

CHEMICAL DISTRIBUTOR

Volume 44 | No 2
April-June 2020

Business versus COVID-19



INSIDE THIS ISSUE

- Associations working together
- Drivers facing challenges
- Supporting your staff
- Digital tools are key
- Develop skills online
- Taking care of safety



National Association of
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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

June 4, 2020

Responsible Distribution Brown Bag Webinar Series – Part 1: The Mentor

June 11, 2020

Responsible Distribution Brown Bag Webinar Series – Part 2: The Advisers

August 16-19, 2020

ChemEdge 2020, JW Marriott, Indianapolis, IN

September 14-16, 2020

Northeast Region Meeting, AC Hotel Portland Downtown Waterfront, Portland, ME.

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Welcome

Business in the era of COVID-19

Since the beginning of the year, the world has experienced dramatic changes due to the impact of COVID-19. Industries and communities across the U.S. have changed the way they operate, and the chemical distribution industry is certainly no different. I've heard from many NACD members over the last six weeks that have seen order volume increases and decreases and some staff are working remotely while others are working in the warehouse adhering to social distancing guidelines and wearing PPE. But all of our member companies are implementing strategies to address the effects of the coronavirus on their companies while giving back to their communities.

The entire chemical industry supply chain is feeling the effects of these dizzying times from the producers of chemicals to the consumers. It is critical that we work with our industry partners to ensure all of our businesses weather through this historic storm and remain able to deliver product.

It is also just as important that we keep the tenet of continuous improvement under Responsible Distribution in mind during these challenging times. Has your company developed a crisis management plan, and if so, how are you implementing it? How are you ensuring the health and wellbeing of your employees, both physically and mentally, as they adjust to the stress of working in a world plagued by COVID-19? Has your company explored digital platforms to maintain or expand your customer base as supply chains shift to address the coronavirus response?

There are still many unanswered questions about what the future may hold and how long this situation will last. In the meantime, we must all strive to ensure our workers are safe, our businesses implement both tried-and-true as well as new strategies to remain successful, and our communities know we're committed to providing the products they need to combat this illness.



ERIC R. BYER

President & CEO, NACD
@ebyerNACD

MARYLAND CHEMICAL UNVEILS SEVERAL NEW APPOINTMENTS

Jill Harvey has joined the Maryland Chemical/ChemStation Chesapeake team as account manager for the Delmarva region. She has extensive experience in chemical sales in the institutional, industrial, food, and beverage markets, having worked for manufacturers such as Parts-master, Quest Chemical Corp., and Zenex International. She is joined by Gina Simpson, who takes on the role of accounting and administrative manager. She has previously been involved in business operations and administration in the financial and health industries, and worked for various divisions of Alex. Brown as well as Behavioral Health Systems. The business has also recently appointed Erin Jordan as customer service manager. Jordan has experience in industrial products and sales thanks to her time working as a customer service supervisor for a local packaging distributor.

MATTHEW MAPUS IS NEW VICE PRESIDENT OF MARKETING AT SEA-LAND

Sea-Land has promoted Matthew Mapus (pictured below) to vice president of marketing. He has worked with the company for the past 12 years, holding positions in marketing and product management, and most recently as director of marketing. Mapus will continue to lead marketing strategy and will spearhead the development in new markets by exploring opportunities throughout North America and Europe. In addition, he will oversee the technical resources and inside sales departments.



PVS CHEMICALS PROVIDES HAND SANITIZER TO HELP KEEP DRIVERS AND FIRST RESPONDERS SAFE DURING THE CRISIS

To help protect workers during the COVID-19 outbreak, PVS Chemicals is producing hand sanitizer for its front-line truck drivers and has donated product to first responders, starting in Detroit and Buffalo.

PVS chemists have formulated hand sanitizer using raw materials from the PVS portfolio. It is being manufactured at its Sharonville, OH, facility near Cincinnati and bottled at its Detroit facility. Since making the first batch of the hand sanitizer in April, PVS has donated more than 1,000 bottles of sanitizer to organizations in Detroit for use by healthcare and first responders.

PVS has also donated a 10-gallon drum of hand sanitizer to the Erie County Sheriff's Office in Buffalo for bottling.

The sheriff's office is combining the hand sanitizer with donated dry wipes from another company to create disinfectant wipes, which are then used to disinfect jails, substations, common areas, police and fire vehicles/equipment, COVID-19 testing sites, as well as hospitals and quarantine sites.

"We all know how crucial our front-line workers are, including first responders, and we are committed to helping others especially during these uncertain times," said PVS Chemicals president and CEO David A. Nicholson.

"We are proud of our employees who continue to deliver products to our customers for use in a variety of applications to assist first responders and other people in need."



AZELIS AMERICAS CASE NAMED POLYURETHANE ADDITIVES DISTRIBUTOR

Azelis Americas CASE, LLC has been appointed U.S. distributor of polyurethane additives products by Momentive Performance Materials USA LLC. Momentive is one of the world's largest producers of silicones and silicone derivatives, including polyurethane additives. The appointment took effect from May 10. Azelis Americas CASE is also a distributor for the Momentive silanes business. Momentive's polyurethane additive product line is seen as a strategic fit to the Azelis Americas CASE offerings for urethane customers in the flexible slabstock, rigids, molded, and CASE markets. "Adding the Momentive polyurethane additives product line

to our CASE portfolio is an ideal fit," said Frank Bergonzi, CEO and president, Azelis Americas. "Momentive's products offer our customers the best in class quality and performance. Our sales, technical, and customer support teams are eager to expand the use of these technologies with our customer base."

NEW LOGISTICS AND CUSTOMER SERVICE MANAGER AT MAROON

Maroon Group has promoted Jon Farah to logistics and customer service manager for its Clinton, NJ, site, supporting its CASE & plastics verticals. During his seven years working for the company, he has established himself as a process expert for the business. "Jon has a passion for help-

ing others, driving continuous improvements, and striving for excellence," said Kelly Galle, Maroon Group's CASE & plastics operations manager, Clinton, NJ. "There is no doubt that Jon's leadership and dedication to our team and the business will bring continued success for our CASE & plastics verticals." Meanwhile, the company has also announced that Dustin Beavis has been promoted to operations manager at its Avon, OH, facility – also supporting the CASE & plastics vertical. Beavis joined Maroon Group last August as an operations specialist after three years working in operations management with both DHL Supply Chain and PEPSI CO. "Dustin clearly is a leader with a passion for operations and continuous improvement. His

analytic approach, competitive mindset, and focus on establishing processes to drive results is exactly what we need as we continue to grow as a market leader within our CASE & plastics vertical," added Anton Dolenc, VP of operations.

LOCKHART CHEMICAL AND SEA-LAND DISTRIBUTION DEAL HAS EXPANDED

Lockhart Chemical Company has expanded its distribution partnership with Sea-Land Chemical Company to include the states of Illinois, Indiana, Iowa, Minnesota, Missouri, and Wisconsin. With the addition of these states, Sea-Land becomes the authorized distributor across all of North America for the entire Lockhart portfolio of high-quality additives and packages for the lubricants market. The agreement started on May 1. Products in the Lockhart range include the EZ Mulz™, Counter Rust™, Lubristay™, Cuprisan™ and Coolsurf™ brands of rust preventatives additives and packages, corrosion inhibitors, and emulsifiers. "Since May 2017, we have successfully represented and marketed the Lockhart product line into several regions throughout the United States and Canada. In doing so, we have established a very successful long-term strategic partnership with Lockhart and our customer base," said Craig Lundell, senior vice president of commercial operations and Europe for Sea-Land. "With this expansion in North America and new opportunities in Europe, we are well positioned to service and support our lubricant customers on an international scale as well."

AZELIS AMERICAS HIRES LUCIA ZAMUDIO AS SALES DIRECTOR

Azelis Americas, LLC has hired Lucia Zamudio (pictured above) as sales director CASE Division, Mexico, to lead the Azelis Americas CASE and plastic additive business in Mexico. She is based in Mexico City and will focus on developing the sales team and related functions in the country. Zamudio had been Latin American sales manager at Honeywell in Mexico City, responsible for significant growth



across Honeywell's foam business. She had previously spent almost a decade in sales management at Air Products – now Evonik – Latin America focusing on the additives business. "I look forward to providing leadership, building a team, and delivering growth in Mexico for Azelis Americas," said Zamudio. "The recent acquisition of Megafarma provides an excellent platform to expand the product reach and principal network throughout Mexico. I am excited to join Azelis' team of innovative professionals providing the best solutions for clients across the industry." Azelis only recently completed the acquisition of pharmaceutical and food ingredient distributor, Megafarma – a move which established its presence into the Latin American market. It also opens opportunities for growth in other market segments, such as plastics, foam, CASE, personal care, and household & industrial cleaning.

COLIE WHITAKER TAKES THE REINS AT WHITAKER OIL COMPANY

Whitaker Oil Company has named chief operating officer, Colie Whitaker, as its new president. He had been COO since 2016. He was responsible for operations at both the Ocoee and Atlanta branches, oversaw the corporate purchasing program, and also managed the regulatory and compliance department. Bart Whitaker will continue to be involved in the company as CEO and chairman of the board. "We are committed to the continued success at Whitaker Oil and I'm confident that Colie will build on that success and provide Whitaker with the vision and leadership necessary for further growth" said Bart Whitaker. "COVID-19 has presented a unique challenge to the company and Colie is the right person to guide Whitaker through these current and future challenges."

NEW MANAGING DIRECTOR IS APPOINTED BY MICROCARE ASIA

MicroCare Corporation has promoted Jerald Chan to the new position of managing director, MicroCare Asia Pte Ltd. Chan has been with MicroCare since 2014. In his new role, he will direct the sales, marketing, and administration operations of all MicroCare distributors, sales representatives and end users in the APAC region including India, greater China,

Southeast Asia, Australia, and New Zealand. He will also have a more prominent role in determining the company's strategic direction, including regulatory compliance and environmental sustainability. "Jerald is instrumental in the company's success as we continue to grow in the Pacific region," said Tom Tattersall, MicroCare executive vice president and COO. "MicroCare has been serving the Asia Pacific markets for nearly a decade, working with customers in many industries, including electronics, metal finishing, transportation, photonics, medical devices, and aerospace. MicroCare has been rapidly growing in all of these areas thanks to the hard work of Jerald and our entire Singapore team. I'm very proud of their efforts."

BRAINERD CHEMICAL SECURES FORMALDEHYDE EPA REGISTRATION

Brainerd Chemical has acquired an EPA registration for formaldehyde – a chemical agent used to kill bacteria and fungi. The deal makes them the only company in the country with EPA registered formaldehyde tied to the animal health industry. "Formaldehyde is a natural fit in our current product line," said chairman and owner Mat Brainerd. "As our operations continue to expand to serve valued customers, Brainerd remains committed to providing the highest quality in both chemicals and service."

TRINTERNATIONAL, INC. MARKS ITS 25TH ANNIVERSARY

TRInternational, Inc. has celebrated its 25th anniversary and sent its thanks to its suppliers, customers, and employees. The company's founder, Anthony Ridnell (pictured left), started the business from his house with just one other employee.

"In our over 25 years of business, we have developed time-honored relationships with suppliers all over the world," said TRI's CEO & Owner, Megan E. Gluth-Bohan (pictured right).

"We have also become a trusted authority on global chemical markets and devote a significant amount of time and resources gathering and leveraging information for the benefit of our customers. Our success is based on our ability to solve customer problems and we have gotten quite good at it over the years."



FITZ CHEM, NAGASE GROUP BECOMES VINAVIL RESINS DISTRIBUTOR

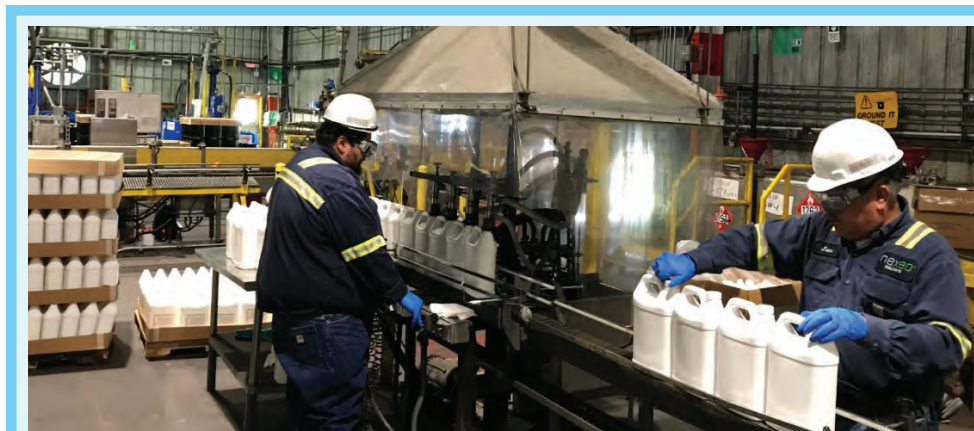
VINAVIL has announced the appointment of Fitz Chem, NAGASE Group as the exclusive distributor for its PVAc, vinyl acetate/vinyl versatate, VeoVa™, styrene/acrylic and acrylic polymers. Fitz Chem's technical account managers will serve customers in Alabama, Arkansas, Colorado, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Nebraska, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, South Carolina, South Dakota, Tennessee, Texas, Virginia, West Virginia, and Wisconsin. "The Fitz Chem team is excited to bring these innovative products to the customers we've served for a generation," said Tom Downing, director of new supplier development at Fitz Chem, NAGASE Group. "VINAVIL is a world-class manufacturer with a rich tradition of customer intimacy. Our corporate cultures are very closely aligned, and we look forward to helping our customers bring innovative and high-performing products to market."

PEOPLES SERVICES, INC. IS UNVEILED AS A LEADING WAREHOUSING FIRM

Peoples Services, Inc. is ranked number 22 of Top Dry Warehousing Firms, according to the Transport Topics' 2020 Top 50 list of largest logistics companies in North America. Companies in the Top 50 are ranked based on square feet operated for the most recent 12-month period. "We are honored to be part of this distinguished group again in 2020," said CEO Douglas Sibila. "With over a century in the logistics industry, we are proud to demonstrate how service excellence and fortitude present opportunities for continued growth."

WILSON INDUSTRIAL, INC. SALES COMPANY APPOINTS PRESIDENT

The board of directors of Wilson Industrial Sales Company, Inc. has announced that Steve Wilson has become chairman of the board and Keegan Wilson (pictured right) is now president. Steve Wilson spent 16 years as the company's president and



UNIVAR SOLUTIONS AND EXXONMOBIL DELIVER CLEANING PRODUCTS TO TRANSPORTATION SECURITY ADMINISTRATION

Univar Solutions Inc. is working with ExxonMobil to help support the U.S. Transportation Security Administration (TSA) to help ensure cleanliness for TSA Transportation security officers and passengers in airports.

ExxonMobil has provided thousands of gallons of isopropyl alcohol – a key ingredient in surface cleaners and other products – to Univar Solutions. This was then blended, packaged, and delivered to a TSA warehouse and sent to domestic airports.

"Univar Solutions is an essential company that is supplying critical products, services, and solutions

during an unprecedented time," said Mark Fisher, Univar Solutions' president of USA and Canada.

"With this type of greater societal impact, we're working closely with suppliers, customers, and the necessary government authorities to manage shipments and help minimize disruptions to ensure safe, reliable chemicals and ingredients supply for customers across the world. This product is high in demand and it's our ability to secure supply combined with our turnkey solutions that allows us to immediately meet our customers' needs."

advised the board in January 2019 that he would be stepping down from day-to-day operations, effective January 2020. Keegan Wilson joined the company in 2011 as account manager in the agricultural nutrient division. "Keegan's appointment and this transition are exciting milestones in the succession plan that we have been working to achieve" says Steve Wilson, newly appointed chairman. "Keegan's team-focused leadership style, indus-

try knowledge, and market understanding are key assets to guide the company to achieve its long-term strategic goals."

AZELIS AWARDED GOLD CSR STANDARD FOR SECOND TIME

Azelis' corporate social responsibility (CSR) performance has been recognized with the business being awarded the EcoVadis Gold rating for the second time in a row. EcoVadis is the world's most trusted provider of business sustainability ratings, intelligence, and collaborative performance improvement tools for the global supply chain. Its CSR assessment methodology covers 198 purchasing categories, 155 countries, and 21 CSR indicators. The EcoVadis Gold rating was an important prerequisite for Azelis' membership to Together for Sustainability (TfS), a global initiative for sustainable supply chains – a network of 25 TfS member companies that represent a global

turnover in the chemical industry of \$455bn and a global spend of \$302bn. Azelis achieved a score of 70 points out of 100, an increase of two points versus its last rating. To obtain the EcoVadis Gold rating, a company must score 66-72. That meant it was in the top 1% of distributors assessed by EcoVadis and top 2% of the 60,000 suppliers in all categories. "In 2018, we were awarded the EcoVadis Gold rating for the first time, making us the first specialty chemicals distributor to receive this award," said Maria Almenar, group safety, health, environment and quality and sustainability director. "To now obtain this prestigious accolade for the second time in a row is a wonderful recognition of our group-wide efforts and commitments to implement the same high standards for our CSR performance across all regions in which we operate. We are convinced that CSR and sustainable innovation should continue to play an integral role in our business model."





THE VIEW FROM WASHINGTON

PREPARE FOR TSCA FEE PAYMENTS THIS FALL

Chemical manufacturers and importers may have other things on their minds right now but TSCA changes will need their attention

Allison Tuszyński Washington DC

Despite significant government resources and activities being focused on containing COVID-19, many of the federal agencies must continue with business as usual. The U.S. Environmental Protection Agency (EPA) continues to implement the amended Toxic Substances Control Act (TSCA), including the TSCA user fees rule. The user fees rule allows EPA to collect payments from industry to conduct risk evaluations on the chemicals active in U.S. commerce.

In January 2020, EPA published preliminary lists of manufacturers (including importers) that must pay for the first round of risk evaluations

comprising of 20 chemicals. Any importer or manufacturer of the 20 chemicals was required to self-certify by May 27 with EPA to ensure they are included on the final manufacturer lists.

Following the collection of all self-certifications, the agency will now publish a final list of manufacturers that will be responsible for sharing payment of the \$1.35m fee per chemical. Small busi-

“The first fee payments will be a learning experience for both EPA and industry that will inform the evolution of TSCA implementation for years to come”



nesses that have certified with the EPA will receive an 80% discount on their portion of the fee obligation.

The agency expects to begin sending invoices to manufacturers in August 2020, with payments due in October 2020.

In March 2020, EPA announced that it would remove fee payment and self-certification obligations for three categories of manufacturers of the 20 chemicals. The categories include importers of articles containing one of the 20 chemicals; producers of one of the 20 chemicals as a byproduct; and producers or importers of one of the 20 chemicals as an impurity.

EPA intends to formalize the categories as exemptions in a new TSCA fees rulemaking to be finalized in 2021. In the meantime, EPA has assured that it will take no action against manufacturers that fall under those categories.

Concurrently with the fee payment process, EPA will publish a draft and final scope of each chemical substance. The scope will determine the conditions of use of the chemical.

In other words, the scope will list any reasonably foreseen activities associated with the chemical substance, which will then inform EPA's risk evaluation and any possible risk management actions that industry must take.

The first fee payments in the fourth quarter of 2020 will be a learning experience for both EPA and industry that will inform the evolution of TSCA implementation for years to come.

EPA will revisit the fees rule every three years to determine if the processes and fee amounts are appropriate and efficient. Revisiting the rule is a great opportunity to take into account lessons learned from this first round of payments.

That said, importers and manufacturers could expect growing pains as the industry begins its first payments to support EPA's risk evaluations. ■

THE 20 CHEMICALS INCLUDED IN EPA'S FIRST ROUND OF RISK EVALUATIONS

Chemical substance	CAS number
p-Dichlorobenzene	106-46-7
1,2-Dichloroethane	107-06-2
trans-1,2-Dichloroethylene	156-60-5
o-Dichlorobenzene	95-50-1
1,1,2-Trichloroethane	79-00-5
1,2-Dichloropropane	78-87-5
1,1-Dichloroethane	75-34-3
Dibutyl phthalate (DBP)	84-74-2
Butyl benzyl phthalate (BBP)	85-68-7
Di-ethylhexyl phthalate (DEHP)	117-81-7
Di-isobutyl phthalate (DIBP)	84-69-5
Dicyclohexyl phthalate	84-61-7
4,4'-(1-Methylethylidene)bis[2,6-dibromophenol] (TBBPA)	79-94-7
Tris(2-chloroethyl) phosphate (TCEP)	115-96-8
Phosphoric acid, triphenyl ester (TPP)	115-86-6
Ethylene dibromide	106-93-4
1,3-Butadiene	106-99-0
1,3,4,6,7,8-Hexahydro-4,6,6,7,8,8-hexamethylcyclopenta [g]-2-benzopyran (HHCB)	1222-05-5
Formaldehyde	50-00-0
Phthalic anhydride	85-44-9

Together we are stronger

With industry reeling from the COVID-19 outbreak, what are the various chemical associations doing to offer help and support?

Andy Brice London

The coronavirus pandemic has escalated quickly, sending shockwaves across the globe. Within the space of just a few weeks, everything has changed. Thousands have fallen ill, job losses have soared, stock markets are tumbling, and uncertainty continues to grow.

While the chemical sector is well versed in preparing for almost any eventuality, the impact of COVID-19 has been unparalleled. In such a difficult marketplace, businesses are needing as much support as possible to both function and survive.

Faced by this unprecedented crisis, chemical trade associations have shown a united front and stepped up to the plate.

"There is no hiding the scale of this tragedy but our members are adapting well to a very difficult situation," says NACD president and CEO Eric Byer. "We want them to know we are here for them. This has been a really challenging time and incredibly hard to adjust to but everyone has done a great job so far."

The immediate effect on the chemical sector has been mixed. While some have struggled, others with diverse portfolios who are active in the personal care, cleaning, pharma, and food sectors, have actually reported strong sales and increased demand.

Besides these economic and financial pressures, the added complexity of implementing remote working, staff rotas, social distancing, and rigorous cleaning procedures has made life even tougher.

Since the outbreak first hit the headlines, there has been a real thirst for

knowledge, with everyone seeking information, notes Byer. NACD's priority has been to provide as much help and guidance as possible.

"There are obviously concerns about availability of product and what could happen in the coming months. The key right now is making sure all our member companies are kept up to speed with all the regulatory changes at the federal and state levels."

NACD has been in regular contact with the U.S. Environmental Protection Agency (EPA), U.S. Department of Transportation (DOT), U.S. Federal Emergency Management Agency (FEMA), U.S. Department of Homeland Security (DHS), and the U.S. Centers for Disease Control and Prevention (CDC), as well as coordinating closely with other chemical trade associations and working groups.

TOP PRIORITY

An important first step was ensuring chemical companies were recognized as essential critical infrastructure so they could continue to operate their plants and facilities.

Thanks to the combined efforts of the various trade associations, the chemical industry was included on a list issued by the federal government that identified 16 key sectors that were vital to public health and safety, economic, and national security.

"More than 100 trade associations have worked together to help make sure the chemical community could continue to operate their plants and facilities," adds Chris Jahn, president & CEO of the American Chemistry Council (ACC). "We've also reached out to federal agencies such as the EPA and DOT to get enforcement discretion, for example, asking for regulatory relief as routine compliance monitoring and reporting are just not possible right now."

"Certainly, there have been some operational challenges early on," says Jahn, "but our members have been significantly involved in the response, supplying the PPE, hand sanitizer, and medical equipment needed to combat the crisis. It's highlighted the critical nature of our industry and just how fundamental we are to modern society."



Everyone is focused on doing what it takes to get through the crisis

"We've helped them navigate the regulatory morass and work through issues with FEMA, the FDA, or the CDC. We want to get them first in line and top of the list for approvals. We've been doing our best to help remove obstacles and hurdles in the regulatory space. They have since waived some of the rules and requirements on ethanol use and denaturing, for example. We also continue to look at trade rules and tariffs and have been advocating strongly for delayed payments and relief."

