www.lcm-group.it

President: Fabio Lencioni

Products: Raw materials for the pharmaceutical, nutraceutical, cosmetic and personal care, animal nutrition, chemical and food industries; APIs; active ingredients; excipients; synthesis intermediates; extracts; enzymes; amino acids; emulsifiers; fibres and stabilizers; vitamins; feed ingredients; agri/horti chemicals; water treatment chemicals; oleochemicals; plastic additives; polymers; resins; surfactants; silicones; pigments; galvanic products; leathers and fabrics; coatings; organic and inorganic raw materials

Services: Sourcing; import/export; blending development; customised ingredients and formulation solutions; expert technical and regulatory affairs support; consultancy and advisory services for Europe's Reach regulation; trained sales force; local stockholding; tailor-made services

Assets: Strategic stock points at Genoa and Ravenna port, in addition to 3 storage and distribution warehouses; offices and market access in EMEA, including North Africa and Middle East

118 TILLEY CHEMICAL

2020 SALES: \$115.9M

Baltimore, Maryland, US

www.tilleychem.com

President and CEO: Sean Tilley

Products: Food ingredients; pharmaceutical ingredients; personal care ingredients, HI&I chemicals, fragrances, chemical processing

Services: Contract blending and packaging

Assets: 28 tank trucks; 10 van trailers; 10 straight trucks; 2 rail facilities; multiple warehouses

119 NESSTRA SERVICES

2020 SALES: \$110.9M

Slough, UK

www.nesstra.com

CEO: Alwan Hitti

Products: Polyurethane chemicals (polyols, TDI, MDI, additives); polyurethane foam plants, cutting machines and spare parts; basic chemicals (calcium carbonate, caustic soda, glycerine, hexane, hydrogen peroxide, methylene chloride, MPG, sulphuric acid, titanium dioxide, toluene, xylene); plastics (HDPE, LDPE, LLDPE, PVC); construction, mining and electrical equipment and consumables

Trading sales: 15%

120 UNIPLEX

2020 SALES: \$110.7M (€90.5M)

La Defense, Paris, France

www.uniplex.com

CFO: Patrice Barthelmes

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

Services: Tailored services; technical expertise; formulation assistance; repackaging; storage; CSR; regulatory monitoring; quality; ISO; analytical reference standards

Assets: 2 warehouses

Trading sales: 5%

121 NAGASE SPECIALTY MATERIALS

2020 SALES: \$110M

Itasca, Illinois, US

www.nsm-na.com

President and COO: Mark Miller

Products: Coatings, adhesives, sealants, elastomers; pigment dispersions; polymers; UV coatings; paints; personal care; hair care; actives

Services: Laboratory services; innovation

Assets: Itasca Innovation Lab

Trading sales: 50%

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Latin America chemical distribution leaders (2020 sales, \$m)

Rank	Company	Sales	Rank	Company	Sales
1	Brenntag	1,001.5	41	CellMark	15.5
2	Tricon Energy	881.0	42	DAXX	13.4
3	Manuchar	720.0	43	The Chemical Company	12.5
4	GTM Holdings	690.0	44	Nesstra Services	11.7
5	Univar Solutions	451.0	45	DutCH2	10.0
6	Helm	450.7	46	Lehmann & Voss	8.6
7	Quimica Anastacio	417.8	47	Clariquimica	7.9
8	Snetor	392.0	48	Prakash Chemicals International	7.1
9	MCassab	334.0	49	Ricardo Molina Group	6.4
10	Pochteca	291.1	50	SAME Chemicals	4.9
11	Quimtia	268.0	51	Transmare Chemie	4.8
12	Indukern	216.0	52	Norkem Holdings	4.2
13	Bandeirante Quimica	215.0	53	SolvChem	4.2
14	Disan Latinoamerica	187.0	54	Safic-Alcan	4.0
15	IMCD	173.5	55	Quimidroga	3.7
16	Jebsen & Jessen Group	172.4	56	Arkem Kimya	3.0
17	Continental Industries Group	150.0	57	Equilex	2.9
18	Omya	73.5	58	Solventis	2.7
19	Barentz	63.6	59	PHT International	2.6
20	Metachem	60.0	60	Group Barcelonesa	2.5
21	Kolmar Group	59.2	61	Noahs Ark Chemicals	2.5
22	Solven Solventes e Quimicos	40.4	62	Wistema	1.8
23	Quelaris	38.6	63	Metafrax Trading International	1.8
24	Henry Hirschen	37.6	64	2M Group	1.7
25	Carbono Quimica	36.9	65	Hawkins	1.6
26	Wego Chemical Group	35.1	66	Ketsin de Costa Rica	1.6
27	Biesterfeld	35.0	67	Aug. Hedinger	1.2
28	Skystep Trading	34.5	68	Lavollee	1.2
29	Selectchemie	31.7	69	Penpet Petrochemical Trading	1.2
30	Petrochem Middle East	28.4	70	Atlantic Chemicals Trading	1.2
31	Morais de Castro	28.3	71	Rakha Al Khaleej International	1.1
32	Opec Plastics	27.0	72	Basstech International	1.0
33	Echemi Group	24.5	73	RAHN-Group	1.0
34	Ravago Chemicals	24.5	74	Haefner	1.0
35	Assuncao Distribuidora	24.0	75	Hubbard-Hall	1.0
36	ICC Chemical	23.2	76	Sinochem Plastics	1.0
37	TZ Group (Tau, Treza)	20.4			
38	ECEM European Chemical Marketing	20.2			
39	Sulatlantica Importadora e Exportadora	19.5			
40	Brisco do Brasil	16.0			

Note: Sales are in the specific region and may differ from total company sales. Sales \$1m and above included

CEO: Francois-Xavier Coiffard

Products: Pharmaceutical ingredients; personal care ingredients; resins & coatings; construction chemicals; water treatment chemicals; industrial chemicals

Services: Wholesaling; warehousing; filling & repackaging; on-time delivery; sourcing

125 SKYSTEP TRADING

2020 SALES: \$105M

Limassol, Cyprus

www.skystep.eu

Director: Oksana Spyrou

Products: Acrylates; oxo-alcohols; sulphur; sodium tripolyphosphate; soda ash; sodium sulphate; caustic soda; potassium hydroxide; potassium carbonate; potassium sulphate; sodium lignosulphonates; chromium compounds; acetone; methylene chloride; rubbers; glycols; phenol; isopropyl alcohol; ethanolamines and many others

Services: Sales and marketing; financing; extensive technical and customer support; logistics and documentation; transportation and forwarding of dry and tank containers; bulk shipping; handling and re-packaging; storage and inventory management.

Assets: Terminal in Novorossiysk, Russia; two offices in Limassol, Cyprus; 40+ highly-skilled employees

Trading sales: 80%

126 SEA-LAND CHEMICAL

2020 SALES: \$104.6M

Westlake, Ohio, US

www.sealandchem.com

President: Jennifer Altstadt

Products: Specialty amines; biocides/preservatives; corrosion inhibitors; esters; fatty acids; surfactants; extreme pressure additives; chelating agents; lubricity aides; anti-oxidants; sodium sulphonates; poly alpha olefins; normal alpha olefins; rheology modifiers; industrial and transportation lubricants and additives

Services: Warehousing; repackaging; product sourcing; market development; technical expertise; laboratory testing; domestic and international logistics; small package to bulk deliveries; consolidation of orders; regulatory support

Assets: 10 warehouse locations in North America and Europe; 6 repackaging facilities; one testing laboratory

127 CLEARTECH INDUSTRIES

2020 SALES: \$104M

Saskatoon, Saskatchewan, Canada

www.cleartech.ca

President: Randy Bracewell

Products: Acids; activated carbon; alkalis; biological augmentation; chelating & seques-

122

PENPET PETROCHEMICAL TRADING

2020 SALES: \$107.6M (€88M)

Hamburg, Germany

www.penpet.com

General managers: Tim Meister, Christoph Meister

Products: Oxo-alcohols; melamine; solvents; plasticizers

Services: Blending; packaging; storage

Assets: 2 warehouses

Trading sales: 25%

123

LIFE SUPPLIES

2020 SALES: \$107.6M (€88M)

Olen Belgium

www.life-supplies.com

Managing director: Chantal Voets

124

NOVASOL CHEMICALS GROUP

2020 SALES: \$105M

Brussels, Belgium

www.novasolchemicals.com



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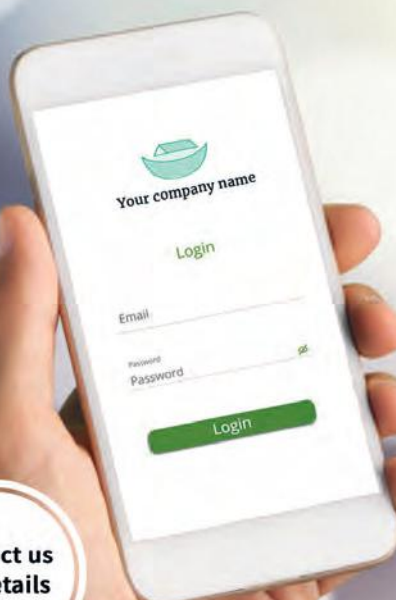
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Services: Blending; custom packaging; transload

Assets: 9 facilities across 7 Canadian cities

128 MAYS CHEMICAL

2020 SALES: \$101.2M

Indianapolis, Indiana, US

www.mayschem.com

President: Kristin Mays-Corbitt

Products: Acidulants; alkalis; citrates; humectants; flavours; glycerine; glycols; phosphates; solvents; stearates; surfactants

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

Assets: 2 warehouses; 1 warehouse/blending facility; 5 liquid tank trucks; 2 liquid tank trailers; 12 forklifts/related equipment

129 NOAHS ARK CHEMICALS

2020 SALES: \$97.8M (€80M)

London, UK

www.noahsark.eu.com

CEO: Jeroen Baaima

Products: Ethylene glycol; styrene monomer; acrylic resins; pigments; CASE monomers

Services: Trading

Assets: Tank and warehouse storage in Benelux

Trading sales: 10%

130 AEGEAN FIRST COMPANY

(AFCO)
2020 SALES: \$95.4M (€78M)

Athens, Greece

www.afco.gr

CEO and President of the Board: Christos Spanos

Products: Polymers; specialty chemicals; organic and inorganic chemicals; pharmaceutical ingredients; agrochemicals; food ingredients

Services: Storage; technical support; technical sales

Assets: Branch offices in Bucharest, Sofia and Belgrade; 9 warehouses rented; 51 employees

Trading sales: 6%

131 ILARIO ORMEZZANO

2020 SALES: \$91.7M (€75M)

Gaglianico, Italy

www.ilarioormezzano.it

President and CEO: Giancarlo Ormezzano

Products: Solvents; phenol; acrylates; base chemicals; pharmaceutical intermediates; hydrocarbons

Services: Storage of liquid and solid products; storage for third parties; blending; customised handling (packaging, mixing, filling

and labelling); quality control; technical after sales support; REACH support

Assets: 2 owned warehouses with total of 51,500 square metres and storage capacity for liquid products of more than 7,700 cubic metres; 1 rented warehouse; 3 offices; 2 laboratories; 5 trucks

Trading sales: 20%

132 TCR INDUSTRIES

2020 SALES: \$90M

La Palma, California, US

www.tcrindustries.com

President: Gary Glaviano

Products: Paints and coatings; plastics; CASE; food ingredients; pharmaceutical ingredients; personal care ingredients; beverage ingredients; HI&I chemicals; nutraceuticals; building materials

133 CHIMPEX INDUSTRIALE

2020 SALES: \$86.8M (€71M)

Naples, Italy

www.chimpex.it

President and CEO: Salvatore Romano

Products: Base chemicals (organics and inorganics); AdBlue; water treatment chemicals; composite materials; food additives; home care and industrial cleaning chemicals

Services: Tailor-made solutions for industrial and specialty; technical support

Assets: 3 plants in Italy in the north, southeast, southwest; more than 130 tanks; AdBlue plant; potassium soap plant; production facilities

134 CHEMSOLV

2020 SALES: \$86.5M

Roanoke, Virginia, US

www.chemsolv.com

CEO: L Glenn Austin

Products: Full line of organic and inorganic industrial solvents and chemical products; surfactants; silicones; metalworking fluids; chlor-alkali; oils and lubricants; specialty blends

Services: Blending; packaging; transportation; solvent distillation and purification; technical support; safety and environmental consulting

Assets: 5 locations; large bulk storage facility; large fleet of trucks and trailers

Trading sales: 2%

135 MILES CHEMICAL

2020 SALES: \$86.3M

Arleta, California, US

www.mileschemical.com

CEO: Michael Miles/Chairman: Anthony Miles

Products: Acids; esters; lubricants; fatty chemicals; pigments; alcohols; flavours and fragrances; plasticizers; aldehydes; food additives; polyglycols; amines; glycol ethers; hy-

drogen peroxide; solvents; chelating agents; chlor-alkali; inorganics; surfactants; chlorinated solvents; institutional maintenance chemicals; thickening agents; ketones

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

Assets: Bulk storage capacity of 270,000 gal; warehouse space of 350,000 square feet; 30 trailers; 32 railcars; 24 tankers; 6 Bobtails

136 H.M. ROYAL

2020 SALES: \$86M

Trenton, New Jersey, US

www.hmroyal.com

President: Joseph Royal

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

Services: Market development; sales; order fulfilment

Assets: New Jersey-based distribution site; California-based distribution site; 18 regionally deployed salespeople

Trading sales: 40%

137 PRAKASH CHEMICALS INTERNATIONAL

2020 SALES: \$86M

Vadodara, Gujarat, India

www.pciplindia.com

Managing director: Manish K Shah

Products: Caustic soda flakes; TDI; benzyl alcohol; ethyl acetate; sodium sulphate anhydrous; cinnamic aldehyde; SLES; chlorinated paraffin wax; benzyl chloride; liquid glucose; DEP; dextrose monohydrate; hydrochloric acid; white oil; hydrogen peroxide; colour speckles; liquid chlorine

Services: Blending; packaging; storage; labelling; logistics and supply chain services; exports to DDP; quality assurance; inspection; country specific documents compliance; REACH registration; FAMI-QS certification; ISO 9001:2015; ISO 14001:2015

Assets: 2 manufacturing plants; 1 R&D lab; 2 warehouses; four subsidiaries outside India

138 CHEM INTERNATIONAL

2020 SALES: \$85.4M

Warsaw, Poland

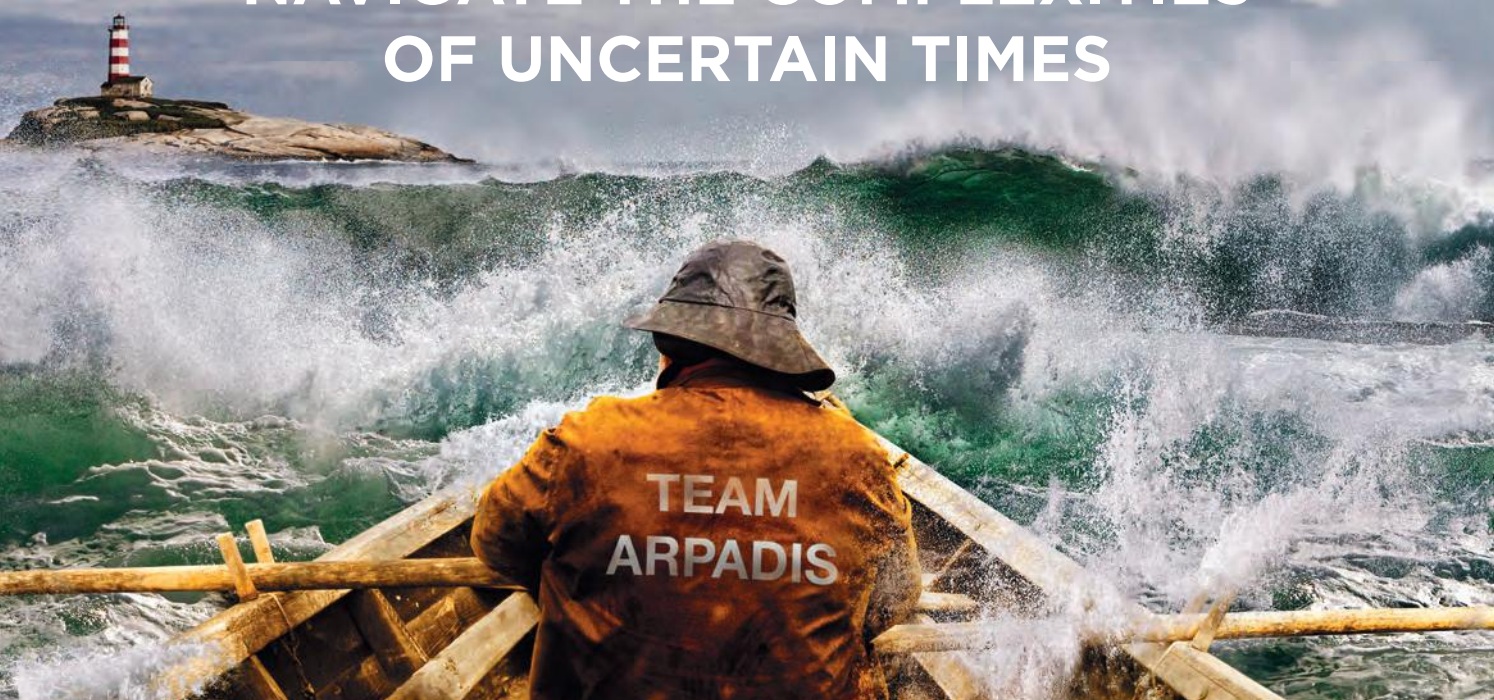
www.chem.international

Board member, CEO: Cezary Mielczarek

Products: VAM; styrene monomer; IPA, BA; phenol; glycols; solvents; anhydrides; polymers; EPS; caustic soda

Services: Logistics support; intermodal solutions; warehousing; storage; customised ser-

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139

UNION PETROCHEMICAL
2020 SALES: \$85.2M (BT2.56BN)

Bangkok, Thailand

www.unionpetrochemical.com

Managing director: Perapol Suwannapasri

Products: Alcohols; aromatics; esters; glycols; glycol ethers; ketones; monomers; PP and PE

Services: Blending; packaging; repackaging; storage; delivery; inventory management

Assets: 5 warehouses; 30 trucks

140

AL NAHDA INTERNATIONAL (ANICHEM GROUP)
2020 SALES: \$84.2M

Dubai, UAE

alnahda.group

Group managing director: Dr 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 facility; 3PL warehousing; custom blending

Assets: 25,000 cubic metres tank terminal

storage with dedicated berth access (<500m away) at the Jebel Ali port; 9 warehouses; 3 production facilities (including a 15,000 tonne sulphonation plant); 3 laboratories

141

THE CHEMICAL COMPANY
2020 SALES: \$83.5M

Jamestown, Rhode Island, US

www.thechemco.com

Sales and marketing specialist: Ben Sawicki

Products: Polymer additives; plasticizers; coatings, adhesives, sealants and elastomers (CASE); flame retardants; silanes; water treatment chemicals; intermediates; acids

Services: Global procurement; packaging; imports; international customs management; EH&S team; logistics and rail fleet management

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

142

TANNER INDUSTRIES
2020 SALES: \$83M

Southampton, US

www.tannerind.com

President and CEO: Brad Tanner

Products: Anhydrous ammonia, aqua ammonia and urea solutions

Services: Storage tanks; pump out services; tank maintenance; safety training

Assets: 13 distribution locations; full fleet of tractors and trailers; highly trained company drivers

143

NEWPORT INDUSTRIES
2020 SALES: \$82.7M (£60.5M)

Richmond, London, 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

Trading sales: 100%

144

AUG. HEDINGER
2020 SALES: \$82.2M (€67.24M)

Stuttgart, Germany

www.hedinger.de

CEO: Johann-Ludwig Raiser

145 TRIISO 2020 SALES: \$81.5M

Cardiff, California, US

www.tri-iso.com

President: Jason Scott

Products: Polyurethanes; paints and coatings; metalworking fluids and lubricants; greases and oils; adhesives and sealants; epoxies; composites and advanced materials

Services: Logistics; warehousing; importing and exporting

Products: Chemical processing; personal care; pulp and paper; paint and coatings; automotive; municipal; petroleum refining; food and beverage; adhesives and sealants; soaps and detergents; electronics; textiles; pharma; metals

Services: Contract packaging; blending; bulk rail transloading

Assets: Multiple facilities with over 300,000 square feet of storage; private truck fleet; bulk storage

Cleveland, Ohio, US www.chemicalsolvents.com

CEO and owner: Ed Pavlish

Products: Aromatics; aliphatics; chlorinated solvents; acetates; alcohols; amines; esters; glycol ethers; ketones; silicones; surfactants; white oils

Services: Custom blending; hazardous waste disposal

146 SHANGHAI SAIFU CHEMICAL DEVELOPMENT 2020 SALES: \$81.2M (CNY530M)

Shanghai, China

www.saifu.cn

CEO: Tao Yu

Products: 100+ cosmetics/personal care ingredients; industrial ingredients

Assets: 2 subsidiary companies; 1 technical application centre with 2 laboratories

150 CHEMISPHERE 2020 SALES: \$78.5M

St Louis, Missouri, US

www.chemispherecorp.com

President: Matthew Schwent

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

Assets: 1.4m gal tank farm storage; 14 car rail spur; 60,000 square feet warehouse space; bulk tanker fleet

154 CALLAHAN CHEMICAL 2020 SALES: \$74.7M

Palmyra, New Jersey, US

www.calchem.com

President: Gregory D Shetler

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

Services: Bulk liquids packaging; custom blending; returnable containers, drums and totes; customized tote programs; custom labelling; remote tank monitoring; vendor managed inventory; consignment inventory; committed inventory to forecast; mixed truckload deliveries; LTL quantities; JIT deliveries

Assets: 3 dedicated white rooms for NF, FCC, USP and Kosher packaging; 5,000 square feet of temperature controlled (hot/cold) warehousing; 400,000 square feet of environmentally controlled warehousing; 90,000 gal bulk storage

147 HARWICK STANDARD DISTRIBUTION 2020 SALES: \$80.6M

Akron, Ohio, US

www.harwick.com

President and CEO: Ernie Pouttu

Products: Polymers, rubber chemicals; plasticizers; process oils; flame retardants; activators; chemical and colour dispersions; processing aids; organic peroxides; resins; vulcanizing agents; colourants; adhesives; stabilizers; 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 company owned truck

Trading sales: 5.5%

151 TRINTERNATIONAL 2020 SALES: \$77.3M

Edmonds, Washington, US

www.trichemicals.com

CEO and owner: Megan E Gluth-Bohan

Products: Industrial, specialty, and fine chemicals for paints, coatings, adhesives, sealants, inks and dyes, polymer, composite and construction, metal working, textiles, lubricants, household and industrial cleaning, water treatment, oil and gas, food and beverage, feed and agriculture, pharmaceutical, cosmetics and personal care products

Services: Marketing; logistics; technical services; custom manufacturing; blending; contract packaging

Assets: 1 office building

Trading sales: 26%

155 WEBB CHEMICAL SERVICE 2020 SALES: \$74M

Muskegon Heights, Michigan, US

www.webbchemical.com

CEO: Brad Hilleary

Products: Organic solvents; inorganics; chlor-alkali; acids; surfactants; aromatics; aliphatics; ethanolamines; alcohols

Services: Company-owned fleet and drivers; blending; inventory management; on time delivery

Assets: 40 tankers; 6 warehouses; 25 bulk tanks; 100 customer-focused employees

148 MEADE-KING, ROBINSON & CO 2020 SALES: \$80.6M (£59M)

Liverpool, UK

www.mkr.co.uk

Managing director: Philip Tarleton

Products: Oleochemicals; glycerine; waxes; epoxy resins; base oils; process oils; castor oil; malic acid; ethanol & esters

Services: Warehousing; repackaging; blending; storage; formulating

Assets: Warehouse and blending facilities

Trading sales: 19%

152 GREENCHEM INDUSTRIES 2020 SALES: \$75.8M

West Palm Beach, Florida, US

www.greenchemindustries.com

CEO: John Lagae

Products: Acetates; acids; acrylates; amines; aromatics; chlorinated solvents; DMC; ketones; glycerine; glycols; glycol ethers; NMP; nonyl phenol ethoxylates; phthalates; plasticizers; PCBTf; THF; d-limonene

Services: Logistics; transportation; warehousing; import/export; small packaging; e-commerce; 3PL; repackaging

Assets: 35 public warehouses

156 ANTONIO TARAZONA 2020 SALES: \$73.4M (€60M)

Valencia, Spain

www.antoniotarazona.com

CEO: Daniel Tarazona

Products: Urea; calcium nitrate; ammonia; urea solutions; MAP; MKP; dicalcium phosphate; phosphoric acid; DAP; potassium nitrate; ammonium sulphate; potassium sulphate; industrial additives; NPK water soluble

Services: Blending; packaging; manufacturing; logistics

149 GEORGES S. COYNE CHEMICAL 2020 SALES: \$79.7M

Croydon, Pennsylvania, US

www.coynechemical.com

President and CEO: Thomas H Coyne Sr

153 CHEMICAL SOLVENTS 2020 SALES: \$75M

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AL NAHDA INTERNATIONAL



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Assets: 65,000 square metres warehouse space

Trading sales: 30%

157

MAHA CHEMICALS
2020 SALES: \$71M

Singapore

www.mahachem.com

Chairman: Tan Seow Hoon

Products: Carbon black; construction material chemicals; resins; polymers; emulsions; additives; functional fillers; pigments and colourants; biocides; surfactants; analytical instruments; lab equipment and machines

Services: Sales and marketing; warehouse storage; logistics; repackaging; process and digital technology solutions

Assets: 15 warehouses; 9 trucks

158

SOLVCHEM
2020 SALES: \$71.0M

Pearland, Texas, US

www.solvchem.com

CEO: Jean-Pierre Baizan

Products: Solvents; organic and inorganic chemicals; epoxies; silicones; silicone emulsions; hydrocarbon resins; hydroxyl ethyl cellulose; titanium dioxide; acrylates

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

Assets: 9 trucks; 24 trailers; 15 tankers

159

WILL & CO.
2020 SALES: \$70.9M (€58M)

Badhoevedorp, Netherlands

www.will-co.eu

Managing director: Jacques van Lindonk

Products: 1,4-butanediol and derivatives (THF, GBL); bio succinic acid; plasticizers and flame retardants; pigments; proteins; cosmetic and personal care ingredients; coating resins and additives; biobased solvents and binder; 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: 10%

160

ASTRO CHEMICALS
2020 SALES: \$70.0M

Springfield, Massachusetts, US

www.astrochemicals.com

President: Chris Diamond

Products: Solvents; chlor-alkali; pharma-

ceutical-grade chemicals; food-grade chemicals; adhesives; activated carbon; water treatment chemicals; wastewater treatment chemicals; mineral oils and petrolatums; acetates; heat transfer fluids; alcohols; citrates; phosphates; silicates

Services: Blending; packaging; storage; logistics

Assets: 2 warehouses; 14 trucks; 5 tankers; 13 12,500 gallon storage tanks; 10 positions for rail unloading

161

SKYHAWK CHEMICALS
2020 SALES: \$68.9M

Houston, Texas, US

www.skyhawkchemicals.com

President: Jill Knickerbocker

Products: Caustic soda; methanol; calcium chloride; sulphuric acid; anhydrous ammonia; aqua ammonia; KOH; urea; propylene glycol; hydrochloric acid; xylene; bleach; polyphosphoric acid; benzoic acid; ethylene glycol

Services: Blending; packaging; storage

Assets: 275 gal and 330 gal totes

162

L'APROCHIMIDE
2020 SALES: \$67.9M (€55.5M)

Muggio, Italy

www.aprochimide.it

President: Claudio Sadino

Products: Titanium dioxide; iron oxides; blanc fixe; minerals; inorganic pigments; industrial raw materials; food additives; feed additives; glass beads

Services: High storage capacity; logistics solutions; import/export; inventory management; supply chain solutions; repacking facility

Assets: 3 owned warehouses total 28,000 sqm.; owned office building 750 msq; certified warehouse for food additives and feed additives; truck for local delivery

163

INTERALLIS HOLDINGS
2020 SALES: \$67.7M (€55.4M)

Nicosia, Cyprus

www.interallis.com

President of the board: Nikos Kazantzis

Products: Human nutrition ingredients; home & personal care chemicals; lubricants; construction chemicals; polymers; animal nutrition ingredients; agro supplies

Services: Logistics; value-added services

Trading sales: 50%

164

CONNECTION CHEMICAL
2020 SALES: \$66.5M

Newtown, Pennsylvania, US

www.connectionchemical.com

President: Frank Farish

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

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

Assets: 12 stocking locations nationwide; strategic deep draft storage

165

LAVOLLEE
2020 SALES: \$66.0M (€54M)

Paris, France

www.lavallee.com

President: Herve O Lavallee

Products: Additives and ingredients for coating; IFL; polymers; friction; water treatment; pharma; personal care; food; F&F

Services: Technical advice in formulation; lab; outsourcing; VMI; consignment; repackaging; storing

166

AIREDALE CHEMICAL
2020 SALES: \$65.3M (€47.8M)

Keighley, UK

www.airedalechemical.com

Group CEO: Chris Chadwick

Products: Industrial chemicals; specialty chemicals; phosphoric acid; peracetic acid; antifoams; surfactants; phosphates

Services: Small pack chemical filling; contract/toll manufacture

Assets: 4 acre production facility; 9 warehouse storage locations; bulk chemical tank farm; fully owned distribution fleet