Melissa Hockstad, president and CEO of the American Cleaning Institute (ACI), says its members have been firmly focused on ramping up production since the crisis took hold to meet the increased demand. From an early stage, ACI's priority has therefore been on ensuring that policies put in place related to COVID-19 do not create unnecessary roadblocks obstructing manufacturing and logistics.

"Our association represents the whole cleaning product value chain, with many either making the ingredients or the final products that appear on the store shelves," she



"This has been a really challenging time and incredibly hard to adjust to but everyone has done a great job so far"

Eric Byer
President & CEO, NACD



"Our members have been significantly involved in the response... It's highlighted the critical nature of our industry"

Chris Jahn
President & CEO, ACC



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says. "It was important that our industry was deemed critical infrastructure and that members could have their production facilities running and their employees could get to the plants. That was critical to helping get these important products to consumers and institutional healthcare users."

"We also wanted to look at the long-term fiscal response and worked with a number of other organizations to make sure the economic response really matched the scale and intensity of steps being taken to end the pandemic."

"That meant focusing on making sure companies have access to credit so they can pay their workers, rent, and any other costs. That also means looking for some suspensions or delays in filing business returns and payment of taxes so that making the products can be their top priority."

IMPLEMENTING CHANGE

Certainly, the market is fast-moving and companies are having to adapt, says Hockstad. As ever, ACI is looking to respond quickly to members' concerns and help them overcome any issues.

Temporary policies have been introduced by the FDA to ease restrictions to allow distillers to make products such as hand sanitizers during this difficult period, for example. While the extra competition may not itself be a problem for ACI's members, there remain concerns about safety and the availability and appropriate application of denaturant – an unpleasant-tasting ingredient added to formulations to deter consumption. Any companies failing to add this to their products, and subsequently any ill health because of that, could have repercussions for the entire industry. ACI has continued to work with

the FDA to represent its members in pushing for high standards to be maintained.

Some companies have also been the victims of price gouging – an unfair and illegal practice where large quantities of product are acquired and then sold for many times what they are worth, says Hockstad.

"We've had to engage with the U.S. Department of Justice and the Federal Trade Commission to ask those agencies to continue to take action on those trying to exploit access to cleaning products and their ingredients," she adds.

"For some of our members, March and April have largely been business as usual, but for others, they've had to make some big adjustments," adds Jennifer Abril, president & CEO at SOCMA. "Overall, specialty and fine chemical companies seem to have adapted well to the new dynamic."

"From the beginning, it was our intent to bring order to chaos. There were so many changes and new directives, it was quite overwhelming. SOCMA was very sensitive to information overload," she says. "Our objective was, essentially, to be a repository to organize information and provide insight and analysis."

Each association's website is now home to a comprehensive pool of information about the virus, best practices, and precautionary measures – all helping to ensure everyone is up to speed with how they can operate in a safe and legally-compliant way. Within just a few mouse clicks, members can access webinars, presentations, and others assets, including guidance on working as essential critical infrastructure.

Guides explain what to do if somebody has

symptoms, and the protocols and procedures that need to be taken to minimize the spread of the virus. There are also details about how to apply for loans and grants, what to expect operationally, and suggestions for useful e-commerce tools and software.

KEEPING MEMBERS INFORMED

Additional information is distributed via daily updates and regular newsletters outlining the many initiatives at the state and federal level, while members are invited to participate in polls and surveys to determine their most common concerns so they can receive the most appropriate support.

"We've unfortunately had to cancel many of our events including our workshops, regional meetings, and the Washington Fly-In because of COVID," notes Byer.

"These meetings are always great for networking and learning about the issues facing the industry, but we've had to find another way to connect with our members. It's meant a change of approach."

"There's a saying that associations are there for members to associate. As we can't all meet in person right now, we're still trying to do as much as possible virtually."



"Our objective was, essentially, to be a repository to organize information and provide insight and analysis"

Jennifer Abril
President & CEO, SOCMA



Close collaboration has provided much-needed support to the sector

NACD's successful online learning program, NACD U, has proven an extremely popular tool, he says. The e-learning platform continues to grow, with a new Responsible Distribution refresher course and other modules covering regulation and trade being introduced.

"Not only are we continuing to grow NACD U, but we're also now offering webinars, which are very popular," he says. "We're definitely going to build more of a presence online to offer more information that's important to our members. We'll certainly be running more of these in the future and expanding on this."

ACI's Hockstad says the lockdown has offered opportunities to try new initiatives and campaigns to increase engagement with members.

DAILY CHALLENGES

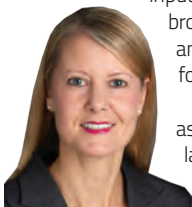
The launch of its new Safe and Clean at Home Challenge has been well received, capitalizing on people spending time at home by providing cleaning tips and inviting them to participate in daily challenges. The aim, she says, is not only to raise awareness by sharing important tips and safety information, but to make the process fun, light-hearted, and accessible.

"We have increased how often we're reaching out to members, but not so it is overwhelming," she notes. "At least twice a week, we send a coronavirus update to brief them on what we've been working on from the policy point of view, as well as any other matters we think they need to be aware of."

"We've had to prioritize some of the programs we've been working on and I'd say our highest-level activities have definitely been on policy and the regulatory side," she says. "Our communications team has created a section on our website that is

updated daily with the latest information, and we've been talking to media with interviews on TV and newspapers—everything from the Wall Street Journal to Martha Stewart Living."

Throughout April, SOCMA hosted 30-minute townhall meetings every Tuesday, highlighting the latest legislative and regulatory changes, ranging from stimulus measures to enforcement changes and reporting deadlines. It also invited guest speakers to offer their insight and perspective. Additionally, on Fridays, SOCMA holds 30-minute business continuity webinars, in partnership with its affiliate members. To date, these have included input from law firms, insurance brokers, and tax specialists—and each has plenty of time for questions.



"We have increased how often we're reaching out to members but not so it is overwhelming"

Melissa Hockstad

President & CEO, American Cleaning Institute

"We've covered issues such as changes in employment law, how insurance carriers will view claims during a

national crisis, and how companies can take advantage of R&D tax credits if they have materially shifted product lines, among other topics."

Abril says SOCMA's new matchmaking service has been a particular success, companies sharing their projects online and inviting the membership to respond and offer their services. With current travel restrictions and social distancing measures limiting opportunities for face-to-face meetings, this initiative has proven extremely popular.

"We only launched this Lead Sheet service last year, but it is now more important than ever. Interest has really picked up because it's a fast outlet to get to manufacturers who may be able to quickly partner on a project. There's no charge; it's a member service, essentially for hot leads that come straight through to SOCMA members."

NEW PROJECT REQUESTS

There have been 20 new project requests posted in March and April alone, which is a 55% increase—a great result given there had previously been a total of 55 in the year since launch.

"Typically, companies would be out in the field, attending meetings and visiting trade shows for intelligence gathering, and to market their chemistries and capabilities," she says. "But without being able to meet in person, there has to be some other way they can make those connections—and SOCMA has positioned itself to be able to that."

Part of the process is being aware of the changing needs of members and tailoring the content accordingly as the crisis evolves.

"While many of our members are seeing a spike in orders now," says Abril, "they have already shifted away from initial concerns about how to stay operational. Now, they are trying to get a pulse on and predict what demand will look like in the third and fourth quarters of the year."

"We're always adapting at SOCMA. We think the next phase, from May to September, will be a transitional period, so we're shifting towards helping companies take steps to meet the demand of a 'new normal'."

Jahn agrees: "What our members need right now is significantly different to what they needed two months ago. We're trying to find out the answers they need. We have been very focused on member value and being as responsive as possible." ■

STAYING INFORMED

The associations featured in this article are working hard to dissect huge volumes of news and information to help the chemical sector during these tough times. To access the latest updates, tools, and resources, visit the dedicated sections on their websites below:

- <https://www.nacd.com/media-center/coronavirus-resource-center/>
- <https://www.americanchemistry.com/COVID-19/>
- <https://www.cleaninginstitute.org/coronavirus>
- <https://www.socma.org/covid-19/>

Managing the situation

In the midst of the COVID crisis, chemical distributors have had to quickly adapt to a new way of working

Andy Brice London

Given that coronavirus now has a stranglehold over our everyday lives, the concept of 'business as usual' seems almost inconceivable. From strict social distancing rules to complete shutdowns, severe disruption has been seen throughout the supply chain, and businesses of all sizes are having to change how they operate.

"I don't think that we'll ever go back to 'normal' after this. This is going to change not only the world we live in, but our way of thinking," suggests Brett Mears, president of Palmer Logistics. "It will probably mean less travel in the future and we might start to question whether we really need to go out at all. More people will work from home and when they're sick, we'll encourage people to stay there. With remote working, you might be able to cut overheads by not having a large downtown office. This is going to change the way we all do business. The chemical industry is going to have to rethink the entire supply chain and how it operates."

These past few months have seen extreme measures taken by governments around the world. Travel restrictions have been imposed, people forced to stay at home, and businesses and non-essential services closed. Chemical distributors, however, still have a vital role to play.

Palmer Logistics first created a pandemic preparedness plan in 2008 after one of its major customers asked whether it had procedures in place. While there has been little need to refer to it since, Mears admits he is pleased those measures were outlined well in advance of the current crisis.

The best thing any op-



"This is going to change the way we all do business. The chemical industry is going to have to rethink the entire supply chain and how it operates"

Brett Mears

President, Palmer Logistics



NACD members have been quick to put new measures in place

erator can do, he says, is to find out as much information as possible from multiple sources, surround themselves with critical thinkers, and consider all the 'what-if scenarios'.

The first objective, he says, should be to protect your employees.

"The most important thing is that they understand you're concerned for their wellbeing. If an employee doesn't feel it's safe to come to work, then they won't come. As a leader, you have to communicate with them and be honest, admit there's a risk, and explain what you're doing to mitigate that risk. You need them to understand they play a vital role. If they're not driving trucks or working in the warehouse, then eventually goods aren't going to be delivered."

TAKING APPROPRIATE ACTION

Soon after news broke about the virus, Doug Brown, president of Brown Chemical Co., Inc., was quick to change the day-to-day running of his business.

"I think the upside is that most chemical distributors are fairly small companies so they have the ability to implement changes and adapt to the circumstances fast," he says. "We just have to keep doing what we normally do in times of crisis situations to be as safe as we possibly can while still being able to function."

"The chemical industry is really good at prepar-

ing for emergency events and in one way, this is just an extension of that. We've been able to act quickly and use our expertise to put plans in place," says Brown.

"The difference with this situation is that the source of the event is not chemical or accident-oriented, but it's epidemiological. It's come from left field but you still need to apply the same training and knowledge."

Being based at the very epicenter of the COVID outbreak in New Jersey, his first step was to limit access to the site. Deliveries were carefully monitored, drivers were asked to stay with their trucks, and non-essential services cancelled.

"We're doing as little maintenance as we possibly can and if people are coming in, we're making sure they're wearing gloves and masks, and we take them on a very specific route through the building," he says.

Another challenge was actually receiving deliveries from other parts of the country. He points to the difficulties he had trying to bring in product from Illinois, as it took over a week to find a courier willing to send somebody to the East Coast.

"We're not having trouble with local movement, but longer distances are a problem," he says. "Drivers just don't want to come. Everybody is painfully aware this is ground zero and New Jersey is right at the center of the outbreak," he says.

"It's also very difficult for drivers who are traveling long distances to even find a place to safely sleep or eat. And what if they're an owner-operator driver and they, or someone in their family, get sick? They're a long way away from home, so what are they going to do?"

Jason Helscher is operations director and co-owner of Classic Distributing Company, a family-run business based in Pacoima, CA.

His business specializes in the supply of cosmetics as well as cleaning household, industrial, and institutional (HI&I) products. Although demand for cosmetics has slowed significantly since the outbreak, there has been an upsurge in HI&I requests,



"Being based on the West Coast, we've always had to plan for earthquakes and fires but pandemics were honestly not even on the radar until a few weeks ago"

Jason Helscher

Operations director, Classic Distributing Company

particularly for hand sanitizer and disinfectant.

To keep the business operating, Helscher ensured social distancing and safe working practices protected his employees.

"Being based on the West Coast, we've always had to plan for earthquakes and fires, but pandemics were honestly not even on the radar until a few weeks ago," he says. "We've had to change a lot of our habits and the way we work."

ADAPT TO THE SITUATION

That has meant limiting the volume of orders so warehouse staff do not feel rushed and can stay safe. Rather than next-day deliveries, it may now take three days, he suggests.

Customers have been understanding and it has been important to set realistic expectations about the availability of products, lead times, and shipping. Helscher also decided to split the staff into two teams and revise their schedules to limit physical interaction. Although it means fewer hours are worked, the business committed to paying full wages.

"I couldn't imagine doing it any other way," he says. "We care about our staff more than anything; we can't do what we do without them. We

have to protect them as much as we protect the business itself."

"My staff has been amazing. They've gotten involved in planning how we implemented all these new procedures we now have in place. From how we handle truck drivers that come in, to how we keep everyone secluded and separate, I've been pleasantly surprised at how my employees have been part of the process management."

As the situation worsened in California, schools and day care centers were closed – causing difficulties for some employees because they suddenly had to find childcare.

"This was an unforeseen situation," he says, "but we changed our conference room into a day care center so they could bring their kids to the office. They can do their school work in there, and we have a television so they can watch movies."

At the request of the parents, the room is limited to one family per day to keep children as isolated and safe as possible. "Everybody's had to do a little shuffling but we've worked together to work out schedules and it works really well."

"I think if you show strong leadership and communicate well, everyone feels more comfortable with what you're doing." ■

COMMUNICATION IS CRITICAL

In times like these, business owners must follow the 'ABC' rule, says crisis communication expert Gerard Braud. Always be communicating.

First, it is vitally important to manage expectations. That means saying if you do not know the answer and only making promises you can keep. Having to backtrack undermines credibility, erodes trust, and could have enormous implications for your business.

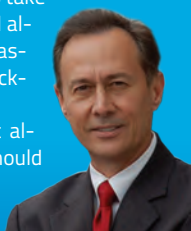
"Every time you erode trust, you erode revenue," says Braud. "In a competitive world, you never want to give a customer a reason to wonder whether they should shop with another provider."

The same mentality should apply with employees, he adds. "You have to be honest to instill confidence in your leadership."

Take, for example, staff questioning whether they are likely to be furloughed. Do not be afraid to say you do not know. Explain what your plans are and be honest.

"You cannot undo some situations. You have to take the responsibility for putting out information, and always show empathy and understanding. It is far easier not to promise than it is to apologize and backtrack."

Business owners also need to recognize that although everybody is focused on COVID-19, they should be running vulnerability assessments. All those



"You have to take the responsibility for putting out information, and always show empathy and understanding. It is far easier not to promise than it is to apologize and backtrack"

Gerard Braud

Crisis communication expert

other things that could go wrong – perhaps a chemical spill, hurricane, or transportation disruption – can still go wrong. Never rest on your laurels. Always keep planning.

"Don't just focus on getting a sale today – protect future sales by putting plans in place," he says. "No one buys an umbrella because they hope it rains. They buy an umbrella in case it rains."

THERE ARE FIVE KEY STEPS TO PREPARING CRISIS COMMUNICATION

- 1) Vulnerability assessment.** Make a comprehensive list of all the things that could go wrong that may wreck your reputation and brand. Include everything from natural disasters and weather events to executive misbehavior, crime, and strikes.
- 2) Write a plan.** Assign roles and responsibilities to team members for gathering and disseminating information to your employees, customers, community, and the media within one hour of an event.
- 3) Prewritten templates.** Have a library of communication templates prepared. In the middle of a crisis, it takes far too long to write something from scratch.
- 4) Interviews.** Carefully prepare to avoid damaging your reputation, revenue, or brand by saying something off the cuff. The challenge now is these will be done remotely through computer screens or cell phones.
- 5) Run drills.** You may think now is not a good time to carry out an exercise because social distancing makes it tougher – but now is the best time. A drill in this environment has to take into account how everyone will work virtually, how they will respond, and what could go wrong. Remember, the best time to prepare for a crisis is on a clear sunny day so you have all you need on your darkest day. If you have not yet taken the necessary steps to prepare for a crisis, do it now before things get worse. Find out more at: <https://braudcommunications.com/5-steps-to-effective-crisis-communications/>

Truckers keep calm and carry on

Truckers are a vital part of the supply chain and never more so than during the current health crisis. However, life on the road has become more difficult

Elaine Burrigde London

Since the U.S. went into lockdown in March to contain the spread of coronavirus, truckers have been playing a critical role in delivering essential supplies. As truckers continue working on the front line, chemical distributors and logistics companies have adopted a series of measures to protect their employees' health and keep them safe from the virus.

For now, a face mask and gloves are the accessories of choice, while social distancing is a way of life, both at work and at home.

Headquartered in Croydon, PA, chemical distributor Coyne Chemical has had to adapt to several regulations put in place by state governor Tom Wolf, as well as adhering to federal restrictions. Thomas Coyne Sr., president and CEO of Coyne Chemical, says the firm has implemented various rules on deliveries. For incoming trucks, drivers are requested to stay in the cab and back up to the warehouse so Coyne's own staff can unload. No more signatures on paperwork either – usually a photo of the documentation is adequate.

NEW PROCEDURES

Coyne says one of its customers checks truckers' temperatures, then gives them a wristband to show they have been cleared and can enter the premises. "Our entire customer base has become much more flexible and appreciative," Coyne says.

The company has stopped incoming trucks using its washroom facilities, installing Porta-Potties outside instead. It has also set up a tent outside for drivers to take their breaks.

As Pennsylvania has designated Coyne Chemical a "life-critical business", the company has continued operating



"Our entire customer base has become much more flexible and appreciative"

Thomas Coyne Sr.
President and CEO, Coyne Chemical



Masks and gloves are now needed

and sending its truckers out on the road, servicing industries such as pharmaceuticals and water-treatment across the northeastern U.S. "Every one of our employees has to carry a document with them stating that they work for a life-critical business," Coyne explains, adding that he has managed to keep all of his 26 truckers employed, along with the rest of the firm's staff.

Many truckers across the U.S. have been very vocal about the lack of open rest-stops and this is a major problem for long-haul journeys. Coyne's truckers are not affected as their routes are more local and they return to the site every day.

Pennsylvania was the first state to close its 35 interstate highway rest areas, although a subsequent outcry led it to reopen the parking bays where it also placed some Porta-Potties.

Meridith Coyne-Haskin, Coyne's director of accounting and finance, says a trucker's life is much less sociable now than before the crisis. Truckers would often meet and chat with customers during deliveries and hand over samples. Now, with skeleton staff operating, many people are working from home and are not onsite.

Deliveries to hotspots such as New York mean that drivers travel in and out without having any so-

cial or human contact as they have to remain in their cabs. Major third-party logistics provider NFI Industries, which operates a dedicated fleet of about 3,000 trucks across the U.S. and Canada, echoes the problems with finding places to take a break.

"Some parts of the U.S. are considered a much greater hot zone. It has been tougher in the Northeast, for instance in New York and New Jersey, and it is difficult to find rest stops," says NFI's Bill Mahoney, senior vice president for sales and account management. "The pandemic has been peaking at different times in different states and every region has been very different in what they are doing."

He adds that NFI's truckers are in a better situation than some others, as most of them are making deliveries up to around 200 miles away, giving them the luxury of coming home most nights and taking their own food and drink.

In addition to providing the requisite protective equipment and administering temperature checks, NFI has implemented enhanced cleansing of its trucks when they return as a different driver can come in on the next shift, as well as disinfecting maintenance facilities where the trucks are serviced. NFI is also working with its shippers on loading and unloading requirements while maintaining the required six feet in social distancing.

TECHNOLOGY CONSTRAINED

Mahoney notes that in a perfect world, drivers should stay in their cabs, but concedes this is not always possible. He adds that some shippers are also "technology constrained", meaning that truckers are still having to sign paperwork.

Meanwhile, some of the country's trucking regulations have been temporarily eased during the crisis. For the first time in its history, the U.S. Federal Motor Carrier Safety Administration (FMCSA) has temporarily suspended requirements on its Hours of Service rules for those hauling essential goods during the pandemic.

The FMCSA has also granted a three-month waiver for renewing commercial driver's licenses and hazardous material endorsements. Individual states have also waived weight restrictions. ■

Maintaining focus on the health and wellbeing of staff has never been more important

Elaine BurrIDGE London

As the fireworks and party celebrations rang in the New Year on January 1, 2020, no one would have predicted the outbreak and subsequent spread of coronavirus around the world. In just a few months, the world as we know it has been turned upside down, both on a professional and personal level.

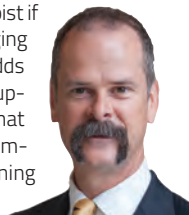
While companies grapple with social distancing measures and lockdowns, and surviving in a period of extreme uncertainty, it would be easy to reduce attention on the health and wellness of employees.

That said, many chemical distribution companies and NACD members already had wellness programs in place before the pandemic. As NACD chief operating officer Lucinda Schofer explains, these programs are designed to manage private medical insurance costs while offering good benefits to workers.

Brainerd Chemical, a distributor headquartered in Tulsa, OK, sponsors a wellness program that encourages healthy living activities through wellness challenges, lunch & learns, and awareness campaigns centered on nutrition, physical fitness, financial wellness, and emotional/mental health.

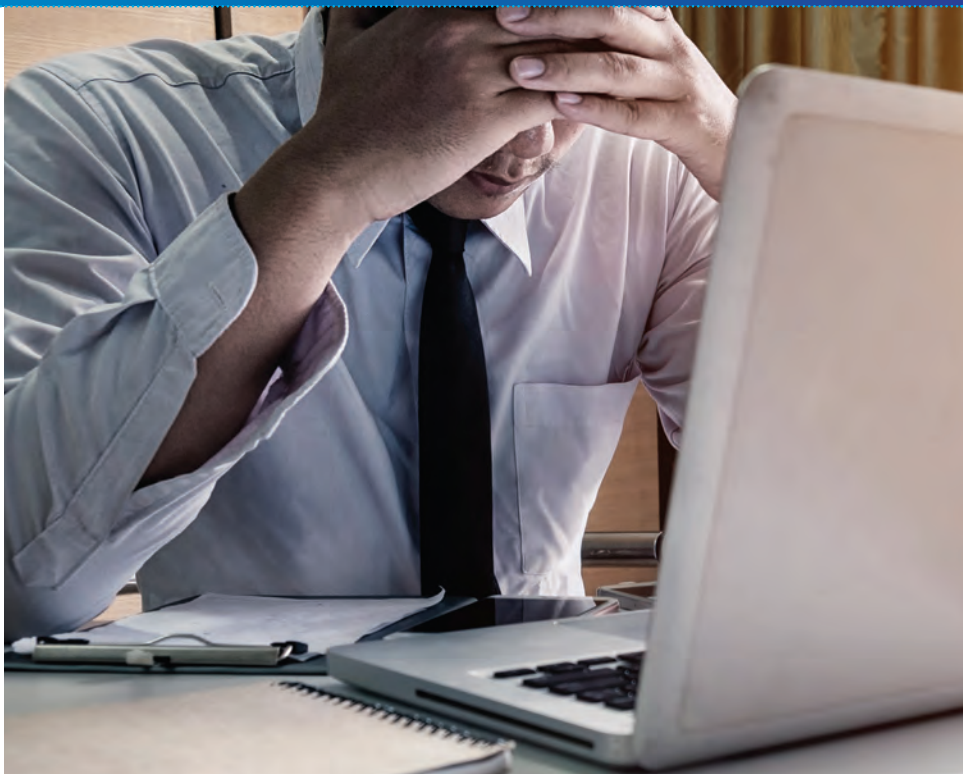
Brainerd chairman and CEO Mat Brainerd says the firm also employs one of the best Employee Assistance Programs (EAP) in its region with CommunityCare EAP, which offers high quality counseling services and resources to employees. The company also has its Brainerd Cares Emergency Relief Fund, which provides tax free grants to employees experiencing financial hardship as a result of COVID-19 or other unforeseen events.