Trading sales: 65%

167

POLYSTYLEX
2020 SALES: \$64.6M (€52.8M)

Riga, Latvia

www.polystylex.com

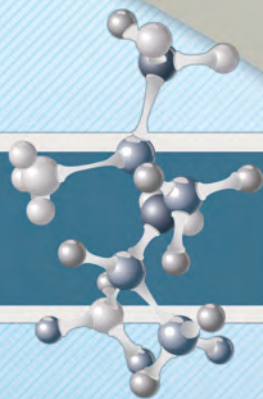
CEO: Anton Viderker

Products: Polyethylenes (LDPE, LLDPE, mLLDPE, HDPE, EBA, EVA); polypropylenes (HPP, ICP, RCP); polycarbonates; masterbatches and colours (AF, AB, SL, AT, UV, UVA, FR, PA); adhesive resins; polyamides; ABS

Services: Customer service; technical support; product development support; storage; delivery; logistics solutions; reserved stock; financing; documentation; counselling

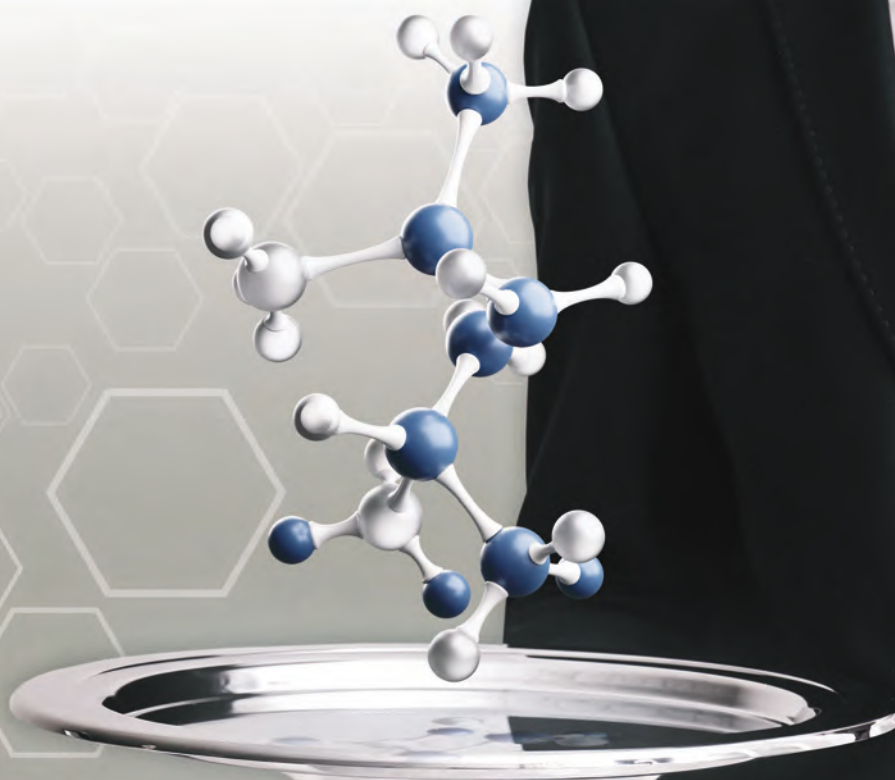
Assets: Warehouses and office in Riga, Latvia; warehouses and office in Kiev, Ukraine; warehouses and office in Kaliningrad, Russia

Trading sales: 2%



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168

RICARDO MOLINA GROUP
2020 SALES: \$64.2M (€52.5M)

Barcelona, Spain

www.ricardomolina.com

President: Gemma Molina

Products: Specialty chemicals for coatings, building, adhesives, construction, lubricants, pharmaceuticals, cosmetics, personal and home care, rubber, plastics, water treatment, food and beverage, agrochemicals

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

Assets: 3 labs; 1 warehouse

169

ROWELL CHEMICAL
2020 SALES: \$62M

Hinsdale, Illinois, US

www.rowellchemical.com

President: Thomas Harris

Products: Water treatment chemicals; industrial chemicals

Services: Terminal services

Assets: Plant owned and operated by Rowell Chemical; trucking fleet

170

NATIONAL CHEMICAL
2020 SALES: \$61.1M (€50M)

Dublin, Ireland

www.ncc.ie

CEO: Alan Looney

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

Services: Full supply chain solutions including risk assessment, sourcing, accreditation, regulatory support, logistics and supply

Assets: ISO 13485 medical polymer compounding plant in JV with Innovative Polymer Compounds (IPC)

Trading sales: 70%

171

EMSA TECNOLOGIA QUIMICA
2020 SALES: \$60.5M (€49.5M)

Barcelona, Spain

www.emsaquimica.com

CEO: Jorge Grima

Products: Pigments; fillers; binders; surfactants; additives; agrochemicals; minerals; inorganics; monomers and polymers

Services: Custom blending and packaging; toll manufacturing; compacting technologies; atomisation

Assets: 5 offices; 4 warehouses; 1 laboratory

Trading sales: 40%

172

METACHEM
2020 SALES: \$60M

Sao Paulo, Brazil

www.metachem.com.br

President: Ricardo Rego Freitas

Products: Food ingredients; basic oils; coating additives; lubricant additives; feed ingredients; fertilizer raw materials; flame retardants; phosphate derivatives; TOFA; home care raw materials

Services: Technical service; logistics support

Assets: Warehouses in Brazil and Uruguay; business offices

Trading sales: 57%

173

MOGOIL
2020 SALES: \$59.9M (€49M)

Berlin, Germany

www.mogoil.com

General manager: Andreas Rogge

Products: Base oils; process oils; low viscosity oils; paraffin waxes

Services: Supply; storage; customs clearance; financing; technical support

Trading sales: 40%

174

PROQUIBASA
2020 SALES: \$59.9M (€49M)

Barcelona, Spain

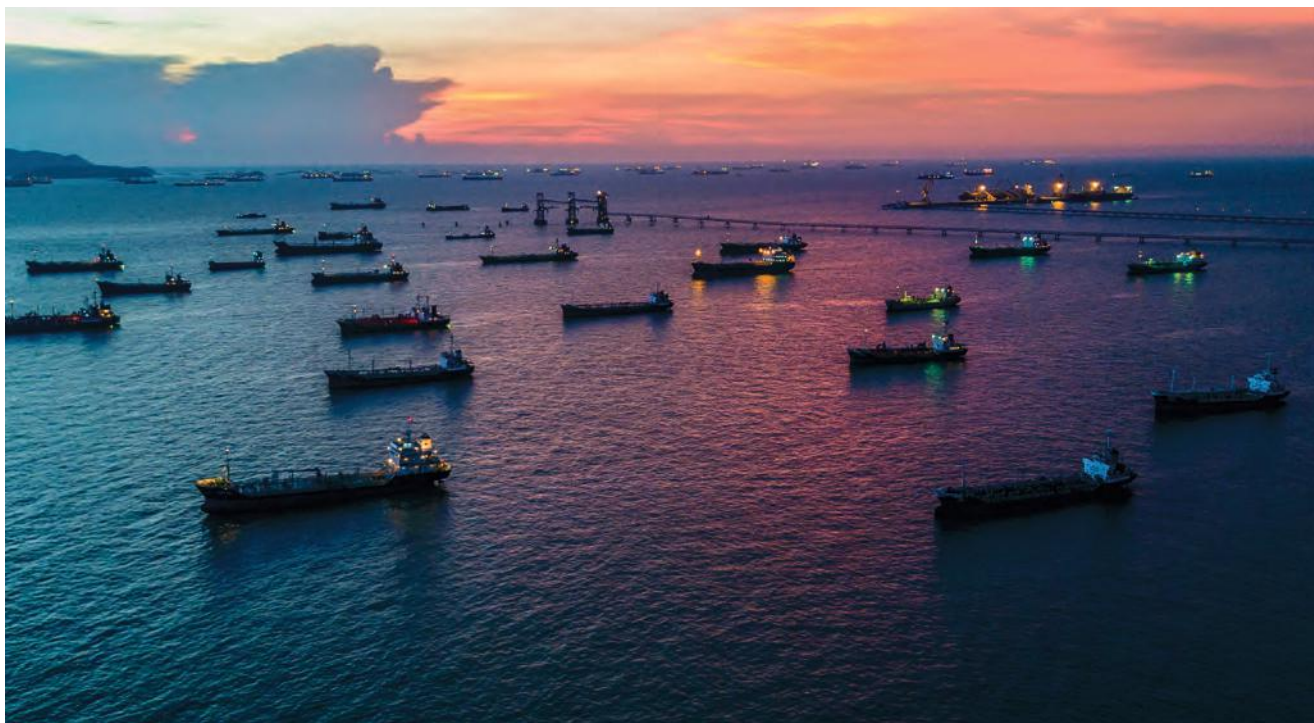
www.proquibasa.com

Managing director: Ivan Sanchez

Products: Specialty and commodity chemicals; coatings, construction and adhesives; pigments and performance products; water treatment; household and industrial cleaning; lubricants and metalworking

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

Assets: Full service and wholly-owned facilities in Barcelona with tank farm (80 tanks) and 7,000 square metres warehouse, regional hub in Madrid with tank farm (24 tanks) and 2,000 sq metres warehouse



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175

SAME CHEMICALS

2020 SALES: \$59.1M (€48.3M)

Barendrecht, Netherlands

www.samechemicals.com

Managing director: Cees-Jan Crezee

Products: Acetates; acrylates; alcohols; DCPD; glycols; glycol ethers; hydrocarbon solvents; ketones; styrene

Services: Bulk distribution; salvage trading; recycling; warehousing; logistics; storage; Reach consultation

Assets: Offices in The Netherlands, Denmark and Poland

Trading sales: 20%

176

WALSH & ASSOCIATES

2020 SALES: \$58.7M

Saint Louis, Missouri, US

www.walsh-assoc.com

President & CEO: Ellen M. Murphy

Products: Products for CASE; HI&I; ink; personal care; oil & gas; agriculture; food & beverage; pharma; plastic; and green chemistry

Services: Manufacturing; blending; contract packaging; technical training & EHS

Assets: 8 warehouse locations; 30,000 gal liquid bulk storage; 1 tractor trailer

177

COAST SOUTHWEST

2020 SALES: \$56.5M

Arlington, Texas, US

www.coastsouthwest.com

President: Joseph C Cimo

Products: Surfactants; silicones; personal care ingredients; anti-aging; preservatives; oleochemicals and lubricants

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

Assets: 8 locations; 7 trucks; applications laboratory

178

CORNELIUS GROUP

2020 SALES: \$56.2M (£41.1M)

Bishop's Stortford, UK

www.cornelius.co.uk

CEO: Phillip Gibbons

Products: Monomers; specialty chemicals; food ingredients; personal care ingredients; pigments; additives; resins; minerals; surfactants; adhesive materials; excipients; natural products; animal feed ingredients; medical device raw materials; coatings ingredients

Services: Global supply chain management; laboratory services; logistics; legislative/regulatory advice; distillation; chemical reac-

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

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

179

SOLVACHEM

2020 SALES: \$55.8M

Wroclaw, Poland

www.solvachem.pl

President and CEO: Elisabeth Luerenbaum

Products: Methanol; UCO and vegetable oils; alcohols and other solvents; regenerated solvents; polymers; base oils; aerosols; inorganic chemicals; washing agents and disinfectants; fillers and additives; colourants; oils and greases

Services: Logistics services

Assets: One methanol tank; five warehouses; two customs warehouses; production facilities (UCO, washing agents and disinfectants)

Trading sales: 7%

180

HUBBARD-HALL

2020 SALES: \$54.9M

Waterbury, Connecticut, US

www.hubbardhall.com

President and CEO: Molly Kellogg

Products: Chlor-alkali chemicals; organic sol-



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vents; inorganic chemicals; specialty solvents; hydrogen peroxide based specialties; surface treatment chemistry; corrosion prevention chemistry; paint stripping specialty formulations; wastewater treatment specialty blends

Services: Manufacturer/formulator of chemical specialties; custom blending; warehousing; analytical and lab services

Assets: 2 manufacturing facilities; 6 warehouses; 8 trucks

181 TARR 2020 SALES: \$54.6M

Portland, Oregon, US

www.tarrllc.com

President: Skip Tarr

Products: Solvents; aliphatics; aromatics; ketones; glycols; high purity chemistry

Services: Blending; formulating; packaging; storage; delivery

Assets: 4 warehouses; 6 clean rooms; 870,000 gal bulk storage; 3 rail spurs; 11 trucks

182 UCG (UNITED CHEMICAL GROUP) 2020 SALES: \$53.8M

Moscow, Russia

www.ucgrus.com

CEO and chairman: Gennady Tolstobrov

Products: ABS; ASA; SAN; HIPS; PC/ABS; PBT; PMMA; PC; POM; SBS; SEBS; SIS; POE; EVA; HDPE; PP copolymers; PA & AIM; road construction materials; oil additives and modifiers; base oils; fertilizers; liquid chemicals

Services: Logistics; packaging; storage; technical support

Assets: 8 offices; 9 warehouses; 2 international offices

183 BUCKLEY OIL 2020 SALES: \$52.5M

Midlothian, Texas, US

www.buckleyoil.com

President: Robert Rice

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

Services: Blending; packaging; toll blending; storage; delivery; custom packaging; transloading

Assets: 4 warehouses; 20 trucks

184 BRAINERD CHEMICAL 2020 SALES: \$52.3M

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; formalde-

hyde; food processing sanitation chemicals; water treatment chemicals

Services: Blending; manufacturing/engineering services; packaging; contract packing; toll manufacturing; logistics; warehousing; transloading

Assets: 4 production locations in Oklahoma, North Carolina and Illinois; tank terminals; rail terminals; extensive company owned fleet of trucks, trailers and bulk tankers

185 VIVION 2020 SALES: \$51.7M

San Carlos, California, US

www.vivioninc.com

President: Michael Poleselli

Products: Humectants; sweeteners; minerals; vitamins; tabletting aids; personal care; industrial ingredients; fertilizers/agricultural; food; preservatives; acids

Services: VivAssure testing

Assets: 2 office/warehouses; 3 public warehouses

186 DEBRO 2020 SALES: \$50M

Brampton, Ontario, Canada

www.debro.com

President: Paul Ruffo

Products: Industrial specialties; HPC; food ingredients

187 WISTEMA 2020 SALES: \$49.5M (€40.5M)

Dielheim, Germany

www.wistema.de

General manager: Winfried Friedel

Products: Catalysts; chemical intermediates; contract & toll manufacture; cosmetics; toiletries & personal care; food ingredients; industrial chemicals; pharma; plastic 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

Assets: Warehouses

Trading sales: 60%

188 VENUS CHEMICALS GROUP 2020 SALES: \$49M

Cairo, Egypt

www.venuskim.com

CEO: Ahmed Alghoul

Products: Fragrances; surfactants; NP9; NP6; SLEs 70%; Betain 35%; opacifiers; malic resin; hydrocarbon resin; nitrocellulose; pine oil; HPMC; thickeners