NACD also has an EAP and employees can access a therapist if they need help with managing any concerns. Schofer adds that there are also other support systems available that can make people more comfortable about maintaining



"We also mandate that our supervisors and managers hold daily or multiple scheduled one-on-ones... to show support, engagement, and manage expectations"

Mat Brainerd
Chairman and CEO, Brainerd Chemical



Supporting staff through COVID-19

both their physical and mental wellbeing.

Even after most of the U.S. went into lockdown, Schofer says many NACD members were able to keep essential staff onsite that are needed to distribute products while encouraging others to work remotely, for example in customer service and accounting departments.

She observes that some companies had very robust crisis management and contingency plans and were therefore able to move quickly, while others struggled to make sure that everyone had access to computers, Wi-Fi, and VPNs (virtual private networks) to handle the workloads and flow of communication.

To ensure the physical wellbeing of staff, along with social distancing measures, many companies are carrying out temperature checks on those employees who are still working in offices and warehouses. Brainerd is providing masks to

employees who still have to commute to work and has also stocked up on cleaning supplies and sanitation products for employees' use.

The company adds that it is regularly communicating social distancing measures and advising employees on how to monitor their own health along with asking third party vendors, contractors, drivers, and other visitors to follow the same guidelines.

REMOTE WORKING

The transition to working from home is not easy for everyone. Going from seeing colleagues every day in an office to being a team of one at home takes some getting used to and, if not managed well, can lead to stress, anxiety, and depression.

Added to that is the enforced proximity all day with children, partners, and other family members, all trying to find space to do separate activities. The upset to the daily routine and estab-



REV/Shutterstock

The lockdown is raising stress levels but help is available

lished life/work patterns can be difficult to manage at first as everyone in the household tries to adapt to the situation.

For employers, communication is key, as is the need to keep staff motivated and engaged so they do not feel isolated from their colleagues. Brainerd holds daily calls among both small and large employee groups to help with professional and personal requirements.

"We also mandate that our supervisors and managers hold daily or multiple scheduled one-on-ones each week with their team members who are working remotely to show support, engagement, and manage expectations," he says.

The distributor's executive team also sends staff weekly letters, updating them on the pandemic situation and the company's financial viability along with offering guidance and support. Brainerd notes that the firm also receives a daily news briefing by e-mail from NACD, providing "detailed, abundant, and informative advice".

Asked what he believes are the major stress factors for staff during this crisis, Brainerd cites fear of the unknown, both professionally and personally, as well as remote employees balancing their children's school work with their job while at the same time meeting work expectations.

Schofer adds that a high level of uncertainty about the future, along with no timeline for the crisis ending, are other areas causing employees stress and anxiety. Of course, they will also be worried about family members and children, particularly if any have underlying health conditions

and are at highest risk from the virus.

As an employer, she says, you need to be extra aware to spot any signs among staff that are not coping well and make sure they have the necessary support. Using video technology is very useful to keep in touch and watch for any such signs.

While there can be a view that people working from home are not working as hard as their colleagues in the office, often the opposite is true. Many people working remotely work longer hours, take fewer breaks, and do not always take a full lunch rest either. Schofer says workers at home can be over-conscientious about being at their computer 24/7 and she has been trying to remind people to take proper breaks to ensure they stay focused and alert.

One perhaps unexpected benefit from the COVID-19 pandemic is that workers in the distribution industry are feeling proud that they are providing a service for their local community by supplying critical products, such as sanitizers, cleaning products, and pharmaceuticals, and/or their raw materials. That sense of pride has a positive impact on mental health. It also helps with the company's status in the community. Employers, says Schofer, should take time to recognize their employees' efforts so they can embrace that and feel good about their work.

Brainerd has some advice for those working from home for the first time. In particular, establish a routine, preferably similar to the one before lockdown – in other words, get up, get dressed, and prepare for work as if you were still going to the office. These steps, he says, help employees separate work and home as best as possible.

Also, if possible, try to create an in-home office or take over a corner of a room that can be designated for work. Operate under regular work hours, make time for yourself, and be intentional about scheduling your day.

RETURNING TO NORMAL

At some point, the lockdowns will ease and people will return to their usual workplaces. This, says Schofer, will introduce a different type of anxiety once people transition back to the office and take up their commutes once more.

"Some people may be nervous about returning to work, particularly those with underlying health conditions. These employees may need an extended stay-at-home period and businesses will have to be flexible," she says.

Along with fears of catching coronavirus, many employees will also be concerned about their jobs and whether their employer is financially stable. Schofer believes the best thing companies can do is to share what information they can with their workers about the health of the business. If firms are transparent up front with their employees, it alleviates much of the added fear so that workers

KEEPING EMPLOYEES ENGAGED AND HAPPY

Engagement is Laura Varner's key word for employers to cope with the COVID-19 crisis. Varner, owner of self-development and coaching consultancy AHA Strategic, says maintaining an engaged workforce is critical to being a good employer. It is imperative employees have the tools they need to communicate with one another, she says, while at the same time urging employers to be creative in finding different ways to bring colleagues together.

For example, have a "Happy Hour" at the end of the day, order takeout and share your screen with colleagues at lunchtime, do some exercise or yoga. There are plenty of apps available to link people in various leisure activities. No one should be left feeling isolated.

Varner's message to companies and employees is threefold. Maintain a corporate culture and keep staff engaged. Let people know you are concerned about them and how they are affected by the current measures. For staff, find a good place to work at home where you are comfortable. Ask others what they are doing and share ideas. How are colleagues managing with regard to childcare and possibly other dependent family members?

"If there is a problem in the office, people get together to manage it and that should be no different at home," says Varner. "We all need to be scrambling together. Otherwise, how do you keep your business alive, serving the community and each other?"



"If there is a problem in the office, people get together to manage it and that should be no different at home"

Laura Varner
Owner, AHA Strategic

can be far more motivated. This could be critical in the months ahead as customers' behavior changes, with businesses potentially having to cope with reduced demand across many markets and adapt to a "new normal".

At the time of writing in mid-April, Schofer says about 36% of its members have between 75-100% of their staff working remotely, while another 40% of members have between 25-75% of staff working remotely. "Less than 1% of our members have had to let people go, which is a testament to being good employers," she says. ■

Pandemic is a positive for digital trend

The spread of coronavirus has forced many employees to work from home to keep businesses running, highlighting the benefits and efficiencies that digitalization can bring

Elaine Burrigde London

The global coronavirus pandemic is accelerating the chemical industry's digital transformation. As businesses close their offices during state-wide lockdowns and employees work from home, the digital space has never been so necessary.

"The pandemic has highlighted some of the advantages of embracing digitalization," says Sean O'Donnell, chairman of Datacor. "Companies are realizing that the fewer activities that require physical presence, the better. Business can continue even if only some people can get to the office."

The company, which says it has been at the forefront of the digital revolution in the chemical industry since 1981, offers a comprehensive enterprise resource planning (ERP) software. Datacor ERP (formerly Chempax) is designed for process manufacturers and chemical distributors, bringing all back-end operations together under one vendor for centralized inventory and procurement, business intelligence, manufacturing, accounting, customer relationship management, and more.

O'Donnell says in the past year, there has been a major push in the chemical industry toward digitalization. "Suddenly customer self-service portals are being deployed and the idea of allowing customer to 'pull' information



"Companies are realizing that the less activities that require physical presence, the better"

Sean O'Donnell
Chairman, Datacor

at their own schedule is getting a lot of interest," he says. The types of information being sought include safety data sheets (SDS), Certificates of Analysis (CofAs), product specification sheets, order status, and order history, for example. Some portals can even process payments.

Digitizing documentation and record-keeping also promotes efficiency when it comes to compliance. Taking SDS as an example, some companies used a very manual process for complying with the rules for SDS distribution. Although not required, they would send an SDS sheet with every shipment, a huge amount of labor-intensive work, but necessary where companies are not able to track whether they have sent an up-to-date document or not. Modern ERP systems can track and distribute SDS electronically, eliminating that manual labor.

PANDEMIC IMPACT

That desire for the improved efficiency that digitalization can bring has certainly been highlighted by the coronavirus outbreak. In response to the pandemic, many companies have been scaling up their production capabilities for critical items such as sanitizers and cleaning products. This can be done effortlessly where automated/digital processes are in place, says O'Donnell, who also points out that in a centralized ERP system, digital processes can operate from anywhere and are ideal in a working-from-home environment.

During the crisis, Datacor has been directing its efforts toward educating and assisting its customers on how to use its tools, such as the customer portal, credit card payments, e-payments for settling invoices, customer relationship management, and the benefits of having the server hosted remotely.



Digital technologies have helped the chemical sector stay operational during these tough times

E-commerce company EchoSystem has responded to the COVID-19 outbreak by setting up a no-cost Visibility and Procurement Platform (VAPP) to enable producers and distributors to supply organizations in need of vital raw materials and goods.

Launched a few years ago with about 15-20 main distributors trading on the site, EchoSystem has seen its business really take off during the outbreak. The platform is a permission-based and private trading network that allows distributors to maintain control of their customers, explains EchoSystem's CEO and co-founder Scott Barrows. He adds that VAPP has given distributors a risk-free chance to try the platform without committing any funds up front.

EchoSystem now has about 200 companies registered and has also onboarded some of the U.S.'s major hospital groups, which can directly procure products such as sanitizers and cleaning agents without going through an agency.

"The coronavirus crisis has shined a light on the true value of chemical distribution, one of the most enterprising industries there is and one of the most misunderstood," says Barrows, who



REX/Shutterstock

praises the NACD leadership for its support during discussions with the White House and state governors prior to the platform's launch.

Having worked directly with the U.S. Environmental Protection Agency (EPA), U.S. Department of Transportation (DOT), and U.S. Department of Homeland Security (DHS), EchoSystem has integrated all relevant regulatory information, bringing in data from the EPA on chemicals of interest and DOT's information on handling hazardous chemicals, to keep it all regularly updated.

The system is also prepopulated with packaging information and hazardous chemical codes, with logistics and bookings done in real time. According to Barrows, a transaction takes just three clicks and 60 seconds to fulfill, compared with a manual sales process that could take up to three days.

He believes companies are now starting to understand how the platform business model works and see the power and efficiencies of networks, as well as the potential that exists to grow their businesses without major capital investment. For instance, distributors can access other suppliers' inventory at any point to serve their customers without spending a lot of money. Companies can maintain control of the platform and their customers at all times, choosing what their clients can see through the portal.

EXPANSION BOOST

Such has been the boost to his company from COVID-19 that Barrows has secured additional investment to expand the business faster than he originally anticipated. He says EchoSystem will now reach its target by the end of 2020, rather than in three- or five-years' time. He plans to look at other similar industry verticals, such as raw materials, agriculture, food, and wine, then potentially move into other areas that distributors need such as packaging, totes, and containers.

International expansion is on the cards too. EchoSystem has partnered with international logistics companies for booking and tracking ocean freight



"The coronavirus crisis has shined a light on the true value of chemical distribuion"

Scott Barrows

CEO and co-founder, EchoSystem

and intermodal services. It is also part of an IBM blockchain team aiming to add security and reduce fraud in international trade. Blockchain is a distributed and decentralized, real-time public ledger regarded as incorruptible.

"We will be able to track products from cradle to grave and have a dynamic bill of lading so product ownership can be updated, even when the cargo is on the water. This gives confidence to people doing trades and provides proof of ownership during shipments," Barrows says.

He is hopeful that the humanitarian aspect of EchoSystem can continue once the pandemic is over. Barrows wants to preload a critical goods list on the platform so that should there be any future crises, it can notify producers and distributors and provide access once again to organizations that are in desperate need.

There is no doubt that digitalization can enhance efficiencies and allow transaction volumes to greatly expand without having to add more staff to do repetitive tasks, says Datacor's O'Donnell, adding that the only downside is that companies and users need to get used to change and adopt new practices. It also takes effort to develop new standard operating procedures and get used to "less tactile" transactions, he notes.

But this is not a problem for the next generation, which O'Donnell says has grown up in a digital mobile world and that is what they will expect from their work systems. "They want video in place of text, electronic money transfers instead of paper checks, take delivery on a mobile device instead of signing a bill of lading."

It seems highly likely that the pandemic will have prompted a stronger focus on digitalization, spurring a rapid shift in mindset and heralding faster adoption in the years ahead.

This can only benefit both the users of digital technology and the technology providers themselves. As Barrows says: "Coronavirus has forever changed our business model for the better." ■

CHEMFORMATION SEES DEMAND UPTICK

NACD Affiliate Chemformation (also an Affiliate of Responsible Distribution Canada) has also seen an increase in users of its database, which is a tool for people seeking information on chemical products and different chemistries.

Vice president Paul Broome says more people are looking for information on raw materials going into products such as hand sanitizers, for example isopropanol, ethanol, and thickeners as the coronavirus outbreak spreads.

The system holds data on approximately 19,000 products at present, but Broome says Chemformation is adding products and chemistries on a daily basis. The database allows many different ways for users to look up and cross-reference products – either by trade name, vendor, CAS or United Nations numbers, International Nomenclature of Cosmetic Ingredients (INCI) name, Design for the Environment (DfE), and product use.

Headquartered in Dallas, TX, Chemformation was formed about 14 years ago by Broome's father, and the company's current president, Joe Broome.

The company initially focused on the distribution sector but it is increasingly seeing its information being used by distributors' customers and end-use manufacturers of raw materials and blends.

"We have definitely seen an uptake in the digital space in the last few years," says [Paul] Broome, who adds that Chemformation intends to expand with more products and uses, and even better information.

Broome reveals that the company is increasingly working in partnership with manufacturers, for instance surfactants producer Stepan and most recently Dow's Versene (chelating agent) business. This way, he says, these companies can make sure the information on their products is correct and they can also add more products as, and when, desired.

While Broome concedes that the pandemic is currently having a big and positive impact on the business at the moment, he says a lot of opportunity lies ahead, whatever the outcome. "Demand for chemicals is not going to go away."



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E-learning: a class apart

Develop your skills by making the most of your time in lockdown with NACD's online training and professional development programs

Andy Brice London

Although it is not currently possible to physically attend seminars and classes to enhance your skills, there are still plenty of opportunities to train through distance learning.

Whether sitting at the office or working at home, members can benefit from NACD's ever-growing number of courses and webinars on topics ranging from Responsible Distribution and regulatory issues to managing teams and maintaining safety standards.

The past few months have seen the expansion of its popular NACD U online training center, which is currently offering discounted courses during the coronavirus crisis. NACD has also significantly increased the number of webinars available through its website and is looking to ramp these up to at least one each week.

"We're well aware of all the many challenges that our membership is facing, and the least we can do is provide them with regular and relevant updates and training relating to the industry and COVID-19," says Matt Glaser, NACD vice president, education and strategic programs. "Obviously, we're all unable to meet face-to-face at events like the Washington Fly-In, our regional meetings or regulatory workshops, so we've needed to fill that void."

The NACD team is therefore working hard to develop useful, practical content and make it available online to help members overcome the many challenges they are now facing, he adds.

"We're actively looking at new and exciting ways of keeping our members as engaged as possible and we're testing different formats and platforms to see which have the most potential," he says.

GET WITH THE PROGRAM

Since NACD U launched in 2014, it has grown to include over 200 tailor-made modules designed to improve the skills, knowledge, and professional development of those involved in the chemical distribution sector. Each year, more than 1,500 courses are completed, a number that continues to grow. NACD members are required to participate in all of the courses that cover Responsible Distribution's 13 codes.

NACD U recently introduced a 7th Cycle refresher for Responsible Distribution, which pro-



Members have access to a growing number of courses and resources

vides an in-depth overview of the many resources available to help members complete the program. The new course focuses on how to be successful in the verification process, the codes that are typically cited for non-conformance, and includes guidance on how to take appropriate corrective action.

In the coming months, a number of regulatory modules will also be rolled out. These will cover trade issues such as import compliance, customs valuations, and tariffs, adds Glaser.

"We are also actively trying to develop and launch more webinars that are particularly relevant during the current crisis," he says. "Companies are now working in many new and different ways, so we're looking at how best to address the issues they're facing, re-



"We're actively looking at new and exciting ways of keeping our members as engaged as possible"

Matt Glaser
NACD vice president, education
and strategic programs

gardless of whether these are regulatory, legislative, or relating to human resources."

The free, hour-long webinars have been well received and have so far included a 7th Cycle verification session, the Families First Coronavirus Response Act, critical infrastructure and cyber considerations, as well as regulatory enforcement during COVID-19.

"These look at how the current crisis is impacting the supply chain," he says. "This is a unique situation, and at a scale that companies are not used to dealing with. We are doing whatever we can to help them in the short-term so that they are prepared for when everything settles down again."

PREPARATION IS KEY

Glaser now wants to segue into topics that will help prepare companies for whatever the future holds. This will most likely mean more guidance on human resources and the practicalities of operating a business in a much different marketplace.

"We will soon begin shifting some of our focus so that members are ready for when the crisis begins to dissipate. Our content is always evolving and being adapted to the changing situation," he notes. "There will be many things they might need to know or prepare for that they hadn't even thought about before."

NACD has been reaching out to members, Affiliates and experts outside the membership to see what they would specifically like to be covered moving forward.

"COVID has been an opportunity for companies to think outside the box and be creative with how they work. They're thinking more about innovation and how to streamline their processes, so there will be plenty of new ideas and best practices that we'll need to look at."

"Remote learning has been one of the few positives of this awful crisis," says Glaser. "It may never replace face-to-face meetings because of the high value of networking in person, but we will continue to look at ways we can provide high-quality content and education online. Just as our members are finding new and innovative ways to do things, so are we." ■

To find out more information, or to register for NACD U or an upcoming webinar, visit <https://www.nacd.com/education-meetings/education/online-education/>

New members and Affiliates

NACD welcomes the following companies as members
and Affiliates

Chemical Distributor Members

SUPREME RESOURCES, INC.

5400 Laurel Springs Parkway

Suite 1103

Suwanee, GA 30024

Tel: (770) 475-4638

Primary Contact: Geoffrey Kho, CEO

Email: gkhoadmin@supremeresources.com

Primary Code Coordinator: Sara Perrone

Chemical Producer Affiliates

FLUID ENERGY GROUP LTD.

140-10th Ave.

Suite 1500

Calgary, AB T2G 0R1

Canada

Tel: (403) 463-5843

Primary Contact: Clay Purdy, CEO & chairman

Email: clay@fluidenergygroup.com

Service Provider Affiliates

TRANSVIEW LOGISTICS

1808 North 11th St.

Boise, ID 83702

Tel: (888) 440-6377

Primary Contact: Mike Bjerke, president

Email: mike@transviewlogistics.com

ANOVA

210 South St.

New Providence, NJ 07974

Tel: (908) 332-5003

Primary Contact: Adam Meek, account manager

Email: adam.meek@anova.com

Building a safety culture

We often take safety for granted but sometimes we need to check the bubble we feel we reside in. That is one of the key reasons to conduct safety meetings in the workplace

Michael Lang NACD

All of us want to live and work in a protective shell of safety. Safety meetings serve many purposes. New information is conveyed to those in attendance and safety-related issues are also relayed and reaffirmed. Of course, it is critical to make sure that the information does not just stop at the end of the meeting, but rather the information flows throughout the workforce.

The main goals of safety meetings are to 1) improve safety attitudes, 2) reduce injuries, 3) achieve full safety compliance with federal and state laws, and 4) educate and train.

Just remember that safety meetings are required by certain jurisdictions and will dictate the frequency and the representation by management.

To help achieve these goals, consider creating a safety committee to serve as the organization's eyes and ears for issues that can also include health and security. Sometimes we learn by asking questions such as: Are we developing safer procedures, equipment, and tools? Are accident reports being reviewed? Have we identified those who need training as well as those who need additional training? Have we identified and eliminated hazards?

Who should serve on the safety committee? Organizations differ in size and scope, so the number of safety committee members should be scaled accordingly, but perhaps five to seven members are appropriate for many organizations. It is important that committee members take their jobs and roles very seriously, are committed to increasing education and training, support each other, and feel a sense of value not just to the company but also their fellow workers. Committee members should be represented with responsibilities such as management, operations, administration, human resources, sales, etc. so that it presents a good cross-section of the organization.

Committee members should lead by example so that all employees can and will conduct safety and security inspections. How often should those safety inspections be made? Every day!

Almost every time you walk through your workplace, consider it an unofficial safety inspection. In time, you'll learn all the sorts of hazards to be on the lookout for. The more eyes we have looking for hazards, the better. Of course, if your



Safety is a top priority so regular meetings and training are essential

organization has more than one site, relevant safety information needs to be disseminated to all locations.

Safety committee meetings are all about attitude and how organizations can instill, maintain, and enhance a safety culture.

Examples of unsafe attitudes include: accidents happen; nothing will happen to me; the company doesn't care about safety; working safely takes too much time, effort, or isn't necessary; and shortcuts are ok.

Now, a safety committee hopefully will help instill attitudes such as the following among the workforce: accidents have specific causes; safe work is efficient work; the company is interested in safety; my co-workers are interested in safety; people respect safe work habits; and working safely is a skill.

Looking at that last item, an important safety attitude that cannot be over-emphasized is that working safely is a skill and one that is as demanding and essential as any skill. In fact, it is probably the most essential, because if you do not work safely, you will not be around long enough to perfect other skills.

Since safety meetings should have an agenda, what should this document look like? There is no set formula as each organization may have specific needs, events, and topics to review and dis-

cuss. Consider the following but note that there may be an overlap in some topics and this list is not all-inclusive:

- **Responsible Distribution topics, codes, lessons learned, etc.**
- **Accident reports**
- **Relevant audit reports, internal and external**
- **Compliance with federal, state, and local regulations**
- **Suggestions for safety improvements**
- **"What if" scenarios, great for seeing outside the box situations**
- **Prioritization of issues**
- **Assign (and review) action items**
- **Safety education material, for review and to develop**
- **Communication of safety information**

Make sure that someone is designated to take meeting minutes that also includes the meeting attendees. Those minutes should be reviewed for accuracy and then disseminated to the group shortly afterwards.

The committee understands that raising safety awareness is not one segment of operations, but it is rather the embedded culture of the entire organization. The safety committee accepts that they need to follow-up consistently with any findings and in doing so, gains the respect of co-workers. Then, we can all celebrate safety success. ■

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

Sarah Creswell London
Joseph Chang New York
Will Beacham Barcelona

1

BRENNTAG
2019 SALES: \$14.37BN (€12.8BN)

Essen, Germany

www.brenntag.com

CEO: Christian Kohlpaintner

Products: Full-line range of more than 10,000 products; industrial chemicals; adhesives; paints; oil and gas chemicals; food and nutrition ingredients; water treatment chemicals; personal care ingredients; pharmaceutical ingredients; cleaning chemicals; coatings and construction chemicals; animal nutrition products; pulp and paper chemicals

Services: Tailor-made distribution solutions for industrial and specialty chemicals; one-stop-shop solutions; specific application technology; technical support; just-in-time delivery; product mixing; formulation; repackaging; inventory management; drum return handling

Assets: More than 640 locations in 77 countries; workforce of more than 17,500 employees

2

UNIVAR SOLUTIONS
2019 SALES: \$9.29BN

Downers Grove, Illinois, US

www.univarsolutions.com

President & CEO: David C. Jukes

Products: Amines; aviation fuel additives; chelants; additives; hydrocarbons; essential chemicals & ingredients; military specification chemical products; monomers; silicone alternatives; oils; oleochemicals; pigments; plasticizers; polymers/resins; silica; silicones; solvent blends; solvents; surfactants

Services: Corporate accounts; ChemPoint; custom blending; custom packaging and private label services; lab and formulation services; MiniBulk; supply chain services; telemetry services; transportation services; warehousing services; solutions centre; onsite services; ChemCare services

Assets: More than 3,500 tractors, tankers, trailers; more than 650 distribution facilities; over 10,300 employees in 31 countries delivering to more than 130 countries



ICIS Top 100 Chemical Distributors

3

TRICON ENERGY
2019 SALES: \$6.69BN

Houston, Texas, US

www.triconenergy.com

President & CEO: Ignacio Torras

Products: Chlor-alkalis; aromatics; glycols; fibre intermediates; solvents; olefins; polymers; fertilizers

Services: Marketing; pre-export financing; shipping; logistics; packaging; blending; storage; just-in-time delivery; repackaging;

inventory management; risk management for commodity price and foreign exchange; global presence with sales into over 100 countries

Assets: 28+ offices; more than 450 employees

4

HELM
2019 SALES: \$5.61BN (€5BN)

Hamburg, Germany

www.helmag.com

CEO: Stephan Schnabel



EVA, Q-resin and ABS HR); high performance plastics (modified nylon, modified PBT, modified polyformaldehyde, polysulfone and PES); plastics additives (antioxygen, flame retardants, lubricants, matting agents, compatibilisers, TiO₂); epoxy resin (BPA and crude glycerine); UPR (phthalic anhydride, 2-methyl-1, 3-propanediol, neopentyl glycol); coatings (organic silicon, emulsion, coating agents, surfactant); hygiene products (fluff pulp, SAP); synthetic rubber (IIR, SSBR, EPDM, SBCs, TPE); automotive plastics (PE, modified PP, ABS, ASA, modified nylon, modified PC); PU, rubber chemicals; specialty chemicals; agricultural products; palm oil chemical products

Services: One-stop procurement; supply chain management; technical support; commissioned processing; brand maintenance; information consultation

Assets: Three warehouses; two office buildings

Trading sales: 46%

8

AZELIS

2019 SALES: \$2.41BN (€2.15BN)

Luxembourg

www.azelis.com

CEO: Hans Joachim Mueller

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

Services: Laboratory analysis; formulation development and blending; expert technical and regulatory support; re-packaging; flexible pack sizes; local stockholding; market research and trend analysis; GMP and clean-room pharmaceuticals facilities; integrated supply chain; sampling

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

9

BIESTERFELD

2019 SALES: \$1.44BN (€1.29BN)

Hamburg, Germany

www.biesterfeld.com

CEO: Thomas Arnold

Products: High-performance polymers; engineering polymers; thermoplastic elastomers; styrenic polymers; acrylic polymers, standard polymers and additives; raw materials for cosmetics, pharmaceuticals, organic synthesis, household cleaning, culinary, spice, dairy, beverage, functional food; coatings, adhesives, sealants and elastomers

Products: Methanol; base petrochemicals; intermediates; bio-based chemicals; acids and lyes; fiberglass; crop protection chemicals (herbicides, insecticides, fungicides, growth regulators); fertilizers (nitrogen, phosphates, potassium, liquids, specialties); active pharmaceutical ingredients, pharmaceuticals

Services: International marketing; logistics; project development; scientific service; production

Assets: 30 subsidiaries

5

IMCD

2019 SALES: \$3.15BN (€2.81BN)

Rotterdam, Netherlands

www.imcdgroup.com

CEO: Piet van der Slikke

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

Services: Technical sales; marketing; local and central stock holding; drumming; re-packaging; blending; sampling

Assets: Nearly 50 market-focused application laboratories; nearly 3,000 employees in

80 offices and 89 warehouses throughout all operating companies in Europe, Turkey, Israel, Africa (EMEA); Australia, New Zealand, India, China, Malaysia, Indonesia, Philippines, Thailand, Singapore, Vietnam, Japan, South Korea (Asia-Pacific); US, Canada, Brazil, Puerto Rico, Chili, Argentina, Uruguay, Colombia, Mexico (Americas)

6

KOLMAR GROUP

2019 SALES: \$3.08BN

Zug, Switzerland

www.kolmargroup.com

CEO & chairwoman: Ruth Sandelowsky

Products: Aromatics; olefins; fibre intermediates; LNG and natural gas; alcohols; crude oil and oil products; renewable fuels; solvents

Services: Blending; storage

Assets: Two biofuels plants

Trading sales: 76.5%

7

SINOCHEM PLASTICS

2019 SALES: \$2.72BN

Beijing, China

www.sinochemplastics.com

General Manager: Zhang Xiaolei

Products: Engineering plastics (ABS, AS, PS, PMMA, MS, PC, PA, POM, ASA, POE, PVC,

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



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(CASE); performance products; synthetic rubbers; silicone and fluorosilicone rubber compounds; carbon blacks; industrial and agricultural chemicals; plant protection products and fertilizers; pharmaceutical raw materials

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

Assets: Subsidiaries in more than 30 countries; application laboratories; blending and storage facilities for solid and liquid chemicals
Trading sales: 14%

10 PETROCHEM MIDDLE EAST 2019 SALES: \$1.43BN

Dubai, UAE

www.petrochemie.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: Terminal in Jebel Ali, Dubai; 41 bulk chemical storage tanks including drum storage for 25,000 drums and 4 drumming lines; modern tank terminal in Adabiya, Egypt for storing bulk chemicals; 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 Netherlands

Trading sales: 41%

11 STOCKMEIER HOLDING 2019 SALES: \$1.40BN (€1.25BN)

Bielefeld, Germany

www.stockmeier.de

CEO: Peter Stockmeier

Products: Industrial chemicals (acids, caustic, solvents, solids); specialty chemicals for industrial and home care (cosmetics, coatings, 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 BARENTZ INTERNATIONAL 2019 SALES: \$1.37BN (€1.22BN)

Hoofddorp, Netherlands

www.barentz.com

CEO: Hidde van der Wal

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

Services: Blending; spray-drying; mixing; encapsulating; testing and formulating

Assets: Spray dryers; liquid and powder mixers
Trading sales: 8%

13 OMYA 2019 SALES: \$1.35BN (SWFR1.31BN)

Oftringen, Switzerland

www.omya.com

Vice president: Peter Bigler

Products: Minerals and specialty chemicals for polymers (film and sheet, wire and cable, pipe and conduit, profile, moulding, compounding, thermosets, rubbers and



Asia Pacific chemical distribution leaders (2019 sales)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Tricon Energy	2,632.6	30 McKinn International	32.0	57 Prakash Chemicals International	5.8
2 Sinochem Plastics	2,488.0	31 ECEM European Chemical Marketing	28.6	58 Joss Elastomers & Chemicals	5.6
3 Brenntag	1,722.4	32 Norkem Holdings	28.0	59 Noahs Ark Chemicals	5.2
4 DKSH Holding	723.3	33 Rakha Al Khaleej International	23.3	60 Metafrax Trading International	4.3
5 Behn Meyer Group	686.0	34 Rishichem Distributors	20.9	61 Arkem Kimya	4.0
6 Kolmar Group	685.1	35 Wego Chemical Group	16.6	62 Indukern	3.9
7 IMCD	503.0	36 Saiper Chemicals	15.5	63 Adeka Polymer Additives Europe	3.8
8 Redox	484.0	37 CellMark	15.4	64 Barcelonesa de Drogas Y Productos Quimicos	3.4
9 ICC Chemical	365.9	38 Equilex	15.3	65 Quimdis	3.4
10 Jebsen & Jessen Group	302.0	39 Bufa Chemikalien	15.0	66 Shamrock Shipping & Trading	2.7
11 TOP Solvent	289.2	40 Neo Chemical	14.3	67 Jobachem	2.4
12 Pon Pure Chemicals Group	271.8	41 Connect Chemicals	13.5	68 Atlantic Chemicals Trading	2.2
13 Azelis	267.2	42 Aug. Hedinger	11.9	69 Emsa Tecnologia Quimica	1.7
14 Petrochem Middle East	266.0	43 Arpadis Benelux	11.2	70 Nortex	1.5
15 Omya	258.3	44 Penpet Petrochemical Trading	11.2	71 Solventis	1.5
16 KPL International	254.8	45 An Loc Phat International	10.0	72 The Chemical Company	1.2
17 WWRC Holding	200.0	46 Bodo Moeller Chemie	9.5	73 A. + E. Fischer-Chemie	1.1
18 Manuchar	186.0	47 Safic-Alcan	9.0	74 Lavollee	1.1
19 Union Petrochemical	94.0	48 Skystep Trading	9.0	75 George S. Coyne Chemical	1.1
20 TER Group	76.3	49 PHT International	8.2	76 Solvadis Group	1.1
21 Echemi Group	75.5	50 Novasol Chemicals Group	8.0	77 Astro Chemicals	1.0
22 Barentz International	75.2	51 Rahn Group	8.0	78 Haeflner	1.0
23 Transmare Chemie	73.3	52 2M Holdings	7.8	79 Hawkins	1.0
24 Maha Chemicals	71.0	53 Wisterna	7.5	80 Van Horn, Metz	1.0
25 Ravago Chemicals	67.4	54 Taj Al Mulook General Trading	7.4		
26 Caldic	56.1	55 Eigenmann & Veronelli	6.4		
27 Nordmann, Rassmann	40.4	56 Cornelius Group	6.1		
28 Biesterfeld	38.2				
29 Lehmann & Voss & Co./Lehvoss Group	33.7				

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

elastomers, flooring), construction (decorative paints, industrial coatings, printing inks, adhesives and sealants, plasters and renders, construction), water and energy, agriculture and forestry, alu-finishing, printing and writing, packaging; ingredients for consumer goods (food and nutraceuticals, personal care, home care and animal nutrition)

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 pigment, chemical engineering, microbiology and consumer goods; technical application services hubs in Europe, Americas and Asia Pacific for all product categories; sales affiliates in more than 50 countries; global network of 70+ warehouses

14

SNETOR
2019 SALES: \$1.29BN

Courbevoie Cedex, France

www.snetor.com

President: Emmanuel Aubourg

Products: PE; PP; PVC; PET; PS; ABS; engineering polymers; polyols and TDI; industrial chemicals

Services: Trading; packaging; technical support

Assets: 30 warehouses

Trading sales: 75%

15

MANUCHAR
2019 SALES: \$1.26BN

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: Local know-how and technical support in emerging markets; tailor-made warehousing; logistics/supply chain services; financial solutions

Assets: 75+ affiliates worldwide across 35+ countries; 160+ locations; 405,000+ square metres of warehouse space

Trading sales: 36%

16

ICC CHEMICAL
2019 SALES: \$1.05BN

New York, New York, US

www.iccchem.com

President: Naveen Chandra

Products: PVC resin; acrylonitrile; alpha olefins; styrene; mixed xylenes; acetone; isopropyl alcohol; MMA; n-paraffin; acetic acid; pygas; chloroform; 2-ethylhexanol; solvent C9

Services: Packaging

Assets: 30 offices and representatives worldwide

Trading sales: 82%

17 **DKSH HOLDING** (PERFORMANCE MATERIALS) 2019 SALES: \$1.03BN (SWFR1.0BN)

Zurich, Switzerland

www.dksh.com/pm

CEO: Stefan P Butz

Products: Food and beverage ingredients; personal care and cosmetics ingredients; pharmaceutical ingredients; specialty chemicals

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

Assets: 46 innovation centres; 100 business locations; 35 distribution centres

18 **CALDIC** 2019 SALES: \$988.0M (€880M)

Rotterdam, Netherlands

www.caldic.com

CEO: Olav C van Caldenborgh

Products: Specialty food ingredients such as hydrocolloids, creative sensory products, vitamins, minerals and nutraceuticals, preservatives, antioxidants and acids, processing aids; health and personal care ingredients such as specialty solvents, excipients, APIs, acids and alkalies, pigments, surfactants; specialty chemicals for industrial markets such as specialty solvents; specialty polymers; pigments and dyes; hydrocarbon and water-based resins; emulsifiers; silicone water repellents and anti-foams; adsorbents and ion exchange resins; preservatives; plant-based solutions; elastomers and plasticizers

Services: Sourcing and procurement; production; supply chain; innovation and formulation; regulatory; blending; mixing; repackaging

Assets: 23 entities with 45 sites comprising offices, warehouses, production facilities, laboratories and innovation centres

19 **QUIMIDROGA** 2019 SALES: \$982.4M (€875M)

Barcelona, Spain

www.quimidroga.com

CEO: Vicente Munoz

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

Services: Storage of liquid and packaged products; blending; standard and tailor made packaging; dissolutions

Assets: Logistics complex at the Port of Barcelona with capacity of 30,000 tonnes of packaged products plus 155 tanks for 12,000cbm of liquids; two sites in Burgos and



Madrid, Spain with capacity of 1,500 tonnes of packaged products plus 20 tanks for liquids each one; nine distribution centres; a fully equipped quality control laboratory; new application and development laboratory

Trading sales: 5%

20 **RAVAGO CHEMICALS** 2019 SALES: \$920.6M (€820M)

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) and base chemicals (solvents, inorganics, intermediates, plasticizers)

Services: Distribution, technical expertise, warehousing, logistics, blending, repackaging, lab facilities

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

Trading sales: 10%

21 **TER GROUP** 2019 SALES: \$916.1M (€816M)

Hamburg, Germany

www.tergroup.com

CEO and managing shareholder:

Christian A Westphal

Products: Waxes; gum rosin; thermoplastic and thermoset polymers; adhesives; hot-melts; additives; polybutenes; SIS/SBS block copolymers; IIR rubber; caseine; amorphous polyalpha-olefins; hydrocarbon resins; pigments; dyes; polyvinyl alcohol; food ingredients; vaseline

Services: Blending; packaging; storage; production

Assets: Numerous office buildings; warehouses; trucks

Trading sales: 25%

22 **OQEMA** 2019 SALES: \$881.3M (€785M)

Korschenbroich, Germany

www.oqema.com

CEO: Peter Overlack; **CSO:** Patrick Barthels;

CFO: Hartmut Kunz

Products: Chemicals for technical applications – adhesives & sealants, automotive & machinery, chemical industry & synthesis, construction, energy & electronics, personal care & industrial cleaning, lubricants, metal & surface treatment, paint & coatings, plastic & rubber, surface technology, print & packaging & paper, textile & leather; chemicals for life sciences – cosmetic & personal care, feed & food, spices, flavour & fragrance, pharma; chemicals for environmental – AdBlue, agriculture, water treatment

Services: Key account management; tail spend solutions; recycling of solvents; technical support, blending & dilution; logistics; specialised laboratories; drumming & packaging;

transloading vessel to rail; regulatory affairs management; clean room services; price risk mitigation (fix-, contract- and spot pricing)

Assets: Offices and warehouses in 21 EU countries; terminal in Ludwigshafen, Germany; recycling plant; 60 owned trucks

23 JEBSEN & JESSEN GROUP 2019 SALES: \$808.3M (€720M)

Bangkok, Thailand and Hamburg, Germany
www.ingredients.jjsea.com
www.jebesen-jessen.de

CEOs: Heinrich Jessen, Fritz von der Schulenburg

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

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

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

24 EMERAUDE 2019 SALES: \$780M

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

25 BEHN MEYER GROUP 2019 SALES: \$763.4M (€680M)

Hamburg, Germany
www.behnmeyer.com

Products: Fertilizers; crop protection chemicals; ingredients for food, personal, home care and pharmaceuticals; feed additives; specialties for rubber and plastics; 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; laboratory testing; blending, tailoring and packaging; warehousing and logistics; supply chain management; omni-channel support; business development

Assets: Over 1,200 employees; office and warehouses in 14 countries; 38 warehouse lo-

cations; global production facilities in Malaysia, Thailand, Indonesia, Italy, Netherlands and US; laboratory facilities in Malaysia, Indonesia, Thailand, Vietnam, Italy and Netherlands

26 SAFIC-ALCAN 2019 SALES: \$726M

La Defense, France
www.safic-alcant.com

CEO: Philippe Combette
CEO Myrtel (holding company): Martial Lecat

Products: Cosmetics, pharma, nutraceuticals, rubber, plastics, coatings, industrial specialties

Services: Blending, packaging

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

27 HYDRITE CHEMICAL 2019 SALES: \$700M

Brookfield, Wisconsin, US
www.hydrite.com

CEO: Paul Honkamp

Products: Extensive line of products including peracetic acid (PAA); chlor-alkali; industrial chemicals; foam control chemicals; food processing and sanitation chemicals; food ingredients; liquid sulfites; fertilizers and liquid micronutrients; pulp and paper chemicals; organic and inorganic chemicals; styrene/acrylic emulsion polymers; metal finishing chemicals; solvents; and wastewater treatment chemicals

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

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

28 SOLVADIS GROUP 2019 SALES: \$650.7M

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: 10 tank farms; two storage facilities/warehouses; two production facilities

Trading sales: Less than 5%

29 GTM HOLDINGS 2019 SALES: \$628M

Sao Paulo, Brazil
www.gtmchemicals.com

CEO: Rodrigo Gutierrez

Products: Specialty, performance and industrial chemicals for oilfield, coatings, inks, adhesives, sealants, elastomers, cosmetics, personal care, fragrances and flavors, pharmaceuticals, agriculture, water treatment, food ingredients, animal feed, pulp and paper, mining, lubricants, household & industrial cleaning

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

Assets: 45 facilities throughout Latin America, including six owned maritime terminals; tank farms and blending units in all countries; 19 laboratories (product development, application technology and quality control)

30 HAWKINS 2019 SALES: \$535.5M

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

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

31 NORDMANN, RASSMANN 2019 SALES: \$497.4M (€443M)

Kajen 2, 20459 Hamburg, Germany
www.nordmann.global

Managing director, chairman of the managing board: Gerd Bergmann

Managing directors: Carsten Güntner, Felix Kruse

Products: Adhesives and sealants; composite materials; construction and coatings chemicals; contact lens, dental and medical materials; flame retardants; food additives; industrial chemicals and intermediates; lubricant additives; monomers; oleochemicals; personal care additives; pharmaceutical and nutraceutical ingredients; polyurethane chemicals; synthetic rubber



and rubber chemicals; thermoplastics and polymer additives

Services: Laboratories, studies and R+D; chemical synthesis and compounding; marketing and market intelligence; legislative and regulatory support; quality management and safety; global supply chain management; repacking and refilling; sample service

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

Trading sales: 5%

32

REDOX
2019 SALES: \$493.4M

Sydney, Australia

www.redox.com

Managing director/chairman:

Robert Coneliano

Products: More than 1,000 products serving over 140 industries; commodity and specialty chemicals; food ingredients; agricultural chemicals; household and personal care chemicals; mining chemicals; surface coatings; plastics additives; grease and lubricants; water treatment chemicals; building and construction chemicals; pharmaceutical ingredients

Services: Custom blending; dilutions; re-packaging; bulk storage of powders, solvents, acids, alkalis; palletised storage

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

33

QUADRA CHEMICALS
2019 SALES: \$491.7M

Vaudreuil-Dorion, Quebec, Canada

www.quadrachemicals.com

www.quadrainredients.com

CEO: Tony Infilise

Products: Performance adhesives; flexible packaging; household, industrial and institutional cleaning chemicals; water treatment chemicals; mining and smelting chemicals; soluble fertilizer; pulp and paper chemicals; metal treatment and galvanizing chemicals; construction chemicals; CASE; pool and spa chemicals; oilfield chemicals; nutritional and functional ingredients; food and beverage ingredients; sports and animal nutrition ingredients; pharmaceutical ingredients; cosmetics and personal care ingredients

Services: Storage; packaging; blending

Assets: Six locations with warehouses and tank farms

34

MAROON GROUP
2019 SALES: \$463M

Avon, Ohio, US

www.maroongrouppllc.com

CEO: Terry Hill; President

COO: Mike McKenna

Products: Specialty chemicals and ingredients for the CARE, HI&I, food and beverage, CASE, performance materials and specialty intermediates markets

Services: Technical and formulary support via laboratories; custom blending; repackaging; micronisation; drumming; public warehousing; FDA and SQF storage

Assets: 130,000sq ft headquarters in Avon, Ohio; 170,000sq ft facility in Lincoln, Rhode Island and 37,000sq ft facility in Newark,

New Jersey; six additional market facing customer service centres located throughout North America; additional 47 total warehouses in North America; seven owned trucks; CARE laboratory (Rhode Island); HI&I laboratory (Florida); CASE laboratory (Florida); oil and gas laboratory (Oakville, Ontario Canada); food test kitchen (Oakville, Ontario, Canada)

35

**LEHMANN & VOSS & CO/
LEHVOSS GROUP**
2019 SALES: \$449.1M (€400M)

Hamburg, Germany

www.lehvoss.com

Managing partners: Knut Breede, Soenke Thomsen, Thomas Oehmichen

Products: High-performance composites, magnesia, blowing agents, flame retardants, active cosmetic ingredients like hyaluronic acids, active nutraceutical ingredients like MSM, diatomaceous earths, rare earths, zirconium compounds, rheological additives, antioxidants, 3D printing materials, additive masterbatches

Services: Product development, production, re-packaging, storage, recycling, laboratory

Assets: Five production plants, five laboratories

Trading sales: 30%

36

EIGENMANN & VERONELLI
2019 SALES: \$428.3M (€381.5M)

Rho, Milan, Italy

www.eigver.com

Chairman: Ludovico Balbo di Vinadio

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

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

Assets: Three production plants; three warehouses

Trading sales: 20%

37

INDUKERN
2019 SALES: \$411.6M (€366.6M)

Barcelona, Spain

www.indukern.com

www.grupointdukern.com

CEO: Daniel Diaz-Varela

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

Services: Blending; premixes; packaging; storage

Assets: Nine warehouses in Spain; subsidiaries
Trading sales: 8%

38

WEGO CHEMICAL GROUP

2019 SALES: \$372.7M

Great Neck, New York, US

www.wegochem.com

Principal and President: Bert Eshaghpour

Products: Agricultural chemicals; animal nutrition and feed ingredients; antifreeze and coolant; CASE; corrosion inhibitors; lithium batteries and electrolytes; lubricants and greases; pharmaceutical and fine chemicals; HI&I; flame retardants; food and beverage ingredients; metal-working, finishing and flux chemicals; oilfield chemicals; plastics, resins and rubber chemicals; pulp and paper chemicals; water treatment and pool chemicals

Services: Supply chain solutions; logistics; warehousing; outsourcing

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

Trading sales: 20%

39

ANASTACIO

2019 SALES: \$364.0M

Sao Paulo, Brazil

www.anastacio.com

CEO: Jan Felix Krueder

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

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

Assets: Eight warehouses – three in Sao Paulo, one in Santa Catarina, one in Rio Grande do Sul, one in Pernambuco, one in Goias and one in Buenos Aires, Argentina

Trading sales: 14%

40

EMCO CHEMICAL DISTRIBUTORS

2019 SALES: \$358M

Pleasant Prairie, Wisconsin, US

www.emcochem.com

President: Edward Polen

Products: Acids and alkalis; additives; aliphatic and aromatic hydrocarbons; amines; carbonates; chelating agents; ester and

ether esters; glycols; ketones; pigments; plasticizers; resins; silicones; surfactants; terpene and citrus solvents

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

Assets: Three production facilities (US – North Chicago, Illinois; Columbia, Illinois; Pleasant Prairie, Wisconsin); Six warehouses (US – Elkhart, Indiana; Minneapolis, Minnesota; Cincinnati, Ohio. Canada – Calgary, Alberta; Toronto, Ontario; Montreal, Quebec); 5,000sq ft CASE applications lab; 40 trucks and 90 trailers

41

VIKUDHA OVERSEAS

2019 SALES: \$351M

Hong Kong, China

www.vikudha.com

CEOs: Vikash Adukia, Deap Adukia

Products: Chemicals and polymers for agro and feed, cosmetics and personal care; detergents and home care; food and beverages, mining, oil and gas, paints and coatings, plastics, polyurethane, rubber and paper, textiles and leather, water treatment