Services: Filling fragrances

Assets: 5 warehouses, 2,500sqm; 15 jumbo cars; factory filling fragrances

Trading sales: 40%

189 SINPRO 2020 SALES: \$48.9M (€40M)

Lausanne, Switzerland

www.sinprosa.ch

Director: Alfred Frankel

Products: Industrial chemicals; resins; polyesters; pharmaceutical ingredients; construction chemicals; paints; inks; food and feed additives

Services: Associated with a forwarding agent

190 CHEM ONE 2020 SALES: \$46.7M

Houston, Texas, US

www.chemone.com

CEO and president: Terry Podlogar

Products: Fertilizer ingredients; water treatment chemicals; food additives; feed additives; industrial chemicals

Services: JIT inventory; pallet quantities; truckloads

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

191 KREGLINGER SPECIALTIES 2020 SALES: \$46.5M (€38M)

Antwerp, Belgium

www.kreglinger.com

CEO: Wim Arnouts

Products: Specialty ingredients for food, food supplements; pharma; cosmetics and technical industries; agro-(bio)chemicals

Services: Technical formulations; sampling

192 A. + E. FISCHER-CHEMIE 2020 SALES: \$45.9M (€37.5M)

Wiesbaden, Germany

www.fischer-chemie.de

General manager: Manuel Fischer-Bothof

Products: Caustic soda; solvents; hydrochloric acid; citric acid; urea; phosphoric acid; matting agents; pyrogenic silicon dioxide; precipitated silica; silicone oil; glycine; caustic potash; sodium bicarbonate; hydrogen peroxide; activated carbon; sodium persulfate

Services: Storage; packaging; mixing; exporting

Assets: 4 warehouses for solid and liquid products; 16 trucks

Trading sales: 10%

193 BRUGUES 2020 SALES: \$45.2M (€37M)



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SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



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Barcelona, Spain

www.brugues.com

CEO: Raimon Brugues Sintes

Products: Acetone; diacetone alcohol; dipropylene glycol fragrance; ethyl acetate; formic acid; glycerine USP; isopropyl acetate; isopropyl alcohol; methyl ethyl ketone; methyl isobutyl ketone; methoxypropyl acetate; n-propanol; n-propyl acetate; propylene glycol USP; ethanol (mixtures with ethanol)

Services: Packaging in wide variety of containers for both liquids and in solids; mixtures, solutions and dilutions; storage

Assets: Warehouse in Viladecans (Barcelona) with 8,000 square metres; warehouse in Alcazar (Valencia) with 6,000 square metres; logistics warehouse in Igorre (Bizkaia)

Trading sales: 20%

194

RIERDEN CHEMICAL & TRADING

2020 SALES: \$43.9M

Libertyville, Illinois, US

www.rierdenchemical.com

President: Joe Rierden

Products: Oleochemicals – glycerine and fatty acids

Assets: Warehouse locations in Chicago, Houston, New Jersey, Atlanta, Los Angeles

Trading sales: 20%

195

EQUILEX

2020 SALES: \$43.7M (€35.7M)

Schiedam, Netherlands

www.equilex.com

Managing director: Cees Verdel

Products: Higher olefins; alkylphenols; alkylbenzenes; ethanolamines; ethylene glycols; solvents (MEK, MIBK, hexane, MIBC, IPA, acetone, cyclohexanone); performance intermediates (AMS, maleic and phthalic anhydrides, DCPD); phenol; aromatics; tackifying resins, isophorone; diacetone alcohol

Services: Marketing; storage; packaging; sea, rail and road transportation; custom formalities; Reach regulation

Trading sales: 10%

196

CHEMICAL DISTRIBUTORS INC

2020 SALES: \$42.3M

Buffalo, New York, US

www.cdibuffalo.com

President: Mark T Russell

Products: Acids; alkalis; reagents; solvents; dry and liquid chemicals

Services: Bulk and LTL distribution; packaging; blending; warehousing; laboratory testing; health and environmental services

Assets: Warehouses; trucks; trailers

197

MCCULLOUGH & ASSOCIATES

2020 SALES: \$42M

Atlanta, Georgia, US

www.mccanda.com

President: George L McCullough

Products: Organic and inorganic pigments; special effect pigments; carbon black; polyurethane resins and dispersions; cast polyurethane systems; wax additives; fumed silica; matting agents; silicone dispersions; preservatives (personal care); hydrocarbon resins; laboratory & process equipment

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

Assets: 3 outside bonded warehouses

198

MIN-CHEM/LAWRASON'S/CK INGREDIENTS GROUP

2020 SALES: \$42M

Oakville, Ontario, Canada

www.min-chem.com

www.lawrasons.com

www.ckingredients.com

President: David A Luciani

Products: Composite-thermosets (roving, resin and peroxides); composite-thermo-plastics; rubber additives; adhesives; waxes; flame retardants; Health Canada approved infectious control disinfectants, hand sanitizers, and other antibacterial solutions; phar-

Europe chemical distribution leaders (2020 sales, \$m)

Rank	Company	Sales	Rank	Company	Sales
1	Brenntag*	6,148.3	38	Norkem Holdings	205.1
2	Helm	2,635.2	39	Petrochem Middle East	195.7
3	Univar Solutions*	1,697.0	40	Telco	193.6
4	IMCD*	1,630.0	41	Solventis	191.6
5	Stockmeier Holding	1,571.3	42	ECCEM European Chemical Marketing	187.6
6	Azelis	1,155.6	43	Revada Group	183.4
7	Barentz	1,154.3	44	Nortex	177.8
8	Biesterfeld	1,145.0	45	HARKE Group	174.0
9	OQEMA	1,120.0	46	ChemPartners	171.9
10	Tricon Energy	1,050.7	47	Haeflner	165.0
11	Quimidroga	887.8	48	Grolman Group	162.6
12	Omya	882.1	49	Keyser & Mackay	162.6
13	Kolmar Group	762.6	50	Selectchemie	158.3
14	Caldic	755.7	51	ICC Chemical	157.9
15	TER Group	739.8	52	ELTON Group	151.6
16	Safic-Alcan	611.0	53	Atlantic Chemicals Trading	150.4
17	Solvadis Group	529.3	54	URAI	146.7
18	Ravago Chemicals	519.7	55	Faravelli	138.7
19	Nordmann, Rassmann	489.1	56	2M Group	138.2
20	Eigenmann & Veronelli	425.5	57	Tillmanns	134.9
21	Marubeni International (Europe)	391.3	58	Algol Chemicals	134.5
22	Lehmann & Voss	391.3	59	Group Barcelonesa	133.3
23	DKSH Holding	313.2	60	IMPAG Group	133.3
24	Snetor	307.0	61	CSC Jaeklechemie	124.9
25	KRAHN Chemie	282.5	62	Metafrax Trading International	121.6
26	Ruskhimset	281.9	63	Connect Chemicals Group	120.0
27	HSH Chemie	262.9	64	STAUB & CO - SILBERMANN	117.4
28	Donauchem	250.7	65	C.H. Erbsloeh Group	116.2
29	Indukern	245.8	66	ProChema	111.0
30	Arkem Kimya	245.0	67	Arpadis Benelux	110.1
31	Jebsen & Jessen Group	229.9	68	L.C.M.	107.6
32	Thommen-Furler	224.4	69	Quimdis	106.4
33	United Trading System (UTS/ETC)	220.0	70	Life Supplies	104.5
34	Grupo RNM	213.5	71	Unipex	103.2
35	Tennants Distribution	211.8	72	Neo Chemical	102.2
36	Gamma Chimica	211.6			
37	CellMark	209.0			

maceutical ingredients; nutraceutical ingredients; food ingredients; mineral and industrial acids; water treatment chemicals; pool & spa chemicals; janitorial and sanitation chemicals; industrial specialty chemicals; winter ice melting products

Services: Manufacturing; blending and compounding; logistics

Assets: 3 warehouses in Ontario, Quebec, British Columbia

199

TRANSCHEMICAL
2020 SALES: \$41.5M

St Louis, Missouri, US

www.transchemical.com

President: Marilyn Stovall FitzGerald

Products: Beverage grade ethanol; organic ethanol; denatured ethanol; alcohols; aliphatics; amines; aromatics; esters; ethanolamines; ethers; glycols; hydrocarbons; ketones; mineral oils; process oils; silicones; surfactants

Services: Blending; packaging; food grade storage; ethanol denaturing; manufacturing

Assets: Dedicated white room for USP, NF, FCC; organic and Kosher packaging; 125,000 square feet warehouse space including food grade warehouse; 1.2m gal tank farm; rail spur to accommodate 4 railcars; 20 tankers; 7 tractors; 3 boxes

200

RESEARCH SOLUTIONS GROUP
2020 SALES: \$40.9M

Pelham, Alabama, US

www.researchsolutionsgroup.com

CEO: Jeff Miller

Products: Aromatics; aliphatics; alcohols; ketones; glycol ethers; glycols; esters; solvent blends; specialty chemicals; paints; printing and pharmaceutical solvents

Services: Toll blending and packaging; lab analysis and services; environmental services for hazardous and non-hazardous wastes; industrial engineering services; environmental consulting and training;

Rank	Company	Sales	Rank	Company	Sales	Rank	Company	Sales
73	Aegean First Company (AFCO)	95.4	108	Kreglinger Specialties	46.5	143	Klaus F. Meyer	17.0
74	Ilario Ormezzano	91.7	109	Cornelius Group	46.3	144	Shrieve Chemical	16.3
75	Penpet Petrochemical Trading	89.3	110	Brugues	45.2	145	Polyhimkomplekt-M	15.0
76	Bodo Moeller Chemie	88.8	111	A.+ E. Fischer-Chemie	44.0	146	Rusplast	14.9
77	Chimpex Industriale	86.8	112	Milano Colori	39.1	147	CB Chemie	14.2
78	Chem International	85.4	113	Drogas Vigo Group	39.0	148	Sinochem Plastics	11.0
79	Noahs Ark Chemicals	84.4	114	Wistema	36.4	149	Prakash Chemicals International	10.8
80	Novasol Chemicals Group	84.0	115	Jobachem Group	36.2	150	Bloomchemag	10.7
81	Newport Industries	82.0	116	Eurosyn	35.1	151	A-Gas Electronic Materials	9.8
82	Meade-King, Robinson & Co	79.9	117	SAMECA Produtos Quimicos	31.9	152	Tecnosintesi	9.2
83	RAHN-Group	79.0	118	Barrettine Group	31.4	153	Quimica Mer	9.1
84	Behn Meyer Group	77.0	119	SIP Speciality Oils and Fluids	30.7	154	Abbey Chemicals	8.2
85	Kale Kimya	76.0	120	Equilex	30.7	155	Nesstra Services	8.1
86	PHT International	74.9	121	GB-Chemie	29.4	156	Chemcom	7.8
87	Will & Co	69.7	122	Antala	29.4	157	NiMAC	6.5
88	Antonio Tarazona	67.3	123	AISAKOS	27.9	158	Petrico	5.9
89	Aug. Hedinger	66.9	124	Lake Chemicals and Minerals	27.8	159	Taj Al Mulook General Trading	5.0
90	Wego Chemical Group	66.5	125	Lumar Quimica	25.7	160	Basstech International	4.0
91	Airedale Chemical	65.0	126	Attilio Carmagnani	25.4	161	Quimtia	4.0
92	Polystylex	64.6	127	Monarch Chemicals	25.3	162	Transmare Chemie	3.7
93	L'aprochimide	64.6	128	Continental Industries Group	25.0	163	The Chemical Company	3.2
94	Lavollee	63.6	129	MY-CHEM	24.5	164	Dakram Materials	3.1
95	Interallis Holdings	62.4	130	Stera Chemicals	24.5	165	Opec Plastics	2.5
96	Rakha Al Khaleej International	62.3	131	WhitChem	21.3	166	SMA Collaboratives	2.0
97	National Chemical	61.1	132	KEMAT	20.9	167	GJ Chemical	2.0
98	MOGoil	59.9	133	MAS Albion	20.9	168	Hawkins	1.7
99	Solvachem	55.8	134	Kadion Especialidades Quimicas	20.4	169	KPL International	1.7
100	UCG (United Chemical Group)	53.5	135	Proquip	20.2	170	Skystep Trading	1.6
101	Proquibasa	52.6	136	DutCH2	19.7	171	DAXX	1.5
102	SAME Chemicals	52.3	137	The White Sea & Baltic Co	19.2	172	Independent Chemical	1.5
103	Ricardo Molina Group	51.1	138	Comindex	19.2	173	Crismachem	1.5
104	Manuchar	50.0	139	Prime Surfactants	19.1	174	Sea-Land Chemical	1.5
105	SINPRO	48.9	140	Biachem	19.0	175	RIM LOGISTIKA	1.1
106	EMSA Tecnologia Quimica	48.1	141	CFI World	17.8			
107	Echemi Group	46.8	142	Stort Chemicals	17.8			

*EMEA = Europe, Middle East & Africa

Note: Sales are in the specific region and may differ from total company sales. Sales \$1m and above included

rail transloading; bulk logistics

Assets: 4 bulk terminals; 2.2m gal bulk storage; rail terminal; 16 power units; 58 tank trailers; 14 dry vans

201

JOBACHEM GROUP
2020 SALES: \$40.7M

Dassel, Germany

www.jobachem.com

CEO: Julian Kahl

Products: Plasticizers; specialty chemicals; UV curing agents; flavours and fragrances

Services: Storing; mixing; heating

Trading sales: 90%

202

SOLVEN SOLVENTES E QUIMICOS
2020 SALES: \$40.4M (R210M)

Hortolandia, Brazil

www.solven.com.br

CEO: Paulo Sergio Moreira

Products: Aliphatic solvents; aromatic solvents; hydrogenated solvents; thinners; lubricants; waxes

Services: Mixing and blending; formulation; packing; storage; bulk distribution; chemical analysis

Assets: 4 warehouses - 2 in Sao Paulo, 1 in Rio de Janeiro, 1 in Bahia; laboratory for product development and quality control

203

IDEAL CHEMICAL & SUPPLY
2020 SALES: \$40.2M

Memphis, Tennessee, US

www.idealchemical.com

CEO: Sam Block

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

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

Assets: 4 locations with a combined 150,000+ sq ft of warehouse space; Ideal's fleet of 14 tractors; 22 trailers and 6 tankers; 1m gal liquid bulk storage; multiple blend tanks

204

INDEPENDENT CHEMICAL
2020 SALES: \$39.5M

Glendale, New York, US

www.independentchemical.com

President: Jonathan Spielman

Products: Products for cosmetics, pharmaceuticals, nutrition, seafood, meat, bakery, processed food; industrial cleaning chemicals; environmental remediation chemicals

Services: Dry blending of food ingredients; liquid blending and filling of tankers

Assets: 6 trucks; 3 tankers; 1 warehouse; IBCs, drums and pails in an XP/SQF/ISO facility

Trading sales: 5%

205

MILANO COLORI
2020 SALES: \$39.1M (€32M)

Milan, Italy

www.milano-colori.com

CEO: Antonio Cavazzana

Products: Pigments; resins and intermediates; solvents; cosmetic & personal care ingredients; hygiene & detergent ingredients; food & feed ingredients; construction chemicals; plastic ingredients; leather & textile chemicals

Building bridges in a complex world



Interview with François-Xavier Coiffard,
CEO Novasol Chemicals Group

Who is Novasol Chemicals?