Services: Product sourcing, market devel-

WEGO CHEMICAL GROUP

Sourcing the corners of the globe

Tel: +1 (516) 487 3510
 Fax: +1 (516) 487 3794

WEGOCH.COM



CELEBRATING

40
YEARS
1978 – 2018

WHO WE ARE

1978
30+ years
of experience

Team of 80+
worldwide professionals

Business in
25+ countries

Expertise in
global sourcing

Servicing "just-in-time"
deliveries

GLOBAL FOOTPRINT

Headquartered in
Great Neck, New York, USA

9
Global offices

50+
Global warehouses
& distribution centers

MAJOR INFRASTRUCTURE IN CHINA

Beijing • Chongqing • Shanghai • Shandong
 Employees undertaking purchasing, quality control and logistics support

INTERNATIONAL SALES OFFICES

Santiago de Querétaro, Mexico • Istanbul, Turkey
 São Paulo, Brazil • Oosterhout, Netherlands

North America chemical distribution leaders (2019 sales)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Univar Solutions	7,046.3	29 Tilley Chemical	113.2	58 Rowell Chemical	58.0
2 Brenntag	5,374.5	30 Essential Ingredients	111.6	59 Walsh & Associates	56.0
3 Kolmar Group	1,288.3	31 ClearTech Industries	107.0	60 Buckley Oil	55.5
4 IMCD	1,114.8	32 Sea-Land Chemical	106.7	61 Tarr	51.0
5 Azelis	1,045.2	33 H.M. Royal	105.2	62 TRInternational	50.5
6 Tricon Energy	1,004.9	34 Harwick Standard Distribution	100.0	63 Valudor Products	49.0
7 Hydrite Chemical	700.0	35 Chemsolv	92.0	64 McCullough & Associates	48.7
8 Hawkins	530.0	36 Tanner Industries	90.0	65 Chem One	45.9
9 Quadra Chemicals	491.7	37 TCR Industries	90.0	66 Chemical Distributors Inc (Buffalo, NY)	45.0
10 Maroon Group	463.0	38 Mays Chemical Company	86.5	67 Coast Southwest	44.0
11 EMCO Chemical Distributors	358.0	39 Miles Chemical	84.5	68 Ideal Chemical & Supply	43.5
12 PVS Distribution Group	289.0	40 TRiISO	82.0	69 Gehring Montgomery Trexan Chemicals	43.0
13 LBB Specialties (Charkit, AIC and Dien)	271.1	41 Skyhawk Chemicals	78.8	70 Vivion	41.0
14 ICC Chemical	261.4	42 The Chemical Company	78.6	71 Min-Chem/Lawrason's/CK Ingredients Group	39.6
15 Interstate Chemical	246.4	43 George S. Coyne Chemical	77.8	72 Acid Products Company	38.6
16 Wego Chemical Group	246.2	44 Callahan Chemical	75.3	73 Jebesen & Jessen Group	38.2
17 Superior Oil	226.0	45 Chemical Solvents	75.0	74 PHT International	36.3
18 Colonial Chemical Solutions	225.2	46 Webb Chemical Service	75.0	75 Rahn Group	36.0
19 Caldic	224.5	47 TER Group	71.9	76 Northspec Chemicals	35.0
20 ChemGroup	200.0	48 CellMark	68.4	77 Seeler Industries	35.0
21 K-Solv Group	200.0	49 Tennants Distribution	67.7	78 Veckridge Chemical	35.0
22 Special Materials Company	194.0	50 Astro Chemicals	67.0	79 ECEM European Chemical Marketing	33.6
23 Marubeni Specialty Chemicals	188.1	51 Connection Chemical	66.5	80 Independent Chemical	33.0
24 Ravago Chemicals	179.6	52 Greenchem Industries	64.5	81 Radchem Products	32.8
25 Barton Solvents	173.2	53 Petrochem Middle East	64.5	82 GJ Chemical	32.0
26 The Plaza Group	162.0	54 Safic-Alcan	64.0	83 Industrial Chemicals Corp	32.0
27 Omya	129.2	55 Chemisphere	63.0	84 Van Horn, Metz & Co	32.0
28 Pride Chemical Solutions	126.0	56 SolvChem	61.6		
		57 Brainerd Chemical	58.0		

opment, creative financial solutions, market intelligence, logistics expertise, shipping advisory and documentation

Assets: 19 offices across the globe; 165+ employees globally; multiple warehouses

Trading sales: 70%

42

POCHTECA MATERIAS PRIMAS 2019 SALES: \$329.3M

Mexico City, Mexico

www.pochteca.com.mx

www.pochteca-english.com

Executive director: Eugenio Manzano

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

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

Assets: More than 333,000sqm of logistics capacity; capacity to store 22m litres of liquids and more than 113,000sqm of storage of dry goods; 33 distribution centres in Mexico

co, three in Central America and five in Brazil; fleet of more than 200 units; solvent recycling plant; 12 product application laboratories; 12 quality laboratories

43

ECEM EUROPEAN CHEMICAL MARKETING 2019 SALES: \$321.7M

Amsterdam, Netherlands

www.ecem.com

CEO: Barend Barendse

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

Services: One-stop shopping and global supply chain service to customer sites in Europe, US and Brazil; consignment stocks; agents/representatives for producers; drumming operations; sales in packed materials; fully REACH registered in EU; blending; returnable IBCs

Assets: Bulk storage and warehouses in several countries; drumming installations; 8 owned isotanks for dedicated bulk transport; over 100 returnable (custom tailored) stainless steel IBCs; over 70 professional staff in global sales and logistic managers, plus workers on several terminals and warehouse operations; sales offices in Brazil, Japan, China, US and EU

Trading sales: 3%

44

CELLMARK 2019 SALES: \$300.5M

Gothenburg, Sweden

www.cellmark.com

President, Chemicals Division:

Hugo Galletta

President, Basic Chemicals Division:

Ersin Alkan

Products: Basic chemicals; lignosulfonates; caustic soda; semiconductor materials; renewable batteries; oilfield chemicals; water treatment chemicals; coatings; agrochemicals; flame retardants; food and beverage ingredients; cosmetics and active pharmaceu-

Company	Sales (\$m)	Company	Sales (\$m)
85 R.E. Carroll	30.6	111 Faravelli	6.8
86 Connect Chemicals	29.0	112 Norkem Holdings	6.5
87 JNS-Smithchem	26.2	113 ProChem	6.2
88 Barentz International	23.8	114 Behn Meyer Group	5.6
89 Atlantic Chemicals Trading	23.6	115 DutCH2	5.3
90 Biesterfeld	22.5	116 Sinochem Plastics	5.0
91 Eagle Alcohol Company	21.7	117 Snetor	5.0
92 Seacole	21.0	118 Arpadis Benelux	4.5
93 Gulf Coast Chemical	20.6	119 TZ Group	4.0
94 Joss Elastomers & Chemicals	19.1	120 Castle Chemicals	3.9
95 DAXX	19.0	121 Prakash Chemicals International	3.4
96 Schibley Solvents and Chemicals	19.0	122 Harke Group	3.4
97 Metafrax Trading International	18.3	123 Bodo Moeller Chemie	3.0
98 Kadion Especialidades Químicas	16.5	124 Quimdis	2.8
99 American Chemie	16.0	125 Solventis	2.5
100 Echemi Group	15.4	126 KPL International	2.1
101 EMCO-Inortech	15.4	127 Arkem Kimya	2.0
102 Bufo Chemikalien	15.0	128 Thommen-Furler	1.9
103 Lehmann & Voss & Co./Lehvoss Group	13.5	129 Aug. Hedinger	1.7
104 Novasol Chemicals Group	13.0	130 Shamrock Shipping & Trading	1.7
105 Manuchar	12.0	131 Jobachem	1.6
106 ChemCeed	9.4	132 Eigenmann & Veronelli	1.3
107 Redox	9.4	133 Emsa Tecnologia Quimica	1.1
108 Nordmann, Rassmann	7.9	134 Selectchemie	1.0
109 Brisco	7.5	135 Cornelius Group	1.0
110 SMA Collaboratives	7.4		

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

tical ingredients; organic and inorganic chemicals; vitamins, plant extracts, nutraceuticals and amino acids; specialty and fine chemicals

Services: Sales and marketing; sourcing; custom manufacturing; packaging; blending; milling and granulation; R&D; regulatory; market research; logistics

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

Trading sales: 40%

45 PROTEA CHEMICALS

2019 SALES: \$300M

Bryanston, Gauteng, South Africa

Interim managing director: Pieter Swart

www.proteachemicals.co.za

Products: Food ingredients; water-care chemicals; consumer care ingredients; animal nutrition ingredients; coatings, adhesives and solvents; polymers; bulk liquids; bulk powders

Services: Freight; dry and liquid blending;

third-party manufacturing; warehousing; laboratory services; planning; training; environmental management

Assets: 200 Trucks; over 30 warehouses; 10 facilities; eight distribution facilities

Trading sales: 10%

46 MCASSAB

2019 SALES: \$294.3M

São Paulo, Brazil

www.mcassab.com.br

CEO: Victor Cutait Neto

Products: Performance and specialty chemicals for polyurethanes, paints, resins, construction and polymers sectors; solvents; additives; silicones; pigments; monomers; emulsifiers; polyols; isocyanates; biocides; APIs and pharmaceutical excipients; home and personal care ingredients; veterinary products; feed and food premixes and ingredients; vitamins; amino acids

Services: Blending; packaging; storage; dilutions; technical applications laboratories (polyurethanes, home and personal care,

pharmaceuticals and food); full technical support; formulation; physical, chemical and microbiological accredited ISO 17.025 laboratory

Assets: Three warehouses in Brazil; one warehouse in Argentina; four premix facilities for animal nutrition; one premix facility for food nutrition

Trading sales: 0.5%

47

PON PURE CHEMICALS GROUP

2019 SALES: \$293.4M

Chennai, Tamil Nadu, India

www.pure-chemical.com

Chairman and managing director:

M Ponnuswami

Products: Basic chemicals; acids and derivatives; coatings and inks; plastics and composites; textile chemicals; leather and paper chemicals; sugar chemicals; water treatment chemicals; lubricants; monomers; aromatics; ketones; esters; ethers; alcohols; aliphatic solvents

Services: Small packaging; underground storage; technical service; custom blending; just-in-time delivery

Assets: 25 branches in India; five overseas branches in Dubai, Australia, Singapore, Bangladesh and Sri Lanka; 23 warehouses across India (inclusive of seven explosive re-packaging warehouses); leased terminal facilities at Kandla, Mumbai, Ennore, Kakinada and Haldia

48

TOP SOLVENT

2019 SALES: \$291.6M

Chatuchak, Bangkok, Thailand

www.topsolvent.com/en

CEO: Acharee Tiayabhorn

Products: Hydrocarbon solvents (hexane, pentane, SBP group (rubber solvents), toluene, xylene, aromatic solvents (A100 / A150), white spirits; chemical solvents (IPA, acetone, MEK, ethyl acetate, butyl acetate; styrene monomer (SM); ethylene glycol (MEG, DEG); specialty chemicals; food ingredients; pharmaceutical ingredients; personal care ingredients; animal feed products; cleaning products

Services: Manufacturing of hydrocarbon solvent products; storage; drum filling; multi-delivery mode offerings – vessel, bulk lorry, isotank, drum; thinner blending

Assets: One manufacturing plant for hydrocarbon solvents with nameplate capacity of 141,000 tonnes via subsidiary Sak Chaisidhi Company Limited (SAKC); two tank terminals in Thailand; two tank terminals in Vietnam; 73 chemical storage tanks with capacity of over 46m litres; seven warehouses with capacity of 38,000 drums (200 litres); loading and unloading

facilities; drum filling station; laboratory (QC and technical); 54 bulk lorries (contracted); 45 pack trucks (contracted)

Trading sales: 3%

49 PVS DISTRIBUTION GROUP

2019 SALES: \$289M

Detroit, Michigan, US

www.pvschemicals.com

CEO: Tim Nicholson

Products: Full line distribution specialising in inorganic chemistry, surfactants, water treatment, HI&I, metal working, food, oil and gas and agriculture

Services: Blending; packaging; storage; delivery; bulk; minibulk; microbulk; transloading

Assets: Six warehouses; 100 company-owned trucks; multiple terminals

50 QUIMTIA

2019 SALES: \$287M

Lima, Peru

www.quimtia.com

President and CEO: Diego Collard Bovy

Products: Mining chemical products and blends; water treatment products; paper chemical blends; oil and gas chemicals; basic industrial chemicals; feed additives and specialties; poultry pigments; feed pre-mixes; animal health products; food ingredients, blends and flavours; plastic bags and sacks

Services: Packaging and storage; blending; dilutions; production (pigments, animal vaccines, flavours); application consulting; quality control; total chemical management services at customers

Assets: 13 warehouses; eight labs (quality control, applications); four headquarters in Lima (Peru), Buenos Aires (Argentina), Curitiba (Brazil), Medellin (Colombia)

Trading sales: 2%

51 KTM

2019 SALES: \$277M

Istanbul, Turkey

www.ktm.com.tr/en/

CEO: Keyan Zulfikari

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

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

Assets: Pan European coverage and offices, shore tanks & bulk storage facilities, numerous warehouses covering Europe and Turkey, truck fleet and road tankers

Trading sales: 25%

52 LBB SPECIALTIES

(CHARKIT, AIC AND DIEN)

2019 SALES: \$271.1M

Westborough, Massachusetts, US

www.LBBSpecialties.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 chemicals; metal and water treatment chemicals; paint and coatings materials; imaging components; specialty chemicals; industrial products

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

Assets: 32 stocking locations in North America

53 RAKHA AL KHALEJ

INTERNATIONAL

2019 SALES: \$267M

Dubai

www.rai-uae.com

CEO: Henry F Roth

Products: Polymers, masterbatch and filler

Services: Distribution & trading

Assets: Four owned warehouses, several on lease

Trading sales: 20%

54 TENNANTS DISTRIBUTION (AND

ASSOCIATED COMPANIES)

2019 SALES: \$266.7M (£201M)

www.tennantsdistribution.com

Managing director: Tim Griffiths

Chairman: Andrew Mitchell

Products: Acids and alkalis; animal feed raw materials; fatty acids, alcohols and esters; food ingredients and flavours and 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; re-packaging; blending; formulating; re-labelling

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

Trading sales: 2%

55 NORKEM HOLDINGS

2019 SALES: \$260.6M

Knutsford, Cheshire, UK

www.norkem.com

Group MD: A Nicholson

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

Services: Blending; packaging; manufactur-

ing; liquid suspensions; liquid solutions

Assets: 12 locations worldwide

56 KPL INTERNATIONAL

2019 SALES: \$260.1M (RS18.54BN)

New Delhi, India

www.kplintl.com

Managing director: Surinder Kumar Kak

Products: Bulk and essential chemicals; polymers; paper and allied chemicals; specialty chemicals; paints and coatings chemicals; industrial and specialty gases; engineering consumables; darjeeling teas; renewable energy

Services: Development of markets for new products and applications; re-packaging; market intelligence, technical support for quality control, testing and plant audits; after-sales support; sourcing, export, procurement and auditing services; sourcing and exporting from India, China and Middle East to international markets; warehousing and logistics

Assets: Eight warehouses; two bottling facilities for refrigerants and industrial gases; eight wind turbines with generation capacity of 15.35MW; tea garden

Trading sales: 27.76%

57 KRAHN CHEMIE

2019 SALES: \$254M (€226M)

Hamburg, Germany

www.krahn.eu

CEO: Rolf Kuroepka, Axel Sebbesse

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

Services: Technical sales and marketing support; R&D; application development; laboratory analysis, colorimetry and colour-matching service, formulation advice, production, warehousing and logistics solutions, mixing and blending, re-packaging, sampling service, legislative and regulatory support

Assets: Three technology centres

Trading sales: 0%

58 INTERSTATE CHEMICAL

2019 SALES: \$246.4M

Hermitage, Pennsylvania, US

www.interstatechemical.com

Chairman and president: Albert R Puntureri

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

Services: Blending; storage; toll manufacturing; river terminal services; manufacturing catalysts, plasticizers, resins, thermal fluids and various sodium-based products

Assets: Nine warehouses; two river terminals; 98 trucks; 170 tankers; storage tank rentals

59

ARKEM KIMYA
2019 SALES: \$235M

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 and other warehousing services

Assets: One deep-sea tank terminal at Gebze, Turkey with capacity of 84,000cbm; logistics company with 75 transport units and 600 ISO tank containers; four warehouses (two in Istanbul, one in Izmir and one in Rotterdam)

Trading sales: 3%

60

BUFA CHEMIKALIEN
2019 SALES: \$230M

Hude, Germany

www.buefa.de

CEO: Ronald Ijzer

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

Services: Formulating; warehousing; filling and bottling; blending; logistics; drumming

Assets: Six warehouses; 14 trucks

Trading sales: 30%

61

SUPERIOR OIL
2019 SALES: \$226M

Indianapolis, IN, US

www.superioroil.com

President: Kurt Hettinga

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

Services: Solvent recycling; blending; custom manufacturing; private labelling; waste



disposal; acetone replacement systems; vendor managed inventory; regulatory consulting; bulk and package delivery

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

62

COLONIAL CHEMICAL SOLUTIONS
2019 SALES: \$225.2M

Savannah, Georgia, US

www.colonialchemicals.com

Vice president: Rob Roberts

Products: Full line of organics and inorganics; aromatics; aliphatics; alcohols; acids; chlor-alkali; oleochemicals and specialty chemicals; methanol; heptane; caustic soda; glycerine; antioxidants

Services: Global sourcing; re-packaging; custom blending; just-in-time inventory

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

Trading sales: 20%

63

HSH CHEMIE
2019 SALES: \$224.5M (€200M)

Hamburg, Germany

www.hsh-chemie.com

CEOs: Stephan P Lohden, Frank Raabe, Stefan Rather

Products: Specialty chemicals for coatings, adhesives and building, personal and home care, food, feed and pharma, plastics and rub-

ber, 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%

64

UNITED TRADING SYSTEM UTS/ETC
2019 SALES: \$218M

St Petersburg, Russia (UTS Purchasing HQ Åstorp Sweden)

www.utsrus.com

Managing Director UTS: Lars Hjorth

Managing Director 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

Services: Storage; mixing/blending; laboratories; tech support; developing certification

Assets: 13 offices and 14 warehouses; 40,000m² of warehousing; 14,000m² office space; seven laboratories; 500 employees

Trading sales: 0%

65

DONAUCHEM
2019 SALES: \$215.6M (€192M)

Vienna, Austria

www.donauchem.com

Board member: Bogdan Banaszczyk

Products: Commodities and specialty chemicals used in food, pharmaceuticals, paint and construction, cosmetics and detergents, metals, 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%

66

BANDEIRANTE QUIMICA
2019 SALES: \$213.8M

Sao Paulo, Brazil

www.bbquimica.com.br

CEO: Carlos Eduardo Marin

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

chemicals; silicas; amines; agricultural chemicals; epoxy resins; glycols; mining chemicals

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

Assets: Six branches; 95 tanks; three warehouses; truck fleet; two laboratories; 2,500 intermediate bulk containers (IBCs)

67

ECHEMI GROUP
2019 SALES: \$211.6M

Hong Kong, China

www.echemi.com

CEO: David Zhang

Products: Food additives; pharmaceutical intermediates; paint and coating materials; rubber and plastic additives; fine chemicals

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

Assets: Seven worldwide operations centres; two warehouses; one factory

Trading sales: 10%

68

SOLVENTIS
2019 SALES: \$209.5M (€186.6M)

Guildford, Surrey, UK

www.solventis.net

CEO: David Lubbock

Managing director: Nick Johnson

Products: Antifreeze; alcohols; brake fluids; esters; glycols; ketones; propylene glycols; deicers

Services: Blending; drumming

Assets: Storage and blending facilities in Antwerp, Belgium and UK

69

GRUPORN
2019 SALES: \$205.3M

Famalicao, Portugal

www.gruporn.pt

CEO: Ricardo Machado

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

Services: Storage of liquid and packed products; blending; standard and tailor-made packaging; stock control and telemetry; logistics operations consulting

Assets: Logistics complex at the Famalicao, Santo Tirso, Madrid, Valencia, Vigo, Cartagena, Lisboa with 65,000 square metres, with capacity for 40,000 tonnes of packed products and 8,000 cubic metres of liquids in 45 tanks; five tank terminals for liquids with 42,000 cubic metres and packed solids; own fleet of 55 trucks; 50 cisterns; six

Middle East/Africa chemical distribution leaders (2019 sales)

Company	Sales (\$m)	Company	Sales (\$m)
1 Petrochem Middle East	955.5	35 Quimdis	9.5
2 Snetor	835.0	36 Indukern	9.5
3 Tricon Energy	777.4	37 Ricardo Molina	9.2
4 Manuchar	285.0	38 Grupo RNM	9.2
5 Kolmar Group	178.5	39 Barentz International	9.0
6 Ravago Chemicals	168.4	40 Selectchemie	9.0
7 Rakha Al Khaleej International	146.4	41 Unipex	7.7
8 Afriglobal Commodities	124.8	42 DutCH2	7.4
9 Quimidroga	108.9	43 Barcelonesa de Drogas Y Productos Quimicos	7.3
10 ICC Chemical	104.6	44 Emsa Tecnologia Quimica	7.3
11 Taj Al Mulook General Trading	103.0	45 Audiche Trading	6.6
12 Transmare Chemie	91.5	46 Rishichem Distributors	6.5
13 Nesstra Services	74.0	47 Grolman Group	5.6
14 CellMark	68.7	48 Proquibasa	5.6
15 Prakash Chemicals International	53.4	49 Rahn Group	5.0
16 Shamrock Shipping & Trading	45.2	50 Noahs Ark Chemicals	4.6
17 Echemi Group	43.0	51 Joss Elastomers & Chemicals	4.5
18 Biesterfeld	42.7	52 Lehmann & Voss & Co./Lehvoss Group	4.5
19 Omya	42.4	53 Penpet Petrochemical Trading	3.9
20 Venus Chemicals Group	42.0	54 Neo Chemical	3.5
21 Linkers Chemicals & Polymers	37.4	55 Will & Co	3.0
22 Kale Kimya	34.0	56 2M Holdings	2.7
23 Bodo Moeller Chemie	31.3	57 KPL International	2.5
24 Jebesen & Jessen Group	23.6	58 TOP Solvent	2.4
25 Safic-Alcan	23.0	59 Arpadis Benelux	2.2
26 Pon Pure Chemicals Group	20.6	60 Adeka Polymer Additives Europe	2.1
27 Skystep Trading	20.0	61 Arkem Kimya	2.0
28 Solventis	19.9	62 Thommen-Furler	1.9
29 ECEM European Chemical Marketing	18.6	63 Wisterna	1.9
30 Azelis	16.8	64 Wego Chemical Group	1.6
31 Norkem Holdings	15.5	65 Kemat	1.4
32 Solvadis Group	13.5	66 Atlantic Chemicals Trading	1.1
33 Sinochem Plastics	11.0	67 Hawkins	1.0
34 Bufa Chemikalien	10.0	68 PHT International	1.0
		69 Haeffner	1.0

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



semi-trailers; 65 stainless steel isotainers of 26 cubic metres

Trading sales: 10%

70

MARUBENI SPECIALTY CHEMICALS

2019 SALES: \$205.3M

White Plains, New York, US

www.marubenisci.com

President: Hidehiko Yoshida

Products: Industrial chemicals; specialty chemicals; paper chemicals; construction chemicals; cement additives; solvents; adhesives; plastics; food and beverage ingredients; feed and pharmaceutical ingredients; agrochemicals