Novasol Chemicals is a 100% independent company offering its customers customized distribution solutions and multiple packaging options. Our customers are active in the areas of Pharmaceuticals and Personal Care, Resins & Coatings, Construction, and Industrial Applications.

We propose custom-made solutions: selection, secured sourcing, storage, filling & repacking, inter-modal distribution and delivery of a wide range of Commodities & Specialty chemicals.

Locally present in more than 36 countries on 3 continents, what added value does this bring?

Our active presence globally

allows us to develop intimacy with our customers. We speak the same language, we are able to offer adapted solutions, beyond standard offers. We respond to all our customers who have plants around the world (overall offer). This allows a better Risk Management and adaptability to local regulations.

How do you make the difference in the world of Chemicals Distribution?

The difference between us and larger companies is that we are not driven by structure, by functions, by only results. As a family business, we are first and foremost concerned with the well-being of our staff and the entrepreneur attitude. Healthy people simply perform better internally and externally and that ultimately pays off for the company as well. Our company is primarily made up of people pragmatism. Our performances confirm the dedication of our colleagues: Novasol

Chemical Group turnover +30% growth, Group Solvency ratio >40% in 2020. Our customer evaluate us at +92% better than competition.

What kind of vision of the future do you paint for the world of chemistry?

The world of chemistry and Life Science is clearly focused on accelerating specialty products and formulation. There is a clear and irreversible consolidation of the number of players in the market. Another trend we foresee is an increasing demand for Sustainable products & solutions.

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www.novasolchemicals.com
[in @novasolchemicals](https://www.novasolchemicals.com)

Services: Technical and formulation support; storage; packaging; quality control and testing; tailor-made products

Assets: Warehouses; laboratories

Trading sales: 15%

206

DROGAS VIGO GROUP
2020 SALES: \$39M

Porrino, Pontevedra, Spain

www.drovi.com

CEO: Enrique F Casal Lareo

Products: Solvents; thinners and green solvents; organic and inorganic chemicals; paints, coatings, adhesives and sealants raw materials; pharmaceutical, cosmetic and agrochemicals raw materials; automotive chemicals; softeners and detergents raw materials; fillers and pigments; water treatment chemicals; food ingredients; lubricants and waxes; ink and printing chemicals; paper chemicals; mining chemicals

Services: Storage and marine logs – vessel reception; solvents recycling and reformulation; blending and formulations; packaging and bulk deliveries; logistics and outsourcing; quality/lab analytical services to third parties; JIT deliveries and telemetric stock control to third parties; e-invoicing and e.b2b with customers' platforms

Assets: 4 warehouses (bulk & pack); sea terminal; solvents recycling unit; bulk tank and packed trucks

207

ACID PRODUCTS
2020 SALES: \$38.5M

Chicago, Illinois, US

www.acidproducts.net

President: Jann Fisher

Products: Acids; caustics; dry chemicals; white oils; solvents; surfactants; cleaning compounds

Services: Toll blending (pails, drums, totes, bulk); contract packaging (all bottle sizes); powder blending; acid blending; LTL chemical distribution; tanker deliveries

Assets: 2 locations; rail; 10 trucks

208

VECKRIDGE CHEMICAL
2020 SALES: \$38M

Kearny, New Jersey, US

www.veckridge.com

President: Mark Veca

Products: Acids; alkali; amines; hydrogen peroxide

Services: Packaging; warehousing; dilutions; trucking

Assets: Warehouse; trucks

209

DAXX
2020 SALES: \$37.8M



Houston, Texas, US

www.daxxgrp.com

President: Jean-Marie Diederichs

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

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

Assets: 1 warehouse; 4 trucks; 4 tanks

Trading sales: 20%

210

HENRY HIRSCHEN
2020 SALES: \$37.6M

Buenos Aires, Argentina

www.hirschen.com.ar

President/CEO: Miguel Hirschen

Products: Solvents; glycols; surfactants; amines; oleochemicals; biocides; food ingredients; specialties

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

Assets: Central warehouse in Buenos Aires industrial area; fit for liquids and solids with secluded area for food/pharma

Trading sales: 1%

211

CARBONO QUIMICA
2020 SALES: \$36.9M (R191.6M)

Sao Bernardo do Campo, Sao Paulo, Brazil

www.carbono.com.br

President: Vera Miraglia Gabriel

Products: Solvents; epoxy resins; pigments; fuel additives; paint additives; alkyd resins; paint driers; coalescent agents; plastifiers; oxo-alcohols

Services: Blending; thinning; packaging; bulk warehousing

Assets: Own truck fleet

212

AMPERE ITALIA
2020 SALES: \$36.7M (€30M)

Milan, Italy

www.ampere.com

Managing director: Matteo Chiri

213

EAGLE ALCOHOL
2020 SALES: \$36M

St Louis, Missouri, US

President: Daniel J Croghan

Products: Ethyl alcohol; glycols; surfactants; process oils

Services: Denaturing; blending; packaging; warehousing; bulk transloading

Assets: 90,000 square foot warehouse; 4 tractors; 15 tankers; segregated bulk storage; rail siding

214

GJCHEMICAL
2020 SALES: \$36M

Somerset, New Jersey, US

www.gjchemical.com

President: Diana Colonna

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Products: Acrylate monomers; plasticizers; reagents; high purity solvents; ACS/USP/NF/HPLC; hand sanitizer

Services: Testing; bulk storage; repackaging; liquid bulk handling; custom blending; purifying; stabilizing and more

Assets: 3 locations in NJ; 8 trucks; 25 tankers; 15 box trucks; USP filling room

Trading sales: 40%

215 EUROSYN 2020 SALES: \$35.1M (€28.7M)

Capralba, Italy

www.eurosyn.it

Chairman: Flavio Campana

Products: Surfactants; dispersing and chelating agents; biocides; rheology modifiers; fragrances; actives; silicones; dyes and pigments; resins and dispersions; photoinitiators; UV adsorbers; antioxidants;

Services: Technical and regulatory support; application lab; logistics service provider

Assets: Logistics; application lab

216 BRISCO DO BRASIL 2020 SALES: \$35M

Sao Paulo, Brazil

www.brisco.com.br

CEO: Guillermo Castillo

Products: Plastics and chemicals

Services: Drumming; blending; agency sales; import and export

Assets: 4 warehouses; 1m litres park tanks; own fleet of 6 trucks

217 SEELER INDUSTRIES 2020 SALES: \$35M

Joliet, Illinois, US

www.seeler.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 services; laboratory services

Assets: 275,000 plus sq ft warehousing; 5 tractors; 10+ liquid & box trailers; 27 above ground storage tanks; 7 rail spurs of 2.5 miles of track for transloading; overhead rail trestle

218 BARRETTINE GROUP 2020 SALES: \$34.7M (€25.4M)

Warmley, Bristol, UK

www.barrettine.co.uk

Group managing director: Steve Bailey

Products: Isopropanol; acetone; ethanol; hydrocarbons; esters; aromatics; acids; caustic soda; insecticides; rodenticides; wood preservatives; wood stains; paint strippers; cleaning chemicals; agrochemicals

Services: Technical sales; manufacturing; blending and bespoke formulations; contract manufacturing

Assets: 3 production sites; manufacturing/production plant and equipment

Trading sales: 40%

219 VAN HORN, METZ & CO 2020 SALES: \$34.2M

Conshohocken, Pennsylvania, US

www.vanhornmetz.com

President: Barry Fisher

Products: Resins; pigments; additives; dyes; extenders

Services: Consultative selling, global sourcing

220 BASSTECH INTERNATIONAL 2020 SALES: \$33.1M

Fort Lee, New Jersey, US

www.basstechintl.com

CEO: Benjamin Gutmann

Products: Inorganic chemicals; elastomers; adhesives; polymers; metals and other industrial raw materials

Products: International logistics; packaging; blending; storage; transloading

Services: Technical support and vendor managed inventory

Assets: Strategically located warehouses in the US and Europe; polymer testing lab; offices in the US, China, India and Europe

221 JNS-SMITHCHEM 2020 SALES: \$32.8M

Paterson, New Jersey, US

www.jns-smithchem.com

Co-president: Michael Smith

Products: Resins; additives; fillers; colour pigments; specialty chemicals

Services: Warehousing; trucking; technical expertise

222 INDUSTRIAL CHEMICALS CORP 2020 SALES: \$32.3M

Arvada, Colorado, US

www.industrialchemcorp.com

President: Jamie Bieseemeier-Wilkins

Products: Acetates; acids; alcohols; alkalis; aliphatic and aromatic solvents; amines; bio-fuel chemicals; CBD extraction chemicals; chelating agents; glycerine; glycols and glycol ethers; heat transfer fluids; hydrogen peroxide; ketones; metal finishing chemicals; phosphates; silicates; surfactants

Services: Customisation; proprietary; toll

blending

Assets: 25 tankers; 10 tractors; 5 vans; over 800,000 gal bulk tank storage; 3 warehouses representing 60,000 square feet of storage; rail siding to accommodate 16 railcars

223 SAMECA PRODUTOS QUIMICOS 2020 SALES: \$31.9M (€26.1M)

Porto, Portugal

www.samecapq.com

CEO: Eduardo Moura e Sa

Trading sales: 46%

224 SIP SPECIALITY OILS AND FLUIDS 2020 SALES: \$31M

London, UK

www.sip.com

Managing director: Stephen Spencer

Products: White oils and pharmaceutical oils; drilling fluids; process oils; specialty fluids for automotive and industrial use; sustainable and renewable base oils; lubricant additives

Services: Storage, logistics, blending, packaging, formulation

Assets: Warehousing; blending and storage facilities in Belgium and UK

225 MCKINN INTERNATIONAL 2020 SALES: \$30.8M

Singapore

www.mckinn.com.sg

CEO: Chau Tak Vui

Products: Raw materials for adhesives, coatings, UPR, PU and TPU; plastics additives; flame retardants; rubber additives; acids & anhydrides; plasticizers

Services: Sourcing

Trading sales: 90%

226 LINKERS CHEMICALS AND POLYMERS 2020 SALES: \$30.1M

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 research; market expansion; technical support; finance

Trading sales: 100%

227 ANTALA 2020 SALES: \$29.4 (€24M)

Barcelona, Spain

www.antala.es

CEO: Victor Argudo

Products: Adhesives and sealants (epoxy, methacrylate, polyurethane, silicone, SMP, an-



aerobic and cyanoacrylate); lubricants (greases, oils, AFC, compounds, pastes); electronic protection materials; coatings

228 **GB-CHEMIE** 2020 SALES: \$29.4M (€24M)

Messel, Germany

www.gb-chemie.com

Managing director: Dirk Forler

Products: Amines; oxo-alcohols; inorganic & organic compounds; bromine derivatives; solvents; complexing agents; phosphorus compounds; starch/starch derivatives

Services: Technical service; sourcing; storage; downsizing; refilling; packaging; logistics

Assets: Several local warehouses; branch office

Trading sales: 25%

229 **MORAIS DE CASTRO** 2020 SALES: \$28.3M (R147.1M)

Salvador, Bahia, Brazil

www.moraisdecastro.com.br

CEO: Andre Guimaraes de Castro

Products: Surfactants; glycols (EO/PO); mineral oils; caustic soda; sulfonic acid (LAB-S); inorganic acids (H₂SO₄; HCl; HNO₃); sodium

hypochlorite; personal care additives; food ingredients and flavours; rheology modifiers; oxygenated solvents; chlorinated solvents; biocides; sulfates (Al; Na; Cu; NH₃); silicones

Services: Packaging/repackaging; storage; dilutions; imports (under contract); transportation

Assets: 2 warehouses (Bahia and Pernambuco); trucks; bulk storage facilities; laboratories (quality control and food application); packaging/repackaging facility (with white room)

Trading sales: 1%

230 **INTERATLAS CHEMICAL** 2020 SALES: \$28M

St Catharines, Ontario, Canada

www.interatlaschemical.com

CEO: Alex Van Zijl

Products: Paraformaldehyde; hexamethylene; phthalic anhydride; pentaerythritol; nonylphenol; para-tertiary butyl phenol; ethylbenzyl chloride; chloromethyl naphthalene; 2-ethylhexanol; maleic anhydride; bisphenol-A; isopropyl alcohol; melamine; benzoic acid; tar oil

Services: Sales and marketing; logistics; warehousing; security of supply; partnerships; risk management

Assets: 14 trucks; 50 chassis

Trading sales: 40%

231 **LAKE CHEMICALS AND MINERALS** 2020 SALES: \$28.0M (€20.5M)

Redditch, Worcestershire, UK

www.lakecm.co.uk

Managing director: Steven Cartlidge

Products: Corrosion control solutions; adhesives and sealants; lubricants and metal working fluids; paints; surface coatings; excipients for tablet; capsule and suspensions; drug delivery modified lipids and phospholipids; advanced intermediates; European licensed APIs; substantiated actives; functional and tactile additives; rheology modifiers; oils and fats; extracts; emulsifiers and solubilisers; flavours; food ingredients; nutritional supplements; process aids

Services: Chemical synthesis; distillation; purification; repackaging; sieving; blending; new product development; contract research and manufacturing; quality control; storage & distribution

Assets: 1 head office; 1 warehouse; 4 labs

232 **ASAKOS** 2020 SALES: \$27.9M (€22.9M)

Athens, Greece

www.asakos.gr



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CEO and managing director: Themistoklis Zygourakis

Products: Chemicals; petrochemicals; plastics; rubber; specialties; food industry raw materials; wine ingredients; fertilizer raw materials; pulp and paper chemicals

Services: Paper industry mechanical equipment

Assets: Headquarters

Trading sales: 5%

233

NORTHSPEC CHEMICALS
2020 SALES: \$26.7M (C\$34M)

Toronto, Ontario, Canada

www.northspec.com

President: Noel Shanazarian

Products: Epoxy resins and hardeners; aliphatic and aromatic urethanes and polyols; acrylic resins; pigments; additives

Services: Services for the coatings, graph-

ic arts, construction, floor care, composites, adhesives, plastics and rubbers and related industries across Canada

Assets: 6 warehouse facilities across Canada including inventory management and logistics delivery infrastructure