Trading sales: 10%

71

CHEMPARTNERS

2019 SALES: \$202.2M

Moscow, Russia

www.propartners.ru

CEOs: Gaurav Sood, Constantin Rzaev

Products: Plastics; polyolefins; recycled polymers; processing additives; solvents; polyurethanes, MCAA; disinfection chemicals; pulp and paper chemicals; animal feed; water treatment chemicals; synthetic fibres; food and beverage ingredients; oilfield

chemicals; fine chemicals; flexible packaging; chemicals for crude transportation; rubber chemicals, mining chemicals; paint and construction chemicals

Services: Blending; packaging; vendor managed inventory; contract manufacturing; international and local logistics; sourcing; surveying; market research; studying centre; zero waste services

Assets: 24 warehouses (rented); one office space (owned)

Trading sales: 15%

72

CHEMGROUP

2019 SALES: \$200M

Cincinnati, Ohio, US

www.chemgroup.com

President: Marty Wehr

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

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

Assets: 10 warehouses with over 450,000

square feet, over 2m gal bulk storage; 28 tractors; 18 straight trucks; 38 trailers; 12 tankers

73

K-SOLV GROUP

2019 SALES: \$200M

Houston, Texas, US

www.ksolv.com

CEO/owner: Russell Allen

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

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

Assets: Texas: tote and drum warehouse tank farm; flare; nitrogen access; dock; Louisiana: distribution warehouse

74

WWRC HOLDING

2019 SALES: \$200M

Singapore

CEO: Teoh Weng Chai

Products: Resins/intermediates; additives/catalysts; pigments/fillers/extenders; other



chemicals/solvents; grinding media

Services: Technical service; storage

Assets: Eight warehouses

75

GAMMA CHIMICA
2019 SALES: \$194.8M

Lainate, Milan, Italy

www.gammachimica.it

President: Giuseppe Mearini

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

Services: Storage; packaging; blending; antifreeze production

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

76

SPECIAL MATERIALS COMPANY
2019 SALES: \$194M

New York, NY, US

www.smc-global.com

CEO: Adam Feldman

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

Services: Custom blending; relabelling; solution adjustments; neutralisation reactions; conversions; dilutions; storage; warehousing; bulk storage; consignment inventory; just-in-time delivery; 3rd party warehousing; technical

sales and support; regulatory affairs expertise

Assets: Five global production sites; 15 warehouses; truck fleet of 30 trucks – both bulk tankers and dry vans

77

BANG & BONSOMER
2019 SALES: \$193.1M (€172M)

Helsinki, Finland

www.bangbonsomer.com

CEO: Mikko Teittinen

Products: Specialty raw materials, additives and material technology solutions for coatings and construction, food, personal and home care, polymers and packaging, composites and polyurethanes

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

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

78

THOMMEN-FURLER
2019 SALES: \$190.9M (€170M)

Ruti bei Buren, Switzerland

www.thommen-furler.ch

CEO: Franz Christ

Products: Industrial chemicals (inorganics, organics, liquids and solids); ethanol; hygiene and surface cleaning products; activated carbon; intermediates; plasticizers; high purity

solvents and reagents; electronic grade chemicals; industrial and automotive lubricants; marine and aviation lubricants; automotive fluids; car care products; AdBlue; wastewater treatment chemicals and installations

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

Assets: Seven 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

79

CONNECT CHEMICALS GROUP
2019 SALES: \$185.5M

Ratingen, Germany

www.connectchemicals.com

CEOs: Basar Karaca, Dirk Otmar

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

Services: Custom manufacturing; storage; blending

80

METAFRAX TRADING INTERNATIONAL
2019 SALES: \$184.1M (€164M)

Lugano, Switzerland

www.metafraxtrading.com

Executive director: Marina Sivkova

Products: Methanol; hexamine; pentaerythritol and dipentaerythritol (including micronised grades); melamine; paraformaldehyde; phthalic anhydride

Services: Storage of liquid and solid chemicals; trans-shipment; blending; toll manufacturing; warehousing; packaging; deliveries by vessel, rail, container, truck and silo-truck

Assets: Head office in Switzerland; branch office in Austria; two manufacturing/warehousing sites in Russia, one in Austria; third-party warehouses in Netherlands, Poland, Russia, Spain and the US

Trading sales: 10%

81 SELECTCHEMIE

2019 SALES: \$175M

Zurich, Switzerland

www.selectchemie.ch

CEO: Peter Kaufmann

Products: FDF (finished dosage forms, medicine); generics; pharmaceutical active substances (APIs) and excipients; nutritional ingredients

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

Assets: Three warehouses (Hamburg, Germany; Zurich, Eiken Switzerland)

Trading sales: 5%

82 BARTON SOLVENTS

2019 SALES: \$173.2M

Des Moines, Iowa US

www.barsol.com

President: David M Casten

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

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

Assets: Seven stocking locations; delivery fleet of 84 power units and 149 trailers

83 TRANSMARE CHEMIE

2019 SALES: \$171.8M (€153M)

Antwerp, Belgium

www.transmare.com

www.transmare-chemie.com

CEO: Patrick Van Ende

Products: Chemicals and blends for the oil and gas industry; fine chemicals for health, personal care and home care as well as food and feed applications; industrial and high purity solvents; chemicals and pigments for paints and adhesives; reference fuels; plastics additives

Services: Personalised blends and formulation support; drumming and packaging

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

Trading sales: 50%

84 HAEFFNER

2019 SALES: \$170M

Asperg, Stuttgart, 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: Mixing, blending and formulating; repackaging; contract packaging, warehousing of hazardous goods; just-in-time-delivery; application advice by highly skilled technical sales team; single sourcing

Assets: Six warehouse facilities across Europe with tank farm for acids/lyes/solvents and Hazard Analysis and Critical Control Points (HACCP) filling and blending area; one laboratory; 30 trucks

Trading sales: 10%

85 2M HOLDINGS

2019 SALES: \$170.0M (£127.9M)

Runcorn, UK

www.2m-holdings.com

MBE: Mottie Kessler

Products: Triklone, Perklone and MEC Prime; SamSol; chlorine gas (cylinders and drums) for water treatment and chemical synthesis; surfactants/rheology modifiers; AdBlue; aerospace approved products; anti-corrosive environment friendly pigments; oilfield chemicals; specialty personal care and cosmetics ingredients; hydrocarbons and oxygenated solvents; homecare and I&I ingredients; pharmaceutical excipients and APIs; precision cleaning solutions; Cool-Phos and Vaposol; phosphating (metal pre-treatment) chemicals

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 and formulation

Assets: Application laboratories; warehousing in UK, Poland, Brazil, Nordics, Benelux; own trucks

86 NORTEX

2019 SALES: \$162.4M

Moscow, Russia

www.nortex-chem.ru

CEO: Vladimir Yakushin

Products: Isocyanates; polyols; epoxy resins; hardeners; synthetic rubber; natural rubber; phenolic resins; engineering plastics; polyolefins; polyester resins; synthetic fiber; PVC resins; plasticizers; antioxidants; titanium dioxide

Services: Storage; packaging; drumming; logistics

Assets: Six offices; 12 warehouses; three trucks

Trading sales: 20%

87 THE PLAZA GROUP

2019 SALES: \$162M

Houston, Texas, US

www.theplazagrps.com

President: Randy Velarde

Products: Solvents; intermediates; elastomers; styrenics; polyethylenes; ag chemicals; lignosulfonates

Services: Marketing; logistics; storage

Assets: One warehouse; one bulk storage tank; 101 railcars

88 ATLANTIC CHEMICALS TRADING

2019 SALES: \$157.2M (€140M)

Hamburg, Germany

www.act.de

CEO: Ramin Ghaffari

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

Services: Customising; global supply chain; storage

Assets: 13 offices worldwide; several warehouses worldwide

Trading sales: 10%

89 HARKE GROUP

2019 SALES: \$154.7M (€137.8M)

Muelheim an der Ruhr, Germany

www.harke.com

President: Thorsten Harke

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

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

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

Trading sales: 10%

90 GROLMAN GROUP 2019 SALES: \$153.8M (€137M)

Neuss, Germany

www.grolman-group.com

Managing partners: Dirk Grolman, Florian Grolman

Managing director: Mike Dorsam

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

Services: Formulation and testing

Assets: Laboratories; warehouses

91 ELTON GROUP 2019 SALES: \$149.3M (€133M)

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, refrigerants

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

Assets: Nine warehouses (four privately owned); two laboratories; privately owned trucks and tank trucks

92 KEYSER & MACKAY 2019 SALES: \$141.5M (€126M)

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

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

Assets: Offices and warehouses in seven European countries

Trading sales: Less than 5%

93 RAHN GROUP 2019 SALES: \$137M

Zurich, Switzerland

www.rahn-group.com

CEO: Marcel Gatti

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

Services: Application support; R&D/customised products; regulatory affairs; guide for-

mulations; international logistics; analytics

Trading sales: 50%

94 URAI 2019 SALES: \$135M (€120.3M)

Assago, Milano, Italy

www.urai.it

President & CEO: Roberto Giuliani

Products: Specialty chemicals; pigments; additives; resins; paints and coatings chemicals; plastic and rubber chemicals; lubricant chemicals; personal care and 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: One external warehouse

Trading sales: 0%

95 BODO MOELLER CHEMIE 2019 SALES: \$132.9M (€118.4M)

Offenbach am Main, Germany

www.bm-chemie.com

Chairman and managing director: 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 materials (boards, pastes, casting resins); additives for coatings (pigments, light stabilisers, dispersing agents, thickeners); additives for plastics and rubber (pigments, stabilisers, masterbatches, steatites); additives for lubricants (corrosion protection, antioxidants, metal deactivators); chemicals and dyes for textiles; packaging and labelling adhesives

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

Assets: Application labs for adhesives, coatings and textile chemistry; headquarters in Germany; affiliates in Europe, Africa, Asia and US; local warehouses; production plant for polymer formulations

96 BARCELONESA DE DROGAS Y PRODUCTOS QUIMICOS 2019 SALES: \$132.5M (€118M)

Barcelona, Spain

www.grupbarcelonesa.com

CEOs: Enric Collell, Albert Collell

Products: Formulated blends for food and feed; agrochemicals; oilfield chemicals; mining chemicals; resins, curing agents and

composites; metal-working formulations; chemicals for detergent, disinfection, home Care, personal care and pharmaceuticals; textile and leather chemicals; chemicals for coatings, inks, adhesives, construction, lubricants and paper; pool chemicals; water and waste treatment chemicals; polyols and polyurethanes; chlor-alkalis; acids and bases; metallic salts; solvents, amines and glycols

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

Assets: Eight warehouses with palletised storage capacity: 70,000 square metres = 56,000 pallets, located in southwest Europe and northern Africa; distribution and sea tanks: 17,000 cubic metres; trucks: 80 people located in southwest Europe, northern Africa, Latin America and China; commercial agents in Turkey, Jordan, Iraq, India, Indonesia, Vietnam, China

Trading sales: 20%

97 PRIDE CHEMICAL SOLUTIONS 2019 SALES: \$126M

Holtville, New York, US

www.pridesol.com

President: Arthur Dhom Jr

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

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

Assets: Three warehouses; 12 tractor trailers; five straight trucks; 25 tank wagons; 400,000 gal tank farm

98 FARAVELLI 2019 SALES: \$125.9M (€112.2M)

Milan, Italy

www.faravelligroup.com

CEO: Luca Benati

Products: Chemicals and raw materials for food, pharmaceutical, nutraceutical, cosmetic and various industrial applications

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

Assets: One plant; two labs; 10 warehouses

Trading sales: 25%

99 ARPADIS BENELUX 2019 SALES: \$125.7M (€112M)

Antwerp, Belgium

www.arpadis.com

CEO: Laurent Abergel

Latin America chemical distribution leaders (2019 sales)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Brenntag	959.0	26 Selectchemie	25.0	50 Arkem Kimya	3.0
2 Tricon Energy	706.1	27 Ravago Chemicals	22.5	51 Norkem Holdings	2.8
3 Manuchar	688.0	28 Brisco	22.2	52 Transmare Chemie	2.8
4 GTM Holdings	628.0	29 Sulatlantica Importadora E Exportadora	22.0	53 Solventis	2.6
5 Univar Solutions	455.1	30 ECEM European Chemical Marketing	21.7	54 Wistema	2.6
6 Anastacio	364.0	31 TZ Group	20.9	55 Penpet Petrochemical Trading	2.2
7 Pochteca Materias Primas	329.3	32 Petrochem Middle East	15.0	56 Hawkins	2.0
8 MCassab	294.1	33 The Chemical Company	14.5	57 Barcelonesa de Drogas Y Productos Quimicos	1.7
9 Snetor	285.0	34 Nesstra Services	14.4	58 SMA Collaboratives	1.6
10 Quimtia	283.0	35 CellMark	14.4	59 Metafrax Trading International	1.5
11 Bandeirante Química	213.8	36 DutCH2	12.5	60 Ketsin de Costa Rica	1.4
12 Jebesen & Jessen Group	192.0	37 Sinochem Plastics	12.0	61 Lavollee	1.3
13 Indukern	163.8	38 Wego Chemical Group	11.8	62 Arpadis Benelux	1.1
14 Metachem Industrial E Comercial	72.1	39 Joss Elastomers & Chemicals	10.1	63 Atlantic Chemicals Trading	1.1
15 Biesterfeld	56.1	40 DAXX	10.0	64 Lehmann & Voss & Co./Lehvoss Group	1.1
16 Omya	52.7	41 Clariquímica	8.1	65 Same Chemicals	1.1
17 Carbono Química	47.0	42 Shamrock Shipping & Trading	6.5	66 Eigenmann & Veronelli	1.1
18 Barentz International	41.9	43 Marubeni Specialty Chemicals	5.8	67 Astro Chemicals	1.0
19 ICC Chemical	41.8	44 Ricardo Molina Group	5.7	68 Grupo RNM	1.0
20 Henry Hirschen	40.0	45 Quimidroga	5.6	69 Harwick Standard Distribution	1.0
21 Quelaris Internacional	36.9	46 Bufa Chemikalien	5.0	70 PHT International	1.0
22 Kolmar Group	33.5	47 Van Horn, Metz	5.0	71 Rahn Group	1.0
23 Skystep Trading	33.3	48 Prakash Chemicals International	4.4	72 Valudor Products	1.0
24 Morais de Castro Produtos Químicos	32.3	49 2M Holdings	3.4		
25 Echemi Group	26.4				

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

Products: Polyurethanes; acrylates and monomers; solvents; glycols; adipic acid; HMD; specialty acrylates

Services: Drumming; blending; storage and transport through our third party partners

100 TILLMANNS 2019 SALES: \$125.7M (€112M)

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 the 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: Two company owned and operated

warehouses with total capacity of 45,000 tonnes; two laboratories; own truck fleet

101 AFRIGLOBAL COMMODITIES 2019 SALES: \$124.8M

Dubai, UAE

www.afriglobalonline.com

CEO: Maneesh Garg

Products: Polyurethane chemicals; paint chemicals; cosmetics chemicals; basic chemicals for detergent and food; TDI; polyols; methylene chloride; titanium dioxide; styrene acrylates; petroleum jelly; white oil; caustic soda; soda ash dense; lube additives; corn starch; liquid glucose

Services: Supply chain services

Assets: Three offices; five large warehouses; 27 Trucks

Trading sales: 100%

102 CSC JAEKLECHEMIE 2019 SALES: \$124.8M (€111.2M)

Nuremberg, Germany

www.csc-jaekle.de

CEOs: Robert Spath, Michael Spehr, Bernhard Schmid

Products: Industrial chemicals; acids; alkaline solutions; solvents; solids; specialties; coatings, adhesives and sealants (CASE) raw materials; high quality 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 wastes; worldwide shipment; trucking

Assets: Two storing, filling and trans-shipment sites; warehouse; two laboratories for quality assurance; six tank wagons for chemicals; 13 trucks; 26 company vehicles

103 IMPAG 2019 SALES: \$123.5M (€110M)

Zurich, Switzerland

www.impag.com, www.impag.ch

CEO: Remo Bernardi

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

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



Sign up to receive free ICIS updates by email, tailored to the markets you are interested in. Visit [icis.com/keep-in-touch](https://www.icis.com/keep-in-touch)

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

Assets: Six sales offices across Europe; one tank farm for liquid goods; filling line for chemicals; own application lab

Trading sales: 20%

104 PROCHEMA

2019 SALES: \$122M

Vienna, Austria

www.prochema.com

President: Werner Figlhuber

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

Services: Pan-European sales network; market research; sales; financing; storage; supply chain management

Assets: 13 sites in Europe and Asia

Trading sales: 25%

105 ALGOL CHEMICALS

2019 SALES: \$118.1M (€105.2M)

Espoo, Finland

www.algolchemicals.com

Managing director: Fredrik Hansson

Products: Base chemicals; coatings chemicals; construction additives; polymer additives; emission control materials; food and feed ingredients and additives; metal treatment chemicals; mining chemicals; pharma industry auxiliaries; personal care ingredients; detergent ingredients; soil remediation products; water treatment chemicals; transportation chemicals

Services: Blending; packaging; storage; logistics; HSEQ consulting; procurement; supply management

Assets: 21 warehouses; two blending and packaging lines

106 QUIMDIS

2019 SALES: \$114.2M (€101.7M)

Levallois-Perret, France

www.quimdis.com

President: Jean-Francois Quarre

Products: Food and feed ingredients/supplements; pharmaceuticals and veterinary APIs; cosmetics ingredients; essential oils; aroma chemicals

Services: Blending oils; compounding; sourcing

Assets: Headquarters in Paris area; factory in

Grasse, France; two warehouses

Trading sales: 67%

107 TILLEY CHEMICAL

2019 SALES: \$113.2M

Baltimore, Maryland, US

www.tilleychem.com

President: John Tilley

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

Services: Blending; packaging; product formulation

Assets: Four warehouses; 28 tank trucks; 15 box trucks; 10 straight trucks

108 PENPET PETROCHEMICAL TRADING

2019 SALES: \$112.8M (€100.5M)

Hamburg, Germany

www.penpet.com

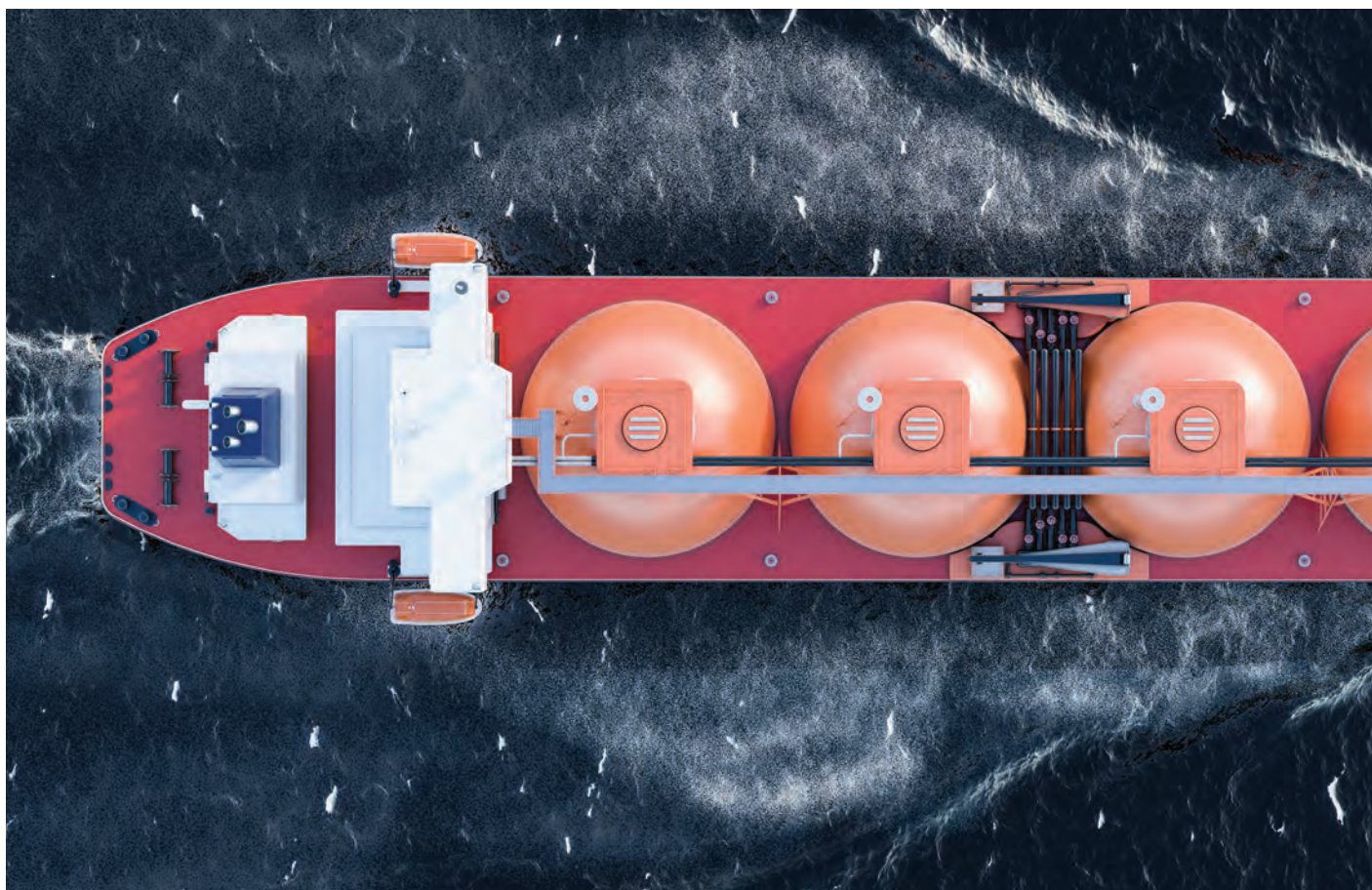
General managers: Tim Meister, Christoph Meister

Products: Oxo-alcohols; melamine; solvents; plasticizers

Services: Blending; packaging; storage

Assets: Two warehouses

Trading sales: 25%



109 UNIPEX 2019 SALES: \$111.8M (€99.6M)

Paris, France

www.unipex.com

President: 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 (TiO₂); dyes and pigments; sports grounds polymers and resins

Services: CSR (Corporate Social Responsibility); warehousing; application labs; formulations; regulatory services; auditing; reconditioning

Assets: Two owned warehouses in the Paris area

Trading sales: 6%

110 ESSENTIAL INGREDIENTS 2019 SALES: \$111.6M

Atlanta, Georgia, US

www.essentialingredients.com

CEO: Kris Maynard

Products: Personal care ingredients; home

care chemicals; industrial and institutional chemicals; pet care ingredients

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

Assets: Eight total distribution locations throughout the US and Canada (seven in US, one in Canada)

111 TAJAL MULOOK GENERAL TRADING 2019 SALES: \$110.4M

Dubai, UAE

www.tajchem.com

CEO and chairman: Irfan Siddique Mulla

Products: Polyurethane chemicals (TDI, MDI, polyols); lubricant additives (PPD, TBM, ZDDP, base oils); paints, inks and coatings; construction chemicals; oil and gas chemicals; solvents; PU machinery; fabrics

Services: Blending; repackaging; local warehousing; technical support; supply chain management; just-in-time delivery; inventory management

Assets: Extensive marketing network in GCC and Africa; three warehouses in UAE; three warehouses in Saudi Arabia

Trading sales: 40%

112 NEO CHEMICAL 2019 SALES: \$109.2M (€97.3M)

Dzerzhinsk/Moscow, Russia

www.neochemical.ru

CEO: Andrey Lipovetskiy

Director: Vladimir Fedyushkin

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

Assets: Packaging, storage, shipping, wholesale warehouse

Trading sales: 50.91%

113 SEA-LAND CHEMICAL 2019 SALES: \$108.4M

Westlake, Ohio, US

www.sealandchem.com

President: Jennifer Altstadt

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

Services: Stocking; packaging and repackag-

ing; product sourcing; market development; technical expertise; lubricant testing; logistics; small package to bulk deliveries; ISO9001: 2015 standards; regulatory support