234

CJ CHEMICALS
2020 SALES: \$26M

Howell, Michigan, US

www.cjchemicals.net

President: Catherine Lee

Products: Solvents; acrylates; glycols; monomers; alcohol; naphthenic oils; ketones; phosphates; acetates

Assets: Tank trucks; warehouse; rail siding

235

GEHRING MONTGOMERY
2020 SALES: \$26M

Warminster, Pennsylvania, US

www.gehring-montgomery.com

President and managing director: Mark S Biting

Products: Additives; waxes; coatings; inorganics; surfactants; defoamers; hydrocarbon resins; metal working additives; food ingredients

Services: Warehousing; inventory management; repackaging; private fleet; technical support; food room; white room

Assets: Warehouse facility – 60,000 square feet; private fleet of trucks

236

ATTILIO CARMAGNANI
2020 SALES: \$25.9M (€21.2M)

Genoa, Italy

www.carmagnani.com

General manager: Emilio Carmagnani

Products: Aromatic hydrocarbons (solvent





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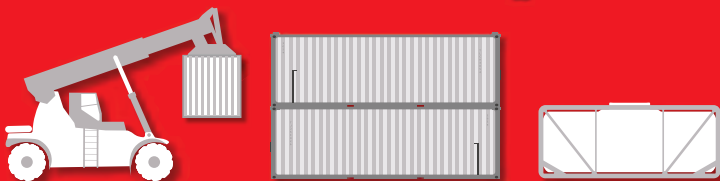
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naphtha 100; 150; 150 ND; 200; 200ND; aliphatic hydrocarbons (hexane, heptane); methanol; MEK; glycols (MEG, DEG); acetates (etac, butac)

Services: Tank storing to third parties

Assets: Coastal terminal in Genoa, north-west Italy

237

R.E. CARROLL
2020 SALES: \$25.8M

Ewing, New Jersey, US

www.recarroll.com

President: Robert E Carroll III

Products: Calcium carbonate; clays; blowing agents; alumina trihydrate; zinc oxides; plasticizers; foaming agents; sulfate; petroleum products (aromatic oils, naphthenic oils); magnesium oxide; stearates; soybean oils; lubricants; ASTM reference oils

Services: Repackaging; storage; capacity to efficiently repackage 6,000-12,000 gal per week at several locations for aromatic, naphthenic, paraffinic base and process oils

Assets: Corporate offices; 3 warehouse facilities; distribution equipment; company cars

238

AKTOPA
2020 SALES: \$25.8M

Houston, Texas, US

www.aktopa.com

President: Jose S Rodriguez

Products: Glycol ethers; aliphatic solvents; base oils; water treatment chemicals; inorganics; polymers; vitamins

239

RADCHEM PRODUCTS
2020 SALES: \$25.7M

Orland Park, Illinois, US

www.radcheminc.com

President: William M Radostits

Products: Chemicals and solvents; alcohols; aliphatic and aromatic hydrocarbons; glycol ethers; process and base oils; reuse solvents; resins and ketones

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

Assets: Dedicated owned compartment trailers; dedicated equipment for specific products

240

LUMAR QUIMICA
2020 SALES: \$25.7M (€21M)

Barcelona, Spain

www.lumarquimica.com

CEO: Lluís Ribera

Products: Synthetic lube bases (PAO, PIB, PAG, esters, silicone); lubricant additives & packages (AW-EP, antioxidants, corrosion inhibitors, metal deactivators, friction modifiers, anti-foams, tackifiers); fatty acids; fatty alcohols; surfactants; viscosity index improvers, pour point depressants; amines; solid lubricants; wetting agents; food ingredients, bio-additives and bases; antifreezes packages

Services: R&D; storage; logistics; repackaging; analysis; technical training

Trading sales: 5%

241

MONARCH CHEMICALS
2020 SALES: \$25.3M (€18.5M)

Sittingbourne, Kent, UK

www.monarchchemicals.co.uk

Managing director: Jon Hill

Products: Acetic acid; antifoams; caustic soda; citric acid; formic acid; feed additives; formates; glycerine; glycols; grain preservation chemicals; hydrochloric acid; nitric acid; propionic acid; sodium hypochlorite;



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Services: Warehousing; liquid and powder blending; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; JIT delivery; global sourcing

Assets: 2 UK distribution locations with bulk and packed storage, warehousing, dilutions, powder blending, liquid blending, offices; 4 purpose built trucks

Trading sales: 18%

242 MY-CHEM 2020 SALES: \$25.1M (€20.5M)

Buchholz, Germany

www.my-chem.de

CEO: Ralf Meinecke

Products: Phthalic anhydride; maleic anhydride; trimellitic anhydride; styrene; terephthalic acid; isophthalic acid; mono-pentaerythritol; di-pentaerythritol; para-formaldehyde; tall oil products; heat transfer fluids; sanitizers

Services: Trading

Trading sales: 60%

243 RISHICHEM DISTRIBUTORS 2020 SALES: \$24.7M (RS1.8BN)

Mumbai, India

www.rishichem.com

Director: Arvind Kapoor

Products: Acrylic-based flow modifiers, matting agents & degassing agents; actives for personal care; anionic, nonionic and amphoteric surfactants; aromatic polyisocyanates; alkali water soluble resins; hydrocarbon resins; natural oils & extracts; fluoro surfactants; high boiling alcohols; MDI & polyols; microcrystalline waxes, bees wax & specialty blends; n-butyl chloride; specialty polyester resins; poly mercaptan fast cure epoxy hardeners; rheological modifiers; rosin & rosin esters; silanes; silicone based additives, resins & intermediates; siliconates; silicone pressure sensitive adhesives, release agents & surfactants

Services: Technical applications laboratory; blending; packaging; labelling; warehousing and inventory management

Assets: Company premises

244 STERA CHEMICALS 2020 SALES: \$24.5M (€20M)

Jilava, Bucharest, Romania

www.sterachemicals.ro

CEO: Alecsandru Rasidescu

Products: Solvents; glycols; resins; surfactants; pigments; additives; masterbatches; inorganics

Services: Blending; drumming; consulting

Assets: Warehouses; trucks; offices

Trading sales: 10%

245 KEMAT 2020 SALES: \$24.3M (€19.9M)

Brussels, Belgium

www.kematbelgium.com

Managing director: Simon Mason

Products: polybutenes; poly alpha olefins (PAO); lubricant auxiliaries; natural oils; rubber auxiliaries; natural & synthetic rubber; titanium dioxide; carbon black; fuel additives; keropur

Services: Blending; bulk storage; drumming; outsourcing; packing; repacking; sourcing; transport fleet; warehousing

Assets: 100x ISO containers; warehouses with drumming; blending and repacking capability; 5 offices globally; internal laboratory

Trading sales: 11%

246 ASSUNCAO DISTRIBUIDORA 2020 SALES: \$24.0M

Alhandra, Brazil

www.assuncaodistribuidora.com.br

General manager: Mauricio Assuncao

Products: TD; polyether polyol; hydrogen peroxide; caustic soda flakes; sodium metabisulphite; titanium dioxide; soda ash light; methylene chloride; potassium permanganate; sulphonic acid (LABSA 90%); calcium hypochlorite 70% granulated; phosphoric acid; sodium nitrite; potassium hydroxide; sodium lauryl ether sulphate

247 S. KUSHALCHAND INTERNATIONAL 2020 SALES: \$23.8M

Mumbai, India

www.skushalchand.com

Managing director: Sunil Hirani

Products: Ingredients for F&F industry; personal care; home care; functional ingredients – skin & hair care; pharma intermediates; fragrances; solvents; paints & coatings; polyamide intermediates; essential oils

Services: Import, distribution and export of a wide range of flavours and fragrance ingredient; research and development; sales & marketing

Assets: 75,000 square feet manufacturing and warehousing facilities in Tarapur & Bhivandi in India and Grasse in France; corporate office in Mumbai; R&D facilities and application laboratory; formulation laboratory backed by a sales and marketing team in France

248 TZ GROUP (TZ, TAU, TREZA) 2020 SALES: \$23.4M

Mexico City, Mexico

www.tzgroupusa.com / www.treza.com

mx/www.tauchemicals.com

President and chairman of the board: Fernando J Zavala

Products: Acetic acid; caustic soda liquid and flakes; soda ash; sodium bicarbonate; calcium chloride; sodium hypochlorite; HCL; glycerine; LESS; nonylphenol; sulphuric acid; hydrogen peroxide; sodium sulphate; sodium metabisulphite

Services: Storage; drumming; blending; transportation of hazardous products

Assets: Warehouse and tank stations in Mexico City, Puebla, Merida and Cancun; 40 trucks fleet for deliveries

Trading sales: 13%

249 SEACOLE 2020 SALES: \$23M

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; odor control chemicals; transportation cleaning and maintenance chemicals; laboratory reagents; fine chemical ingredients

Services: Custom and contract blending and packaging (dry and liquid); private label blending and packaging; logistics

Assets: 100,000 square foot warehouse; manufacturing/headquarters in Plymouth, Minnesota; trucks

250 WHITCHEM 2020 SALES: \$21.3M (€15.6M)

Newcastle-Under-Lyme, Staffordshire, UK

www.whitchem.co.uk

Managing director: Charles Hawley

Products: High quality resins/polymers; inorganic pigments; additives; mineral fillers/filter aids; textile processing/finishing/coating products; raw materials for use in adhesives, sealants, construction building materials, coatings, inks, plastics, rubbers; liquid/solid separation, agricultural formulations, feeds, horticulture, metallurgy, engineering materials and refractories

Services: Local storage and supply of chemicals and minerals for customers across the UK and Ireland; industrially trained personnel; specialist technical support; project development; formulation advice; reliable supply base – 96% of deliveries in 2020 received on time in full

Assets: Sales office and warehouse located in the heart of the UK

251 MAS ALBION 2020 SALES: \$20.9M (RB1.55BN)

Moscow/Irkutsk, Russia

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www.albionchem.ru

Director: Irina Buldygina

Products: Melamine; xanthan gum; silanes; manganese metal; magnesium sulphate; polyanionic cellulose; sodium dichloroisocyanurate; titanium dioxide; fatty acids; HEDP/ATMP; thiourea; hexamethylenediamine; triacetin; propylene carbonate; ammonium polyphosphate

Services: Trading; storage & logistics

Assets: Owned sales office in Moscow; two rented sales offices and six rented warehouses in Russia

252

PROQUIP

2020 SALES: \$20.8M (€17M)

Vilanova del Cami, Spain

www.proquipsa.com

Manager: Marta Pijuan

Products: Caustic soda; sulphuric acid; leather specialties; industrial water treatment; acetic acid; phosphoric acid; inorganic and organic

Services: Custom made products; research, innovation in new products; support in process performance increase; support to reduce environmental impact; specialists in import and exports

Assets: 44 well-trained staff; 22,000 square metres of warehouse space; 12 trucks; homologations to deal with 1,000 chemical products

Trading sales: 8%

253

KADION ESPECIALIDADES QUIMICAS

2020 SALES: \$20.4M (€16.7M)

Barcelona, Spain

www.kadion.com

CEO: Joaquim Guilera Sarda

Products: Specialty chemicals; additives; hyperdispersants; surface and rheology modifiers; organic and inorganic pigments; aluminium and bronze metallic pigments; pearl pigments; solvent soluble dyes; defoamers and air release agents; UV stabilizers; HALS; antioxidants; photoinitiators; nitrocellulose resin; epoxy resin; vinyls; aldehydes; acrylics and polyurethane resins

Services: Technical sales and marketing; supply chain management; import and export; warehousing; customer and regulatory services

Assets: Sales office and warehouses

254

COMINDEX

2020 SALES: \$19.6M (€16M)

Barcelona, Spain

www.comindex.es

General Manager: Ana-Cristina Arp

Products: Additives; acrylic dispersions; alkyd emulsions; castor and linseed oil and derivatives; corrosion inhibitors; epoxy resins;



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ins; functional fillers; matting agents; molecular sieves; nanotechnology additives; pigments; polyols; probiotics; PU dispersions; reactive diluents

Services: Technical assessment; technical visits with our principals; free customer training; free samples shipment

Assets: Local warehouse; headquarters

255

THE WHITE SEA & BALTIC CO

2020 SALES: \$19.6M (€14.4M)

Horsforth, UK

www.whitesea.co.uk

Managing director: Alan Carradice

Products: Surfactants – nonionics, anionics, cationics, hydrotopes and green surfactants; fatty acids; oleochemicals; UV absorbers; pine tar; biocides and preservatives; personal care ingredients; lactates; phenol blends and crystals

Services: Storage; blending; sourcing

Assets: Head office

Trading sales: 20%

256

SULATLANTICA IMPORTADORA E EXPORTADORA

2020 SALES: \$19.5M

Rio de Janeiro, Brazil

www.sulatlantica.com.br

Director: Leonardo Roisman

Products: Ammonium chloride; BHT; borax; caustic potash; caustic soda; DEA; DEG; EDTA; MEA; MEG; potassium carbonate; sodium nitrate; sodium nitrite; sulphites; TEG

Services: Import; export; packaging; transportation; logistics; blending

Assets: 4 warehouses; 20 tanks; 1 office building

257

PRIME SURFACTANTS

2020 SALES: \$19.1M (€14M)

Leeds, UK

www.primesurfactants.com

Director: Nichole Hay

Products: Alcohol ethoxylates; anionics; amine ethoxylates; biocides and preservatives; blends and mixtures; cationics; chelating agents; fatty acids and alcohols; palm free; RSPO; silicones

258

BIACHEM

2020 SALES: \$19M

London, UK

www.biachem.com

Managing director: Bob Beaumont

Products: Caustic soda; surfactants; sodium percarbonate; sodium chloride; magnesium chloride; chlorine powder; chelates; sulphamic acid; sodium sulphate; phosphates

Services: Storage; blending; repackaging; dilution

Assets: All warehousing and transport subcontracted; offices in London and Ireland

Trading sales: 5%

259

SCHIBLEY SOLVENTS AND CHEMICALS

2020 SALES: \$19M

Elyria, Ohio, US

www.schibley.com

President: Reed Schibley

Products: Organic peroxides; surfactants; chelates; fatty acids; fiberglass reinforcements; unsaturated polyester resins; stearates; release agents; polyester processing equipment and



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accessories; solvents and fillers

Services: Trucking; warehousing; technical services

Assets: 4 warehouses; trucking fleet; multiple distribution partners

260 CFI WORLD 2020 SALES: \$17.8M

Robakowo, Poland

www.cfiworld.pl

CEO: Klaudiusz Dominiak

Products: Cellulose ethers; tartaric acid; SBS and NBR; RDP; EPDM; chloroprene; titanium dioxide; self-leveling additives; hydrophobic impregnates;

Services: R&D; formulations; logistics; blending; trading; sourcing of specialties; storage

Assets: R&D center and headquarters (office and warehouse)

Trading sales: 5%

261 GULF COAST CHEMICAL 2020 SALES: \$17.8M

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 programmes

Assets: 6 company operated facilities; methanol terminal; 120,000 sq ft of warehouse space; 550,000 gallons of bulk storage; laboratory facility; 22 delivery trucks; 4 service trucks

262 STORT CHEMICALS 2020 SALES: \$17.8M (£13M)

Bishops Cleeve, UK

www.stortchemicals.co.uk

Executive chairman: Kendrick Gilkes

Products: Resins; pigments and additives for coatings (paints, inks and adhesives); colourants for paints and thermosets; fluoro-surfactants; synthetic & natural raw materials for flavours and fragrances

Services: Technical sales; sampling; storage and distribution

263 UNIQUE CHEMICAL TECHNOLOGIES 2020 SALES: \$17.7M

San Juan, Puerto Rico

www.unichemtech.com

President: Carlos M. Acevedo

Products: Chemical & plastic resin - raw materials

Trading sales: 9%

264 KLAUS F. MEYER 2020 SALES: \$17.6M (€14.4M)

Fussgoenheim, Germany

www.klausmeyer.de

Managing Director: Martina Magnie/Frank Meyer

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

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

265 ROYALE GROUP 2020 SALES: \$17M

Bear, Delaware, US



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www.royalepigments-chem.com

www.awsmsolutions.com

CEO: John Logue

Products: Alkali; fluoroborates; fluorides; metal fluoroborates; nitrates/nitrites; borates; ACS grades; speciality organics and inorganics

Services: Manufacturing; supply chain management; consulting; contract manufacturing & formulating; liquids; blending; break bulk; wet & dry

Assets: Owned manufacturing facility; 5 warehouse locations

266

SAIPER CHEMICALS

2020 SALES: \$16.0M

Mumbai, Maharashtra, India

www.saiper.com

Director: IBV Raghavan

Products: Additives (amine neutralizer, adipates, propionates, saturated block polyethers); amines (ethanolamines, ethyleneamines, isopropanolamines); C4 derivatives (BDO, NMP, THF, MPDiol, TBAC); coalescing aids (texanol, OE 300, TXIB, Coasol; Coasol 290 Plus); glycol ethers (e-series & p-series); propylene glycols; pine based derivatives: tall oil rosin; tofa; DTO; rosin esters and rosin ester emulsions; surfactants: Dowfax series; Tergitol series; Triton series; specialties: 1-2 diaminocyclohexane, 2-ethylhexyl acetate, 2-ethylhexylglycerin, caprylyl glycol, dimethyl succinate, di-n-butyl ether, isoamyl alcohol, vinyl-2-ethylhexanoate

Services: Amongst the few Indian chemical distributors registered with the FSSAI (for supply of chemicals to the F&B industries) and FDA (for supply of chemicals & intermediates to the pharmaceutical industry); custom blending & repackaging; formulation laboratory; drumming

Assets: 2 offices; 3 go-downs (one owned); 1 blending/formulation unit

Trading sales: 2%

267

BLOOMCHEMAG

2020 SALES: \$15.9M (€13M)

Mol, Belgium

www.bloomchemag.com

CEO: Rajesh Sethi

Products: Ethyl acetate; PMA; butyl acrylate; MEK; benzyl alcohol; IPA; methylene chloride; ferric chloride; hydrochloric acid; acetic anhydride; methylene chloride; TDI; calcium hypochlorite; methoxy propanol; caustic soda; sorbitol 70%

Services: Global trading; imports into Antwerp; distribution in Europe

Assets: 3,000 square feet office space in Noida, India

Trading sales: 35%



268

RUSPLAST

2020 SALES: \$15.9M (R1.17BN)

Moscow, Russia

www.rusplast.com

Director: Syukrin Aleksey

Products: Plastics; polymers; rubbers; resins; thermoplastic elastomers (TPE, TPV); bioplastics; masterbatches & additives; silicones; recycled polymers; purging compounds

Services: Technical support (before, after sale); choice of polymers; processing; troubleshooting

269

SMA COLLABORATIVES

2020 SALES: \$15.5M

Cincinnati, Ohio, US

smacollaboratives.com

President and CEO: Saad Ashoor

Products: Anti-ageing actives; vitamins; biotechnologies; fermented actives; preservatives; aroma chemicals; arrowroot powder; pentylene glycol; natural ingredients; formulations support

Services: Supply of active ingredients; formulation support; blending

Assets: 2 warehouses; 3 facilities in 3 states; application lab; national sales team

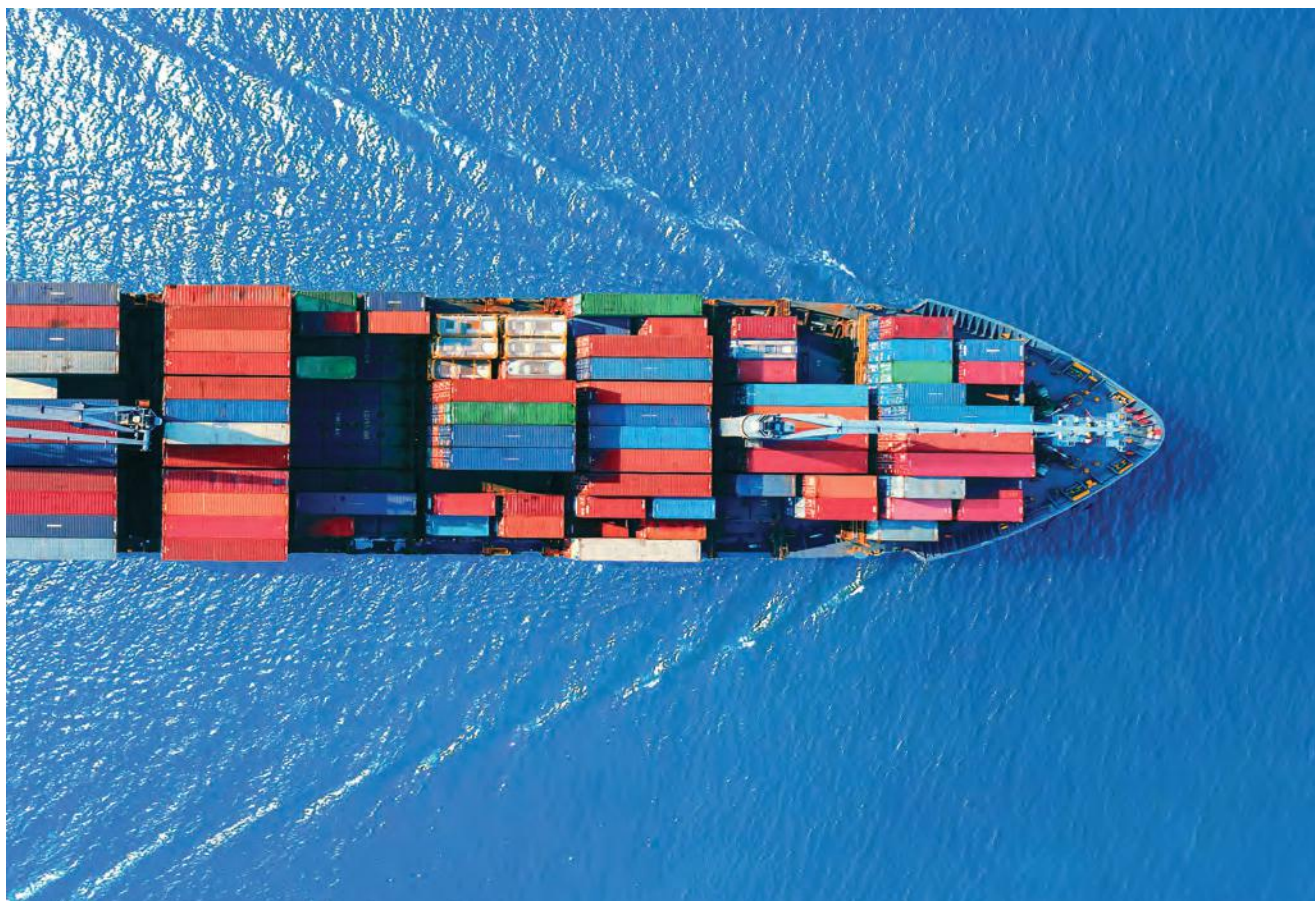
Trading sales: 50%

270

POLYHIMKOMPLEKT-M

2020 SALES: \$15M

Moscow, Russia



<http://phkomp-m.ru>

Owner and managing director: Stanislav Zhilich

Products: Binders; latexes; dispersions; resins; fillers; pigments; coalescents; rheological additives; biocides; antifoams; dispersants; thickeners; PVC; functional additives for plastics; textile additives; unsaturated PE resins

Services: Warehousing; logistics; transportation; customs clearance; marketing; advertising

Assets: 7 outsourced warehouses; 2 trucks; microbiological lab

271

CB CHEMIE
2020 SALES: \$14.2M (€11.6M)

Baumgarten, Austria

www.cbchemie.at

CEO: Dr Christian Braunschier

Products: Thickeners; binders; pigments and preparations; metal soaps; multifunctional additives; specialty phosphates; SBS copolymers; cellulose ethers

Services: Development of solutions; technical support; product research; vendor management; storage; repackaging

Assets: Warehouse; quality lab and R&D centre; refilling station

272

CUSTOM CHEMICAL SERVICES
2020 SALES: \$13.4M

Hitchcock, Texas, US

www.cchemicals.com

President: Margaret Roff

Products: Aliphatic and aromatic solvents; amines; hydrocarbons; alcohols; glycols; glycol ethers; acetates; ketones; acids; surfactants; solvent blends

Services: Toll blending and packaging; containerization; warehouse storage; import/export services; transloading; dilutions

Assets: Warehouses; bulk storage tanks; blending and packaging equipment; laboratory

273

AUDICHE TRADING COMPANY
2020 SALES: \$12.8M

Alexandria, Egypt

www.facebook.com/Audiche-Trading-Co-411445818957021

President: Alain Audiche

Products: Titanium dioxide; polyvinyl alcohol; micaceous iron oxide; glass flakes; hydrocarbon resin; methyl ethyl ketoxime; compound ferro titanium; zinc phosphates; iron oxides; Denka CSA (calcium sulpho aluminate)

Services: Agencies; trading

Assets: 1 office; 2 warehouses; 2 trucks

Trading sales: 65%

274

CHEMCEED
2020 SALES: \$12.3M

Chippewa Falls, Wisconsin, US

www.chemceed.com

President: Marimel Enderes

Products: Plasticizers; corrosion inhibitors; additives; solvents; fatty acids; alcohols; specialty chemicals; industrial chemicals; food additives

Services: Blending; packaging; labelling; storage; consignment; JIT delivery

Assets: 4 warehouses

Trading sales: 10%

275

**CLASSIC DISTRIBUTING
COMPANY**
2020 SALES: \$12M

Pacoima, California, US

www.classicdistrib.com

President: Larry Helscher

Products: Personal care; industrial cleaners; preservatives; esters; surfactants; specialty chemicals

Services: Liquid blending; warehousing;

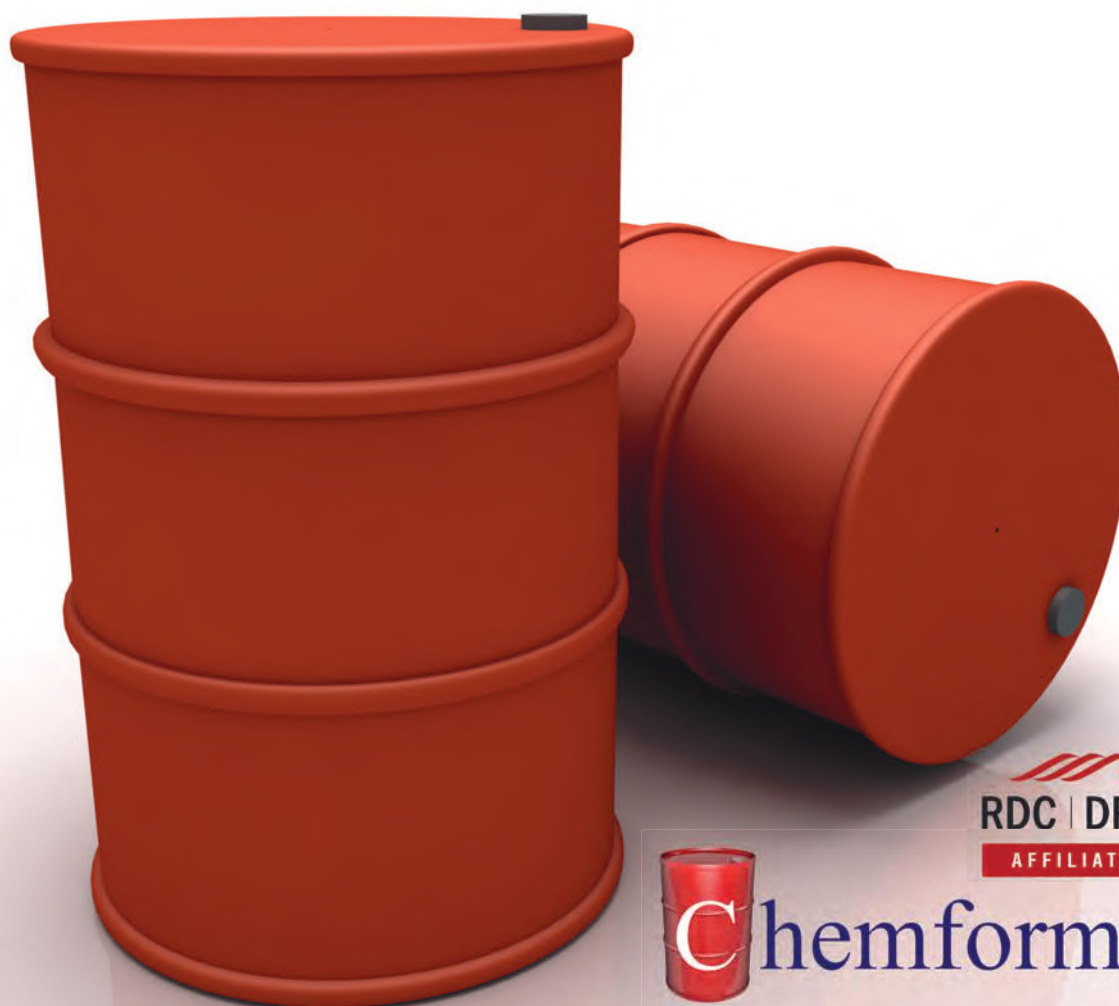
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product development; technical sales

Assets: Owned facility, truck fleet

Trading sales: 5%

276

AMERICAN CHEMIE
2020 SALES: \$11.6M

Austin, Texas, US

www.americanchemie.com

President and CEO: Paula Kamdar

Products: Chemicals; ingredients and additives for sunscreens; personal care; HI&I chemicals; food ingredients; health and nutrition ingredients; animal nutrition ingredients; paints; inks; catalysts; lube oil; greases; metal working; PVC lubricants; flame retardants; synthesis

Services: Logistics; importation; hazmat chemicals in iso-tanks; just-in-time delivery; hazmat certified; outsourcing; tolling; private labelling

Assets: Large inventory of chemicals in 6 warehouses across the US

277

A-GAS ELECTRONIC MATERIALS
2020 SALES: \$10.1M (£7.4M)

Rugby, Warwickshire, UK

www.agasem.com

Managing director: Jonathan Sellars

Products: Semiconductor and microelectronics materials; PCB; general metal finishing chemicals; photovoltaics; flexible electronics; sensors; microfluidics; lab on chip; ancillaries; MEMS

Services: Warehousing; cold and frozen storage; laboratory analysis; R&D projects; technical support; logistics; export

Assets: 20,000 square foot warehouse

Trading sales: 100%

278

AN LOC PHAT INTERNATIONAL
2020 SALES: \$10M

Ho Chi Minh, Vietnam

www.anlocphat.com.vn

CEO: Harry Nguyen

Products: Synthetic rubber; plastics; chemicals

Services: Imports; reselling

Assets: Warehouse and office

Trading sales: 25%

279

TECNOSINTESI
2020 SALES: \$9.8M (€8M)

Bergamo, Italy

www.tecnosintesi.com

Sales & marketing manager: Michele Angius

Products: Adipic acid (AA); ammonium polyphosphate (APP); acetyl tributyl citrate (ATBC); butanediol (BDO); cyclohexanediol (CHDM); diallyl phthalate (DAP); hexanediol (HDO); isophthalic acid (PIA);

monobutyltin oxide (MBTO); monopropylene glycol (MPG); polyethylene wax (PE wax); p-tert butyl phenol (PTBP); tartaric acid; trimethylolpropane (TMP); zinc oxide (gold, green and active)

Services: Trading; sourcing of specialties; storage; blending and repackaging; full service from sourcing to DDP delivery; handling of emergencies.