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

114 ADEKA POLYMER ADDITIVES EUROPE 2019 SALES: \$107.0M (€95.3M)

Mulhouse, France

www.adeka-pa.eu

CEO: Tsuyoshi Urushihara

Products: Polymer additives

Services: Masterbatching

Trading sales: 60%

115 CLEARTECH INDUSTRIES 2019 SALES: \$107M

Saskatoon, Saskatchewan, Canada

www.cleartech.ca

President: Randy Bracewell

Products: Water treatment chemicals; caustic soda; hydrochloric acid; chlorine; sodium hypochlorite; coagulants; flocculants; acids; alkalis; sulfites; defoamers; activated carbon; phosphates; surfactants; chemical feed systems

Services: Blending; packaging

Assets: 10 buildings in seven cities across Canada

116 H.M. ROYAL 2019 SALES: \$106.2M

Trenton, New Jersey, US

www.hmroyal.com

President: Joseph E Royal

Products: Kevlar aramid pulp; polymers (EPDM, SBR, FKM); silicones (LSR, HCR, RTV); rubber to substrate bonding adhesives; flame retardants (halogen and non-halogen); peroxides; resins (hydrocarbon and phenolic); precipitated calcium carbonate; precipitated silica; zinc oxide; lightweight fillers; carbon black; kaolin clay; calcium carbonate; talc; fumed silica

Services: Marketing; order fulfillment; storage; domestic and international logistics

Trading sales: 6.5%

117 C.H. ERBSLOEH GROUP 2019 SALES: \$103.3M (€92M)

Krefeld, Germany

www.cherbsloeh.com

CEO: Christopher Erbsloeh

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

Services: Technical sales and marketing; application development; analytical testing and qual-



ity control; warehousing; regulatory services; supply chain management; after-sales services
Assets: 11 office locations; application and quality control laboratories; fully owned and operated warehousing and tank farm

118 NOAHS ARK CHEMICALS 2019 SALES: \$103.3M (€92M)

London, UK

www.noahsark.eu.com

CEO: Bharat Bhardwaj

Products: Solvents; glycols; styrene; benzene; acrylates

Services: Blending; storage

Trading sales: 30%

119 PHT INTERNATIONAL 2019 SALES: \$102.2M

Charlotte, North Carolina, US

www.phtinternational.com

President and Owner: Lihong Yu

Products: Pharmaceuticals; agrochemicals; consumables; electronic chemicals; personal care ingredients; fibers

Services: Custom manufacturing; in-house chemical development; quality control and regulatory support; strategic sourcing; logistics; sales; marketing; sample generation; contract research organisation; import/export services in the US and China

Assets: 100% owned Sancus Arc BioChem manufacturing facility

120 HARWICK STANDARD DISTRIBUTION 2019 SALES: \$101.9M

Akron, Ohio, US

www.harwick.com

CEO: Ernest E Pouttu

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

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

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

121 THE CHEMICAL COMPANY 2019 SALES: \$98.2M

Jamestown, Rhode Island, US

www.thechemco.com

CEO: Robert N Roach, Jr

President: Robert N Roach III

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

chemicals; intermediates; acids

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

Assets: Global network comprised of 41 sites; Regional offices in California, US / Colombia / Mexico City, Mexico and Nanjing, China; 10 storage facilities and 14 railcars; global warehouses; shore tanks

122 STAUB & CO – SILBERMANN 2019 SALES: \$96.6M (€86M)

Nuremberg, Germany

www.staub-silbermann.de

Managing directors: Andreas Frank, Peter Stockmeier

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

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

Assets: Two warehouses; 17 trucks

Trading sales: 30%

123 EXTRUPLAST 2019 SALES: \$94.3M (€84M)

La Rochelle, France

www.extruplast.net

CEO: Dondainas Gilles

Products: Heating fluid; screen washes; engine coolants; gasoline; motor oil; solvents

Services: Packaging; blending; storage; recycling

Assets: Atex filling machine; blowmolding assets

Trading sales: 1%

124 UNION PETROCHEMICAL 2019 SALES: \$94M

Bangkok, Thailand

www.unionpetrochemical.com

Managing director: Perapol Suwannaprasri

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

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

Assets: Five warehouses and 30 trucks

125 CHEMSOLV 2019 SALES: \$92M

Roanoke, Virginia, US

www.chemsolv.com

CEO: L Glenn Austin

Products: Acetals solvents; aromatics/aliphatics; isoparaffins; alcohols; ketones; esters; glycols; heat transfer fluids; glycol ethers; pyrrolidones; thinner blends; acrylics;

lacquers; enamels; flexo ink solvents; amines; ethanolamines; plasticizers; surfactants; acrylates; silicones; surfactants; metal-working fluids; oils; process oils and lubricants; phosphates; caustic soda; caustic potash; acids; HP lab reagents; biocides; quats; industrial and FG cleaners; diesel exhaust fluid

Services: Solvent formulating and blending; solvent distillation and purification; laboratory services; consulting; product safety and environmental; rail terminal service

Assets: Six warehouses; 40 trucks; 50 trailers; 1.3m gal bulk storage

126 KALE KIMYA 2019 SALES: \$92M

Kocaeli, Turkey

www.kalekimya.com

CEO: Birgen Kaleagasi

Products: Detergent additives; disinfectant and protection chemicals; emulsifiers; polymers; surfactants; pool chemicals; actives and antioxidants; paints; oils and esters; conditioners; protectives; perfume; silicones; UV filters; fatty alcohols; adhesives

Services: Storage; transport; production; blending; packaging

Assets: Five warehouses; four trucks; one production facility; total 35,000 square metres storage; 1,000 tonnes bulk storage

Trading sales: 30%

127 MEADE-KING, ROBINSON & CO 2019 SALES: \$92.0M (€69.3M)

Liverpool, UK

www.mkr.co.uk

Managing director: Philip Tarleton

Products: Oleochemicals; waxes; glycerine; epoxy resins; castor oil; malic acid

Services: Storage; blending; repackaging; warehousing

Assets: Three warehouses

Trading sales: 15%

128 TANNER INDUSTRIES 2019 SALES: \$90M

Southampton, PA, US

www.tannerind.com

President and CEO: Stephen Brad Tanner

Products: Anhydrous and aqua ammonia

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

Assets: 13 distribution locations; full fleet of tractors and trailers

129 TCR INDUSTRIES 2019 SALES: \$90M

La Palma, California, US

www.tcrindustries.com

CEO: Sam A Rumfola

Products: Resins; pigments; additives; personal care ingredients; food ingredients; pharmaceutical ingredients; nutraceuticals

Services: Storage

Assets: 10 warehouses

130

SKYSTEP TRADING
2019 SALES: \$90M

Limassol, Cyprus

www.skystep.eu

Director: Oksana Spyrou

Products: Acrylates; oxo-alcohols; sulfur; sodium tripolyphosphate; soda ash; sodium sulfate; caustic soda; potassium hydroxide; potassium carbonate; potassium sulfate; sodium lignosulphonates; chromium compounds; acetone; methylene chloride; rubbers; phenol; isopropyl alcohol

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%

131

CHEM INTERNATIONAL
2019 SALES: \$89.9M

Warsaw, Poland

www.chem-international.pl

CEO: Cezary Mielczarek; Board member: Pawel Tomaszkiwicz

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

Services: Logistics support; intermodal solutions; storage; customised services and solutions; technical support

132

MAYS CHEMICAL
2019 SALES: \$88.6M

Indianapolis, Indiana, US

www.mayschem.com

President: Kristin Mays Corbitt

Products: Acidulants; alkalis; citrates; humectants; flavors; glycerine; glycols

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

Assets: Two warehouses; one warehouse/blending facility; one freight truck; six liquid tank trucks; 12 forklifts/related equipment

133

NESSTRA SERVICES
2019 SALES: \$88.4M

Slough, UK

www.nesstra.com

CEO: Alwan Hitti

Products: Polyurethane chemicals (polyol, TDI, MDI, additives etc); calcium carbonate; caustic soda; glycerine; hexane; hydrogen

Europe chemical distribution leaders (2019 sales)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Brenntag*	5,880.4	32 Norkem Holdings	207.9	63 ProChema	115.0
2 Univar Solutions*	1,785.5	33 Sinochem Plastics	205.0	64 Arpadis Benelux	106.7
3 Tricon Energy	1,566.9	34 ChemPartners	202.2	65 Unipex	104.1
4 IMCD*	1,534.7	35 Bufa Chemikalien	200.0	66 C.H. Erbsloeh Group	102.5
5 Stockmeier Holding	1,397.8	36 Tennants Distribution	199.0	67 Quimdis	97.7
6 Biesterfeld	1,284.4	37 Grupo RNM	195.1	68 Rakha Al Khaleej International	97.0
7 Barentz International	1,222.8	38 Gamma Chimica	194.8	69 Staub & Co – Silbermann	96.6
8 AZELIS	1,081.2	39 Bang & Bonsomer	193.1	70 Wego Chemical Group	96.5
9 Kolmar Group	895.8	40 Thommen-Furler	187.0	71 Penpet Petrochemical Trading	94.9
10 OQEMA	881.3	41 Solventis	183.1	72 Extruplast	94.3
11 Omya	874.1	42 Haeffner	168.0	73 Noahs Ark Chemicals	93.0
12 Quimidroga	867.8	43 Snetor	161.0	74 Meade-King, Robinson	91.3
13 TER Group	767.9	44 Nortex	160.9	75 Chem International	89.9
14 Caldic	707.3	45 Metafrax Trading International	159.6	76 Bodo Moeller Chemie	88.6
15 Solvadis Group	635.8	46 2M Holdings	153.6	77 Manuchar	87.0
16 Safic-Alcan	631.0	47 Harke Group	151.0	78 Rahn Group	87.0
17 Ravago Chemicals	482.8	48 Elton Group	149.3	79 Neo Chemical	85.0
18 Nordmann, Rassmann	449.1	49 Grolman Group	148.2	80 Aegean First Company (AFCO)	82.0
19 Eigenmann & Veronelli	419.1	50 Connect Chemicals	143.0	81 Ilario Ormezzano	79.8
20 Lehmann & Voss & Co./Lehvoss Group	397.4	51 Keyser & Mackay	141.5	82 Cornelius Group	73.2
21 DKSH Holding	310.0	52 Selectchemie	140.0	83 Behn Meyer Group	71.9
22 KTM	277.1	53 URAI	135.0	84 Will & Co	71.1
23 ICC Chemical	271.8	54 CellMark	133.6	85 Adeka Polymer Additives	70.9
24 Krahm Chemie	253.7	55 Petrochem Middle East	133.0	86 MOGOil	67.4
25 Jebsen & Jessen Group	252.6	56 Atlantic Chemicals Trading	129.1	87 Aug. Hedinger	61.5
26 Indukern	233.4	57 Tillmanns	125.7	88 Airedale Chemical	60.4
27 HSH Chemie	224.5	58 IMPAG	123.5	89 Kale Kimya	58.0
28 Arkem Kimya	224.0	59 CSC Jaeklechemie	123.5	90 Lavollee	56.1
29 ECEM European Chemical Marketing	219.2	60 Barcelonesa de Drogas Y Productos Quimicos	120.1	91 Proquibasa	56.1
30 United Trading System	218.0	61 Algol Chemicals	118.1	92 PHT International	55.7
31 Donauchem	215.6	62 Faravelli	117.8		

peroxide; methylene chloride; MPG; sulphuric acid; titanium dioxide; toluene; xylene; plastics (HDPE, LDPE, LLDPE, PVC)

Services: Storage and drumming of bulk chemicals; blending capabilities; technical support; supply chain management; maintenance

Assets: Polyurethane foam plants; cutting machines and spare parts; construction, mining and electrical equipment and consumables; tanks and warehouse space for storage of bulk and packaged chemicals in Rotterdam, Netherlands; warehousing in Durban, South Africa

Trading sales: 85%

134 MILES CHEMICAL 2019 SALES: \$84.5M

Arleta, California, US

www.mileschemical.com

CEO: Michael Miles

Chairman: Anthony Miles

Products: Acids; esters; lubricants; alcohols; flavors and fragrances; plasticizers; food addi-

tives; polyglycols; amines; glycol ethers; hydrogen peroxide; solvents; chelating agents; chlor-alkali; inorganics; surfactants; chlorinated solvents; thickening agents; ketones

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

Assets: Total bulk storage capacity of 180,000 gal; total warehouse space of 280,000 square feet; 30 trailers; 32 railcars; 21 tankers; six Bobtails

135 AEGEAN FIRST COMPANY (AFCO) 2019 SALES: \$82M

Athens, Greece

www.afco.gr

CEO: Christos Spanos

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

Services: Packaging; storage

Assets: Eight warehouses

Trading sales: 6%

136 TRIISO 2019 SALES: \$82M

Cardiff, California, US

www.tri-iso.com

President: Jason Scott

Products: Paints; coatings and ink raw materials; adhesives and sealants ingredients; plastics and composites chemicals; lubricants and metalworking additives; polyurethane chemicals

Services: Logistics; warehousing

Assets: One office; multiple 3PL service providers

137 CORNELIUS GROUP 2019 SALES: \$80.3M (£60.5M)

Bishops Stortford, UK

www.cornelius.co.uk

Chairman: Neville Prior

CEO: Darren Spiby

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

Services: Global supply chain management; laboratory services; logistics; legislative/regulatory advice; distillation; chemical reactions and manufacturing; repackaging; R&D; sales and marketing

Assets: Nine warehouses; five laboratories; two manufacturing sites; seven offices; one clean room

138 ILARIO ORMEZZANO 2019 SALES: \$79.8M (€71.1M)

Gaglianico, Italy

www.ilarioormezzano.it

President: Giancarlo Ormezzano

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

Services: Storage of liquid and solid products; storage for third parties; blending; customized handling (packaging, mixing, filling and labelling); quality control; technical after-sales support; REACH support

Assets: Two owned warehouses with a total of 85,000 square metres and storage capacity for liquid products of more than 7,000 cubic metres; one rented warehouse; three offices; two laboratories; five trucks

Trading sales: 20%

139 GEORGE S. COYNE CHEMICAL 2019 SALES: \$79.6M

Croydon, Pennsylvania, US

Company	Sales (\$m)	Company	Sales (\$m)
93 Novasol Chemicals Group	54.0	120 The White Sea & Baltic Company	19.6
94 Ricardo Molina Group	52.2	121 Comindex	19.0
95 Solvachem	52.1	122 Biachem	19.0
96 Echemi Group	51.2	123 Klaus F. Meyer	17.9
97 Emsa Tecnologia Quimica	50.5	124 Kemat	17.1
98 UCG (United Chemical Group)	49.9	125 CFI World	15.8
99 National Chemical	48.7	126 DutCH2	15.7
100 Sinpro	44.9	127 Tecnosintesi	13.0
101 Jobachem	41.1	128 Stort Chemicals	12.2
102 A. + E. Fischer-Chemie	40.4	129 Prakash Chemicals International	11.1
103 Same Chemicals	39.9	130 CB Chemie	10.0
104 SIP Speciality Oils and Fluids	37.1	131 Abbey Chemicals	9.2
105 Drogas Vigo Group	36.0	132 Skystep Trading	8.0
106 Wistema	34.1	133 Quimica MER	6.1
107 Joss Elastomers & Chemicals	33.7	134 Shamrock Shipping & Trading	4.9
108 Brugues	33.1	135 Petrico	4.2
109 GB-Chemie	29.8	136 Transmare Chemie	4.2
110 Equilex	29.8	137 Quintia	4.0
111 Castle Chemicals	29.6	139 The Chemical Company	3.9
112 Lumar Quimica	26.9	140 Van Horn, Metz	2.0
113 Barretine Group	26.5	141 Marubeni Specialty Chemicals	1.8
114 Lake Chemicals and Minerals	24.7	142 Sea-Land Chemical	1.7
115 Sameca	24.7	143 SMA Collaboratives	1.6
116 Kadion Especialidades Quimicas	24.5	144 Hawkins	1.5
117 Monarch Chemicals	23.1	145 Mays Chemical	1.0
118 Antonio Tarazona (industrial division)	22.5	146 Astro Chemicals	1.0
119 WhitChem	21.2		

*EMEA = Europe, Middle East & Africa

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



www.coynechemical.com

President and CEO: Thomas H Coyne Sr

Products: Acids; alcohols; amines; chelating agents; chlor-alkali; chlorinated solvents; food additives; glycol ethers; hydrogen peroxide; inorganics; ketones; polymers; specialty quats; surfactants; potable and wastewater treatment chemicals

Services: Blending; technical training; contract packaging (both dry and liquid); terminal rail to truck transloading

Assets: Over 300,000 square feet of storage in six warehouses; 27 trucks and over 50 trailers or tankers; over 250,000 gal bulk storage

Trading sales: Less than 5%

140

SKYHAWK CHEMICALS
2019 SALES: \$78.8M

Houston, Texas, US

www.skyhawkchemicals.com

President: Jill Knickerbocker

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

Services: Blending; packaging; storage

Assets: 275 gal and 330 gal totes

141

PRAKASH CHEMICALS INTERNATIONAL
2019 SALES: \$78.1M

Vadodara, Gujarat, India

www.pciindia.com

Managing director: Manish K Shah

Products: Caustic soda flakes; TDI; caustic soda prills; benzyl alcohol; ethyl acetate; sodium sulphate anhydrous; cinnamic aldehyde; acetone; SLES; chlorinated paraffin wax; benzyl chloride; citric acid; liquid glucose; DEP; dextrose monohydrate; hydrochloric acid; white oil

Services: Blending; packaging; storage; labelling; logistics supply chain service ex-works to DDP; quality assurance; inspection; country specific documents compliance; Reach Registration, FAMI-QS certification

Assets: Two manufacturing plants; two warehouses; three subsidiaries outside India

142

CALLAHAN CHEMICAL
2019 SALES: \$75.3M

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; customised tote programmes; custom labelling; remote tank monitoring; vendor managed inventory; consignment inventory; committed inventory to forecast; mixed truckload deliveries; LTL quantities; JIT deliveries

Assets: Two 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; nine warehouses; company owned and operated fleet of 12 trucks; tank farm; two regional offices

143

AUG. HEDINGER
2019 SALES: \$75.2M (€67.0M)

Stuttgart, Germany

www.hedinger.de

Managing director: Johann-Ludwig Raiser

Products: Raw materials for technical industries such as coatings/paints, lubricants, cleaning, adhesives, construction; starting materials and APIs for the life sciences industry

Services: Customised additional test methods and processes; laboratory testing and batch certification (GMP labs); pharmacopoeia standards (EP, USP, JP, CP, IP, etc); extended specifications; blending; labelling; packaging; storage; repackaging in 8 cleanrooms (class ISO 5)

Assets: Eight warehouses; 16 trucks (five dedicated tank trucks)

144

NOVASOL CHEMICALS GROUP
2019 SALES: \$75M

Kraainem, Belgium

www.Novasolchemicals.com

CEO: Claude Fickers; Global Business Director: Francois-Xavier Coiffard

Products: Pharmaceutical and agrochemicals intermediates; carbonates; additives; DAAM/ADH, EMA, GMA; acrylates; methacrylates; sulfolane; hydroxy chemicals; water treatment chemicals; trimercaptotriazine; personal care chemicals; active ingredients; extracts and botanicals; clays; oils and butters; emollients; emulsifiers; preservatives; rheology modifiers; UV filters; conditioners; surfactants; humectants; polymers; solvents

Services: REACH lead registrant of many molecules; product mixing and blending; tailor-made packaging solutions

Assets: Local technical salesforce (11 offices worldwide); sourcing team

145

CHEMICAL SOLVENTS
2019 SALES: \$75M

Cleveland, Ohio, US

www.chemicalsolvents.com

Owner: Ed Pavlish

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

Services: Custom blending; toll blending; hazardous and non-hazardous waste han-

dling; storage; packaging

Assets: Four warehouses; 2m gal storage tanks

146

WEBB CHEMICAL SERVICE
2019 SALES: \$75M

Muskegon Heights, Michigan, US

www.webbchemical.com

CEO: Brad Hilleary

President: Charlie Stevens

Products: HI&I chemicals; metal finishing chemicals; pharmaceutical ingredients; ag chemicals; water and wastewater chemicals; food ingredients; CASE; auto chemicals; investment casting

Services: Blending; packaging; storage; VMI; 20 drivers; own fleet

Assets: Six warehouses; 40+ tankers; 15+ semi box trucks; 28 bulk tanks

147

WILL & CO
2019 SALES: \$74.1M (€66M)

Badhoevedorp, Netherlands

www.will-co.nl

Managing director: Jacques van Lindonk

Products: 1,4-butanediol and derivatives (THF, GBL); plasticizers and flame retardants; pig-

ments; proteins; cosmetic and personal care ingredients; coating resins and additives; bio-based solvents and binders; impact modifiers for plastics; foaming agents for plastics; additive masterbatches; sulfamic acid; ferric chloride; engineering plastics and compounds

Services: Storage management; logistics; sales and marketing

Trading sales: 90%

148

JOSS ELASTOMERS & CHEMICALS
2019 SALES: \$73.0M (€65M)

Alkmaar, Netherlands

www.joss.nl

CEOs: Robert Slinger, Arnold Hofman, Bart ten Klei

Products: Synthetic rubber; natural rubber; process oils; silica; carbon black

Services: Warehousing; trucking; shipping; repackaging big bags and small bags

Trading sales: 60%

149

METACHEM
2019 SALES: \$72.1M

Sao Paulo, Brazil

www.metachem.com.br

President: Ricardo do Rego Freitas

Products: Food ingredients; base mineral oils; flame retardants; coating additives; feed additives; chemical intermediates; vegetable nutrition additives; electroplating chemicals; lubricant additives; dimer acid

Services: Storage; logistics

Assets: Five warehouses; one head office

150

MAHA CHEMICALS
2019 SALES: \$71M

Singapore

www.mahachem.com

Chairman: Tan Seow Hoon

Products: carbon black, construction material chemicals, resin, polymer, emulsion, additives, functional fillers, pigments, colorants, biocides, surfactants, analytical instruments, lab equipment and machines

Services: sales, marketing, distribution, warehouse storage, logistic, packaging

Assets: 14 warehouses, 15 trucks

151

ASTRO CHEMICALS
2019 SALES: \$70M

Springfield, Massachusetts, US

www.astrochemicals.com

President: Chris Diamond



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 **www.calchem.com**



Products: Solvents; chlor-alkali; pharmaceutical-grade chemicals; food-grade chemicals; adhesives; activated carbon; water treatment chemicals; wastewater treatment chemicals; mineral oils and petrolatums; acetates; heat transfer fluids; alcohols; citrates; phosphates; silicates

Services: Blending; packaging; storage; logistics

Assets: Two warehouses; 12 trucks; five tankers; 12 12,500 gallon storage tanks; 10 positions for rail unloading

152 MOGOIL 2019 SALES: \$67.4M (€60M)

Berlin, Germany

www.mogoil.com

General director: Andreas Rogge

Products: Base oils; process oils; solvents

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

Trading sales: 30%

153 RICARDO MOLINA GROUP 2019 SALES: \$67.1M (€59.8M)

Barcelona, Spain

www.ricardomolina.com

President: Gemma Molina

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

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

Assets: Three labs, one warehouse

154 CONNECTION CHEMICAL 2019 SALES: \$66.5M

Newtown, Pennsylvania

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

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

Assets: 12 stocking locations in the US; strategic deep draft storage

155 GREENCHEM INDUSTRIES 2019 SALES: \$64.5M

West Palm Beach, Florida, US

www.greenchemindustries.com

CEO: John Lagae

Products: Acetates; acids; acrylates; alcohols; amines; aromatics; chlorinated solvents; ketones; glycerine; glycols; glycol

ethers; nonyl phenol ethoxylates; phthalates; plasticizers; PCBTF; DMC; THF; d-limonene