Trading sales: 70%

280

QUIMICA MER
2020 SALES: \$9.1M (€7.4M)

Toledo, Spain

www.quimicamer.es

CEO: Javier Huerta Gonzalez

Products: Solvents & thinners & green solvents; paints & coatings raw materials; adhesives & sealants raw materials; aroma/perfumes & cosmetic raw materials; softeners & detergents; emulsions and copolymers; anti-freeze formulated products; epoxy resins; pharmaceutical ingredients; cosmetics & agro chemicals raw materials; organic & inorganic chemicals; aeronautic & automotive raw materials; water treatment chemicals; ink & printing chemicals; food ingredients

Services: Bulk storage; blending & formulations; packaging & bulk deliveries; logistics & outsourcing; lab analytical services to third parties; e-invoicing

Assets: 1 warehouse (bulk & packaged storage); bulk tank cars, packed trucks

281

ABBEY CHEMICALS
2020 SALES: \$8.2M (£6M)

Great Yarmouth, UK

www.abbeychemicals.co.uk

Director: Tyson Bonham

Products: Monoethylene glycol; monopropylene glycol; butyl diglycol; monoethanolamine; acetic acid; ferric chloride; caustic soda liquor and pearl; copper sulphate; magnesium sulphate; potassium nitrate; calcium nitrate; boric acid; zinc sulphate; manganese sulphate; phosphates

Services: Storage

Assets: 3 warehouses; 6 trucks; 7 trailers; 5 ADR drivers; offshore marine base facility; 12 offshore tanks

Trading sales: 20%

282

CLARIQUIMICA
2020 SALES: \$7.9M

Sao Paulo, Brazil

www.clariquimica.com

CEO: Valne Lucas Vieira

Products: Pigments and additives; pigment dispersions; paper and textile chemicals; iron oxide; dyes for paper and textiles; caustic soda; carbon black

Services: Blending and packaging

Assets: Warehouse, 1 truck and 1 pick-up

283

CHEMCOM
2020 SALES: \$7.8M (€6.4M)

Zapresic, Croatia

www.chemcom.hr

CEO: Filip Rosandic

Products: Lubricant additives; food commodities; food additives; pharmaceutical additives; coating and construction additives; general industry raw materials

Services: Sales and technical support

Trading sales: 50%

284

RISHICHEM MIDEAST
2020 SALES: \$7.6M

Dubai, UAE

www.rishichem.ae

Director: Arvind Kapoor

Products: Silicone polymer; synthetic rubber; styrene block co-polymer; glycerine; silicone fluid; carbon black; epoxy resin; cetramonium chloride; sodium benzoate; calcium stearate

Services: Storage; warehousing; technical support

Assets: 1 rented office and 1 owned office in Dubai; 2 third party rented warehouses in Dubai

285

NIMAC
2020 SALES: \$6.5M

Birmingham, UK

www.nimac Ltd.co.uk

Manager director and CEO: Nigel McDonald

Products: Lubricant additives; rust protectives; antioxidants; specialty oleochemicals; specialty petrochemicals and packages

Services: Industry specific personnel; specialist technical support

Assets: Warehouses in the UK and Germany

286

PETRICO
2020 SALES: \$5.9M (£4.3M)

Sandbach, UK

www.petriceo.com

Managing director: Andrew Lamb

Products: Lubricant additives, components and packages

Services: Procurement; consolidation

287

DAKRAM MATERIALS
2020 SALES: \$3.1M (£2.3M)

Biggleswade, Bedfordshire, UK

www.dakram.com

Managing director: Kate Mingay

Products: Potassium bicarbonate; manganese sulphate; sodium molybdate; trace el-



ements; vitamins; chelates; cobalt products; animal feed products; sulphur; copper products

288 **CHEMEX**
2020 SALES: \$3M

San Juan, Puerto Rico

CEO: Eduardo Perez

Products: Solvents

Founder, managing director: Marcelo Montoro

Products: Specialty chemicals for mortars; coatings, adhesives, sealants and elastomers (CASE); resins; cellulose ethers; additives; minerals; pigments

Services: Storage; custom blending and repackaging; formulation; drumming; training; project development

Assets: Headquarters; 2 warehouses

Vadodara, India

www.coreflowchemi.com

Director Burhan Bazi

Products: CASE segment - ethyl acetate, titanium dioxide, ligno sulfonates, RDPP, MHEC, PVA; CARE segment - SLES, SLS needles, AOS

Services: warehousing, solid mixing, repackaging, distribution

Assets: 2 warehouses; 1 office

289 **ENVIROTECH EUROPE**
2020 SALES: \$1.6M (£1.2M)

London, UK

www.envirotech-europe.com

Owner: Larry Clark

Products: Ensolv CC-A; Prosolv; Prosolv 5408e; SuperCorr A; Aquus CL-One; vapour degreasing chemicals; solvent cleaning chemicals; corrosion protection chemicals

Services: Manufacturing

291 **KETSIN DE COSTA RICA**
2020 SALES: \$1.6M

Costa Rica

www.ketsincr.com

CEO: Cesar Marin

Products: Polymers; masterbatches; adhesives; solvents, food additives; titanium dioxide; emulsions; acrylic resins; sanitizers; specialties; personal care & house hold

Services: Storage & packaging

Assets: Two warehouses (Costa Rica & Guatemala); transportation fleet

Trading Sales: 1%

293 **UAB RIM LOGISTIKA**
2020 SALES: \$1.1M (€0.9M)

Vilnius, Lithuania

www.rimlogistika.lt

CEO: Redzinaldas Mickus

Products: Brake fluids; superabsorbent polymers; acrylates; carbamide; potassium products; sodium bicarbonate; PEG400; PEG4000

Services: Storage and warehousing; blending; new product formulation; just-in-time logistics; fiscal agency; representation; sampling

Trading sales: 85%

290 **CRISMACHEM**
2020 SALES: \$1.6M (€1.3M)

Madrid, Spain

www.crismachem.com

292 **COREFLOW CHEMI**
2020 SALES: \$1.2M (INR 90.07M)

Note: Local currency sales converted to US dollars based on 31 December 2020 exchange rates



In the first quarter of 2021, NACD is pleased to announce the following members have passed the 7th Cycle (2020–2022) onsite Responsible Distribution verification.

DISTRIBUTOR MEMBERS

- Acid Products Co., Inc.
- Advanced Chemical Concepts, Inc.
- Alexander Chemical, Carus Group Companies
- AllChem Industries, Industrial Chemicals Group, Inc.
- Allied Universal Corporation
- B.H. Roettker Co., Inc.
- Barton Solvents, Inc.
- Bedford Specialty Sales, Inc.
- Brainerd Chemical Company, Inc.
- Cal-Chem
- Callahan Chemical Company
- Cascade Columbia Distribution
- Chem One Ltd.
- Chem/Serv, Inc.
- Chemical Distributors, Inc. (NY)
- Chemical Solvents, Inc.
- Chemisphere Corporation
- Colonial Chemical Solutions, Inc.
- Dar-Tech, Inc.
- Debro Inc.
- EMCO Chemical Distributors, Inc.
- Essential Ingredients, Inc.
- FBC Chemical Corp.
- Gallade Chemical, Inc.
- Gilbert & Jones Company Inc.
- Harcros Chemicals, Inc.
- Ideal Chemical & Supply Co.
- Independent Chemical Corporation
- KIC Chemicals, Inc.
- Lintech International
- McCullough & Associates
- Norman, Fox & Co.
- Palmer Holland, Inc.
- Pride Chemical Solutions, Inc.
- Producers Chemical Company
- R.E. Carroll, Inc.
- Rierden Chemical & Trading Company
- Riteks, Inc.
- Riverside Chemical Co., Inc.
- Rowell Chemical Corp.
- Schibley Chemical Company, Inc.
- Sea-Land Chemical Co.
- SolvChem, Inc.
- Solvents and Petroleum Service, Inc.
- Soyventis North America LLC

- Surpass Chemical Co., Inc.
- T.Z. Group Inc.
- TCR Industries
- Technical Products, Inc.
- The Chemical Company
- The Meadows Group, LLC
- Third Coast Terminals, Inc.
- Tilley Chemical Co., Inc.
- TLC Ingredients, Inc.
- TransChemical Inc.
- TRInternational, Inc.
- Valley Solvents & Chemicals
- Viachem, Ltd
- Viking Chemical Company
- Walsh & Associates, Inc.
- Webb Chemical Service Corp.
- Wego Chemical Group Inc.
- Whitaker Oil Company
- Wilson Industrial Sales Co., Inc.
- Wintersun Chemical

CHEMICAL HANDLER AFFILIATES

- Amware Logistics Services
- Anderson All Points Solutions, Inc. dba Ennis Logistics
- Crystal Warehouse Corp.
- HS Services, a division of IMCD US
- Jensen-Souders & Associates, LLC
- OctoChem, Inc.
- USA Container Co. Inc.

*As of April 15, 2021

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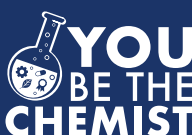
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CEF's *You Be The Chemist* Challenge® is taking place this spring, and students across the United States and Canada are working together to explore science concepts and how they can use them to solve problems in their communities. Covid-19 has dramatically changed the education landscape and many students have spent the year learning at home – the Challenge allows them to connect with their classmates and continue to learn about chemistry, which is critical to keeping them engaged in science. These students are the workforce of tomorrow! Consider becoming a Challenge sponsor today and support the future STEM leaders in your community.

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THANK YOU!

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Insight Onsite

Jason Grubb, Code Coordinator and operations manager at Transchemical, stepped into his role at short notice three years ago and found it an exciting and enlightening experience



Jane Gibson London

With support from his colleagues and other NACD members, Jason Grubb has helped steer Transchemical through a successful Responsible Distribution verification this year and now sits on the NACD Responsible Distribution® Committee.

"We are all looking to increase the bottom line for our company and NACD helps you to achieve this. Day to day, I make sure that everybody is following exactly what we should be doing for Responsible Distribution. I ensure there is no deviation and that we are looking for opportunities for continuous improvement. I check that people aren't taking shortcuts. I want them to understand why they are doing what they are doing; you aren't just a robot doing what I say. I want them to understand how to be a responsible employee."

"I also need to make sure I have my ducks in a row," he says. "There are 23 of us at the company. I won't often tell them I am coming to watch them do a certain job. I want the verifier, when they come to see us, to truly get what our employees are doing."

KEEPING EVERYONE INFORMED

Management has regular meetings on Monday, Wednesday, and Friday and then follows up with any actions across the team. These are generally operations meetings involving the project coordinator, technical director, and general manager, among others. After this, Grubb will have a meeting in the plant that offers employees the opportunity to try out and discuss any new ideas on the shop floor.

The company has a quality management system and is aiming for just 0.5% of incorrect orders – below the typical Responsible Distribution goal of 1%.

"We are introducing barcoding, which will mean

a whole new ball game for us," he notes. "Initially, barcoding will help with traceability and inventory control. If any issues come up, then we will be able to trace products directly and efficiently."

Grubb says the new process will cut down on admin, but the team still needs to sit down and find out how exactly it will impact the codes.

The company does have some crossover with Responsible Distribution and ISO, which Grubb was familiar with prior to becoming Code Coordinator, but he explains that the company looks at the codes very specifically.

NEW WAYS OF WORKING

Transchemical passed its Responsible Distribution verification in the first quarter, which was carried out virtually because of COVID-19.

"We got into the groove of virtual meetings this year," he says. "We have had so many audits throughout the year. The virtual NACD verification is done more efficiently as you send through the documents ahead of time. The verifier will then ask you questions on the information you have submitted. The explanations wanted typically are more in depth, but we have a good team ready to cover any questions."

In terms of the physical inspection of the facilities, a Facetime video enables the verifier to see everything. "You already know the kinds of things the verifier wants to look at and they interview people as they go along. A verification can be a bit nerve-racking and when it is carried out virtually, that doesn't change how nervous it makes people – even the most seasoned employee."

Grubb says the facility never really stopped working during the pandemic and adapted well. However, the pandemic did throw up some challenges in terms of site security, with the company experiencing some phishing attempts via email. This has been seen across the industry this past

year, which has meant an increased focus on Code XIII – Security.

Another challenge has been dealing with outside carriers, which impacts Code III: Carrier Selection and Private Fleet. "Finding a carrier to take a load has become more difficult. It is our responsibility to ensure we have vetted them properly. But at present, the challenge is that there are fewer carriers/drivers, and our customers want product on short notice – 70% are next day requests."

A LEARNING PROCESS

Looking back at starting in the role, Grubb says he simply had to learn as he went along, figuring out how, and where, the codes apply to the company. "The networking and ability to reach out to other companies that NACD offers was invaluable. Even processes are shared with competitors; everybody helps one another out. I also jumped on the regulatory workshops to learn as much as possible about the Responsible Distribution process."

Now Grubb is applying his experience and has joined the committee for Responsible Distribution. "I'm pretty excited to get involved. It will benefit us here as a company and it also means I will be able to help evaluate and adapt the codes to make sure they work for everyone in the industry." ■

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 **Aileen Smith at asmith@nacd.com**



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