Services: Logistics; warehousing; import/export; small packaging

Assets: 35 public warehouses

156 CHEMISPHERE 2019 SALES: \$63M

St Louis, Missouri, US

www.chemispherecorp.com

President: Matthew Schwent

Products: Beverage grade ethanol; denatured ethanol; aliphatic solvents; alcohols; aromatics; ketones; glycol ethers

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 of warehouse space; bulk tanker fleet

157 PROQUIBASA 2019 SALES: \$61.7M (€55M)

Barcelona, Spain

www.proquibasa.com

CEO: Ivan Sanchez

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

Services: Technical service; blending; manu-

facturing; toll manufacturing; bulk loading and storage; warehousing

Assets: Full service and wholly-owned facilities in Barcelona with tank farm (100 tanks) and 7,000 square metre warehouse; regional hub in Madrid with tank farm (25 tanks) and 2,000 square metre warehouse

158

LAVOLLEE

2019 SALES: \$61.7M (€55M)

Levallois, France

www.lavollee.com

President: Herve Lavollee

Products: Specialty chemicals for coatings, plastics, lubricants, metal working, water treatment; ingredients for F&F, pharmaceuticals, food, personal care

Services: Storage; repackaging; VMI; outsourcing

Assets: Two labs (food and cosmetics)

159

SOLVCHEM

2019 SALES: \$61.6M

Pearland, Texas, US

www.solvechem.com

President and CEO: Jean-Pierre Baizan

Products: Solvents; organic and inorganic

chemicals; epoxies; silicones; silicone emulsions; hydrocarbon resins; hydroxyl ethyl cellulose; titanium dioxide; acrylates

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

Assets: Nine trucks; 24 trailers; 15 tankers

160

EMSA TECNOLOGIA QUIMICA

2019 SALES: \$61.2M (€54.5M)

Barcelona, Spain

www.emsaquimica.com

CEO: Jorge Grima

Products: Pigments; fillers; binders; inorganics; surfactants; minerals; additives; polymers

Services: Blending; packaging; storage

Assets: Four warehouses

161

AIREDALE CHEMICAL

2019 SALES: \$61.0M (£46M)

North Yorkshire, UK

www.airedalechemical.com

Managing director: Chris Chadwick

Products: Phosphoric acid; peracetic acid; hydrogen peroxide; acetic acid; caustic

soda; manganese nitrate; polyaluminium chloride; diammonium phosphate; sulphuric acid; sodium hexametaphosphate (SHMP); phosphates; phosphonates; antifoams; water treatment chemicals; cleaning and detergent chemicals

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

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

Trading sales: 5%

162

SHAMROCK SHIPPING & TRADING

2019 SALES: \$60.9M

Limassol, Cyprus

www.shamrockoils.com

Managing director: Sergey Galin

Products: Base oils (Group I, II, III); polyalphaolefins; naphthenic oils; re-refined base oils; additives; glycols; waxes; white oils; recycled oils; RPO (rubber process oils); petrolatum; bitumen; antifreeze; lithium hydroxide monohydrate; hydrogenated castor oil

Services: Supply chain and logistics; financing and trade finance; flexitank loading; market intelligence; storage; trans-shipment

Assets: Offices in Cyprus and UAE

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163 ROWELL CHEMICAL

2019 SALES: \$58M

Hinsdale, IL, US

www.rowellchemical.com

President Tom Harris

Products: Caustic soda (sodium hydroxide); bleach (sodium hypochlorite); hydrochloric acid; sulfuric acid; caustic potash (potassium hydroxide)

Services: Storage terminal

Assets: One warehouse (Willow Springs, IL); 10 trucks (Rowell owned fleet)

164 BRAINERD CHEMICAL

2019 SALES: \$58M

Tulsa, Oklahoma, US

www.brainerdchemical.com

CEO: Mathew A Brainerd

Products: Peracetic acid; hydrofluoric acid; sulfuric acid; nitric acid; refrigerants; aromatics; aliphatics; glycols; glycol ethers; high hazard acids; chlor-alkali; alcohols; formaldehyde; food processing sanitation chemicals; water treatment chemicals

Services: Packaging; blending; manufacturing/engineering services; contract packaging; toll manufacturing; logistics; warehousing; transloading

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

165 WALSH & ASSOCIATES

2019 SALES: \$56M

Saint Louis, Missouri, US

www.walsh-assoc.com

President and CEO: Ellen M Murphy

Products: Raw materials for CASE, HI&I, inks, personal care, oil and gas, chemicals, agriculture, food and beverage, pharmaceuticals, plastics, green chemistry

Services: Manufacturing; blending; contract packaging; technical training; IFS certified warehousing

Assets: Eight warehouse locations; 30m gal liquid bulk storage; 1 tractor trailer

166 BUCKLEY OIL

2019 SALES: \$55.5M

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: Four warehouses; 20 trucks

Trading sales: 5%+

167 SOLVACHEM

2019 SALES: \$52.1M (€46.4M)

Wroclaw, Poland

www.solvachem.pl

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

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

Trading sales: 10%

168 TRINTERNATIONAL

2019 SALES: \$51.3M

Seattle, Washington, US

www.trichemicals.com

CEO and owner: Megan E Gluth-Bohan

Products: Industrial, specialty, and fine chem-



icals for paints, coatings, adhesives, sealants, inks and dyes, polymers, composites 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

Trading sales: 30%

168 TARR 2019 SALES: \$51M

Portland, Oregon, US

www.tarrllc.com

President: Skip Tarr

Products: High-purity chemicals, solvents, aromatics, ethanol

Services: Blending, packaging, storage, formulating

Assets: Four warehouses, six class 100 Clean Rooms, 870,000 gal bulk storage, three rail spurs, 11 trucks

Trading sales: 0%

170 VALUDOR PRODUCTS 2019 SALES: \$50M

San Diego, CA, US

www.valudor.com

CEO: John Tree

Products: Agriculture/animal feed micronutrients; fertilizer ingredients; acids; inorganics; organic certification; industrial applications; coatings; oil & gas; water treatment

Services: Sourcing; distribution; storage; dry and liquid blending; product development; new product innovation

Assets: 16 warehouses; national distribution; regional offices

Trading sales: 0%

171 UCG (UNITED CHEMICAL GROUP) 2019 SALES: \$49.9M

Moscow, Russia

www.ucgrus.com

Chairman & CEO: Gennadiy Tolstobrov

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

Services: Distribution; logistics; packaging; storage; technical support

Assets: Eight offices, nine warehouses

Trading sales: 3%

172 NATIONAL CHEMICAL 2019 SALES: \$49M

Dublin, Ireland

www.ncc.ie

CEO: Alan Looney

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

Services: NCC offer supply chain solutions from supply chain risk assessment, sourcing, accreditation, regulatory support, logistics and supply

Assets: ISO13485 cleanroom medical compounding plant via JV Innovative Polymer Compounds (IPC)

Trading sales: 70%

173 MCCULLOUGH & ASSOCIATES 2019 SALES: \$48.7M

Atlanta, Georgia, US

www.mccanda.com

President: George McCullough

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

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

Assets: Outside bonded chemical warehouse

174 CARBONO QUIMICA 2019 SALES: \$47M

Sao Bernardo do Campo, Sao Paulo, Brazil

www.carbono.com.br

President: Vera Maria Miraglia Gabriel

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

Services: Blending; packaging; bulk storage; laboratory services

Assets: Five subsidiary branches; 10 trucks

175 WISTEMA 2019 SALES: \$46.1M (€41.0M)

Dielheim, Germany

www.wistema.de

Owner and managing director:

Winfried Friedel

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

Services: Contract and toll manufacture; storage; waste management (waste disposal

certified); salvage recovery and resale; REACH consultation

Assets: Three warehouses

Trading sales: 60%

176 CHEM ONE 2019 SALES: \$45.9M

Houston, Texas, US

www.chemone.com

CEO: Terry Podlogar

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

Services: JIT inventory; pallet quantities; truckloads

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

177 EQUILEX 2019 SALES: \$45.8M (€40.8M)

Schiedam, Netherlands

www.equilex.com

CEO: 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: 15%

178 JOBACHEM 2019 SALES: \$45.1M

Dassel, Germany

www.jobachem.com

CEO: Julian Kahl

Products: Aluminum chloride; flavours and fragrances; plasticizers; UV/EB curing agents; monomers; oligomers; photoinitiators; specialty chemicals; UV filters; mixtures

Services: Blending; repackaging; storage; logistics; bonded warehousing; heating; re-filling; customs clearance

Assets: Three warehouses worldwide; four subsidiaries worldwide

Trading sales: 10%

179 CHEMICAL DISTRIBUTORS INC (BUFFALO, NY) 2019 SALES: \$45M

Buffalo, New York, US

www.cdibuffalo.com

President: Mark T Russell

Products: Acids; alkalis; food grade ingredients; reagent grade chemicals; solvents

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Services: Blending; packaging; storage; laboratory testing

Assets: 12 trucks; 10 tankers; 114,000 square feet warehousing

180 SINPRO
2019 SALES: \$44.9M (€40M)

Lausanne, Switzerland

www.sinprosa.ch

CEO: Alfred Frankel

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

Services: Associated with a forwarding agent

Trading sales: 50%

181 COAST SOUTHWEST
2019 SALES: \$44M

Placentia, California, US

www.coastsouthwest.com

President: Joseph C Cimo

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

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

Assets: Seven locations; six trucks; applications laboratory

182 IDEAL CHEMICAL & SUPPLY
2019 SALES: \$43.5M

Memphis, Tennessee, US

www.idealchemical.com

President: Sam Block Jr

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

Services: Wholesale custom blending and packaging (dry and liquid); in-house QC and 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: Warehouses at four locations with combined 170,000 square feet of space; 1m gal liquid bulk storage; distilled spirits plant (DSP); 15 tractors; 23 trailers; six tankers

183 GEHRING MONTGOMERY/ TREXAN CHEMICALS
2019 SALES: \$43M

Warminster, Pennsylvania, US

www.gehring-montgomery.com

www.trexanchemicals.com

CEO: Mark S Bitting

Products: Resins; additives; waxes; metal-working additives; food additives; industrial chemicals

Services: Blending; repackaging; technical consultation; warehouse storage

Assets: Five trucks; eight trailers

Trading sales: 10%

184 A.+E. FISCHER-CHEMIE
2019 SALES: \$42.1M (€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; glycerine; caustic potash; sodium bicarbonate; hydrogen peroxide; activated carbon; sodium persulfate

Services: Storage; packaging; mixing; exporting

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

Trading sales: 10%

185 VENUS CHEMICALS GROUP
2019 SALES: \$42M

Cairo, Egypt

www.venukim.com

CEO: Ahmed Alghoul

Products: Fragrances; surfactants; solvents; pine oil; gum rosin; gum base; maleic resin; glycerine; solvents

Services: Packaging fragrances

Assets: 10 jumbo cars; five warehouses

Trading sales: 60%

186 SAME CHEMICALS
2019 SALES: \$41.0M (€36.5M)

Barendrecht, Netherlands

www.samechemicals.com

Managing director: Cees-Jan Crezee

Products: Acetates; alcohols; aromatics; DCPD; glycols; hydrocarbons; ketones; styrene

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

Assets: Offices in the Netherlands, Denmark, Poland and Spain

187 VIVION
2019 SALES: \$41M

San Carlos, California, US

www.vivioninc.com

President: Michael Poleselli

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

Services: Formulation assistance

Assets: Five warehouses

188 DUTCH2
2019 SALES: \$40.8M (€36.4M)

Purmerend, Netherlands

www.dutch2.com

Managing director: Steven Willekes

Products: Acetates; acids; acrylates; alcohols; amines; aromatics; chlorinated solvents; glycol ethers; glycols; hydrocarbons; ketones; monomers; vegetable oils; propylene glycol ethers; plasticizers

Services: Trading; export; drumming; warehousing; logistics; blending; packaging; storage; consignment stocks

Trading sales: 30%

189 HENRY HIRSCHEN
2019 SALES: \$40M

Buenos Aires, Argentina

www.hirschen.com.ar

President: Miguel Hirschen

Products: Glycols; surfactants; amines; biocides; solvents; inorganics; food ingredients; pharmaceutical ingredients; oil/gas specialties; colourants

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 and with secluded area for food/pharmaceuticals

Trading sales: 1%

190 MIN-CHEM/LAWRASON'S/ CK INGREDIENTS GROUP
2019 SALES: \$40M

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 thermoplastics; rubber additive; adhesives; waxes; flame retardants; pharmaceutical ingredients; nutraceutical ingredients; food ingredients; mineral and industrial acids; water treatment chemicals; pool and spa chemicals; janitorial and sanitation chemicals; industrial specialty chemicals; winter ice melting products

Services: Manufacturing – blending and compounding; logistics

Assets: Three warehouses in Ontario, Quebec, British Columbia

191 VAN HORN, METZ & CO
2019 SALES: \$40M

Conshohocken, Pennsylvania

www.vanhornmetz.com

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President & CEO: Barrett C. Fisher

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

Services: Dry blending; pigment treatment

Assets: Four warehouses

Trading sales: 15%

192 ACID PRODUCTS

2019 SALES: \$38.6M

Chicago, Illinois, US

www.acidproducts.net

President: Jann Fisher

Products: Acids; caustics; dry chemicals; white oils; solvents; surfactants; cleaning chemicals

Services: Toll blending (pails, drums, totes, bulk); contract packaging (all bottle sizes); powder blending; LTL distribution

Assets: Two locations; rail; 10 trucks

193 SIP SPECIALITY OILS AND FLUIDS

2019 SALES: \$37.4M

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

194 LINKERS CHEMICALS & POLYMERS

2019 SALES: \$37.4M

Dubai, UAE

www.lcp.ae

Managing Director: Malik Pervez Zaman

Products: Synthetic rubber, PVC, engineering plastics, plasticizers, latex, monomers, construction chemicals, animal nutrition, coatings chemicals

Services: Market expansion, technical support

Trading sales: 100%

195 QUELARIS INTERNACIONAL

2019 SALES: \$36.9M

Panama City, Panama

www.quelaris.com

CEO: Paul Vanhauw

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

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

Assets: 13 countries distribution network – Bolivia, Chile, Colombia, Costa Rica, Domini-

can Republic, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Panama, Peru and Caribbean Islands

Trading sales: 13%

196 DROGAS VIGO GROUP

2019 SALES: \$36.1M

Porrino, Pontevedra, Spain

www.drovi.com

CEO: Enrique F Casal Lareo

Products: Solvents, thinners and green solvents; organic and inorganic chemicals; paint and coatings raw materials; adhesives and sealants raw materials; pharmaceutical, cosmetics 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 delivery and telemetry stock control to third parties; e-invoicing and e-b2b with customer platforms

Assets: Four warehouses (bulk and packed storage); sea terminal; solvents recycling unit; three bulk tank cars; five packed trucks

197 NORTHSPEC CHEMICALS

2019 SALES: \$35M

Toronto, Ontario, Canada

www.northspec.com

Principal/President: Noel Shahnazarian

Products: Epoxy resins and hardeners; aliphatic and aromatic urethanes and polyols; acrylic resins; pigments; additives

Services: Inventory management; logistics

Assets: Six warehouse facilities across Canada; head office

Trading sales: 5%

198 SEELER INDUSTRIES

2019 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; laboratory services

Assets: 275,000+ square feet of warehouse

ing; five trucks; 10 liquid and box trailers; 27 above ground storage tanks; seven rail spurs of 2.5 miles of track for transloading; overhead rail trestle

199 VECKRIDGE CHEMICAL

2019 SALES: \$35M

Kearny, New Jersey, US

www.veckridge.com

President: Mark Veca

Products: Inorganics; acids; solvents; alcohols; amines; peroxides; salts

Services: Blending; packaging; warehousing; storage

Assets: Five trucks, three warehouses, rail

200 CASTLE CHEMICALS

2019 SALES: \$34.5M (£26M)

Manchester, UK

www.castlechemicals.com

Director: Alan McCann

Products: Silane coupling agents; synthetic rubbers; latex additives; dithiocarbonate accelerators; specialty pigments for inks; pre-dispersed rubber chemicals; construction chemicals and admixtures

Services: Distribution via local storage facilities; advanced customer strategic stock management

Assets: Warehouse and storage facilities in UK, Belgium, Italy, US and Canada

Trading sales: 30%

201 BRUGUES

2019 SALES: \$33.7M (€30M)

Viladecans, Barcelona, Spain

www.brugues.com

CEO: Raimon Brugus Sintes

Products: Acetone; benzy; diacetone alcohol; ethyl acetate; formic acid; isopropyl acetate; isopropyl alcohol; methyl ethyl ketone; methyl isobutyl ketone; methoxy propyl acetate; n-propanol; n-propyl acetate; oxo alcohols; polyethylene glycol; propylene glycol USP

Services: Packaging; mixtures, solutions and dilutions; storage

Assets: Warehouses in Viladecans (Barcelona) with 8,000 square metres, and Alcaser (Valencia) with 6,000 square metres; 1 logistics warehouse in Igorre (Bizkaia); trucks adapted to ADR regulations (European regulations for the transport of dangerous goods), both for transporting packaged product and in tank

Trading sales: 20%

202 INDEPENDENT CHEMICAL

2019 SALES: \$33.5M

Glendale, New York, US

www.independentchemical.com

President: Jonathan Spielman



Products: Caustic soda; paper chemicals; solvents; aromatics; cosmetics specialties; nutritional and pharmaceutical specialties; food specialties; hydrogen peroxide; surfactants; solvents

Services: Dry blending for food ingredients; pharmaceutical repackaging; liquid filling

Assets: One warehouse; six trucks; three tankers

Trading sales: 5%

203

RADCHEM PRODUCTS
2019 SALES: \$32.8M

Orland Park, IL

www.radcheminc.com

President: William M. Radostits

Products: Chemicals and solvents including but not limited to acetates, alcohols, aliphatic and aromatic hydrocarbons, glycol ethers, process and base oils, reuse solvents, resins and ketones

Services: Railcar, tanker, drums, totes and blending

Assets: Dedicated owned compartment trailers and dedicated equipment for specific products

204

MORAIS DE CASTRO
2019 SALES: \$32.3M (R130.0M)

Salvador, Bahia, Brazil

www.moraisdecastro.com.br

CEO: Andre Castro

Products: Surfactants; glycols (EO/PO); white 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: Two warehouses (Bahia and Pernambuco); 15 trucks; one bulk storage facility (Bahia); two laboratories (quality control and food additives); packaging/repackaging facility (with white room)

Trading sales: 1%

205

INDUSTRIAL CHEMICALS CORP
2019 SALES: \$32.0M

Arvada, Colorado, US

www.industrialchemicalcorp.com

President and VP Finance:

Jamie Bieseimeier-Wilkins

Products: Acetates; acids; aliphatic and aromatic solvents; alcohols; biofuel chemicals; CBD extraction chemicals; chelating agents;

chlor-alkali products (caustic soda, KOH); detergent chemicals; glycols and glycol ethers; heat transfer fluids; hydrogen peroxide; ketones; metal finishing chemicals; oilfield chemicals; organic and inorganic chemicals; pharmaceutical chemicals; surfactants; water treatment chemicals

Services: Contract blending; proprietary blends; transloading; warehousing

Assets: Three warehouses; 25 tankers; 10 tractors; five vans; 740,000 gal bulk storage; rail siding to accommodate 16 railcars

206

GJCHEMICAL
2019 SALES: \$32M

Somerset, New Jersey, US

www.gjchemical.com

President: Diana Colonna

Products: Acrylates and monomers; high purity solvents; reagent chemicals; ketone; monomers; plasticizers; acids and anhydrides; aromatic solvents; chlorinated solvents; cosmetic preservatives; esters; glycol ethers; glycols; heat transfer fluids

Services: Testing; bulk storage; repackaging; liquid bulk handling; custom blending; purifying; stabilizing

Assets: Three locations in New Jersey; eight trucks; 25 tankers; 15 box trucks

Trading sales: 40%

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS



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207 MCKINN INTERNATIONAL 2019 SALES: \$32M

Singapore

www.mckinn.com.sg

Managing director: Chau Tak Vui

Products: Raw materials for adhesives, coatings, UPR, PU and TPU; plastics additives; flame retardants; acids and anhydrides; plasticizers; rubber additives

Services: Sourcing

Assets: 3rd party warehouse

Trading sales: 85%

208 R.E. CARROLL 2019 SALES: \$31.4M

Trenton, New Jersey 08638, US

www.recarroll.com

President: Robert E. Carroll, III

Products: Calcium carbonate, clays, blowing agents, alumina trihydrate, zinc oxides, plasticizers, foaming agents, barium sulfate, petroleum products (aromatic oils, naphthenic oils), magnesium oxide, stearates, soybean oils, lubricants, ASTM reference oils

Services: Repackaging, storage, capacity to efficiently repack 6,000 – 12,000 gallons per week at several locations for aromatic, naphthenic, paraffinic base and process oils

Assets: Corporate office & warehousing (NJ), warehouse locations in OH, GA, TX.

209 BRISCO 2019 SALES: \$30M

Sao Paulo, Brazil

www.brisco.com.br
www.briscope.com

CEO: Guillermo Castillo

Products: Styrene monomer; acrylates; acetates; plasticizers; maleic anhydride; phthalic anhydride; EPS; PS; ABS; PE; PP

Services: Drumming; blending; agency sales; trading; packaging

Assets: Two warehouses; five trucks; 1,000 tonnes of storage in park tanks

Trading sales: 10%

210 GB-CHEMIE 2019 SALES: \$29.8M (€26.5M)

Messel, Germany

www.gb-chemie.com

CEO: Jean-Pierre Pittack

Products: Amines; alcohols; inorganic compounds; bromine derivatives; complexing agents; solvents; organic compounds; phosphorus compounds; starch/starch derivatives

Services: Storage; blending; packaging; logistics

Assets: Several local warehouses

Trading sales: 25%

211 DAXX 2019 SALES: \$29M

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: One warehouse; four trucks; four tanks

Trading sales: 20%

212 RISHICHEM 2019 SALES: \$27.4M

Mumbai, India

www.rishichem.com

President: Sanjiv Desai; Directors: Arvind Kapoor, Aditya Kapoor, Atul Shah

Products: Acrylic-based flow modifiers, matting agents and degassing agents; actives for personal care; anionic, nonionic, amphoteric surfactants; aromatic polyisocyanates; ASR- alkali water soluble resins; hydrocarbon resins; natural oils and extracts; fluoro surfactants; high boiling alcohols; MDI and polyols; microcrystalline waxes, bees wax and specialty blends; n-butyl chloride; specialty polyester resins; poly mercaptan epoxy hardeners; rheological modifiers; rosins and rosin esters; silanes and silicones; TiO2

Services: Blending; packaging; labelling; warehousing; inventory management

Assets: Technical application laboratory; company premises

213 LUMAR QUIMICA 2019 SALES: \$26.9M (€24.0M)

Barcelona, Spain

www.lumarquimica.com

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

Products: Lubricant additives; antioxidants; corrosion inhibitors; metal deactivators; anti-



wear and EP additives; fatty acids; fatty alcohols; surfactants; friction modifiers; antifoam agents; viscosity index improvers (OCP, PAMA); pour point depressants; thickeners; solid lubricants; wetting agents; amines; tackifiers; biodegradable additives; food additives; PAO (polyalphaolefins); PAG (polyalkyleneglicols); PIB (polyisobutylene); esters; silicon; PFPE; phosphate esters; corrosion inhibitors; waxes

Services: Storage; logistics; repackaging; analysis; technical training

214 BARRETTINE GROUP 2019 SALES: \$26.5M (£20M)

Warmley, Bristol, UK
www.barrettine.co.uk

Group managing director: Steven Bailey

Products: Isopropanol; acetone; ethanol; hydrocarbon solvents; esters; aromatics; acids; caustic soda; insecticides; rodenticides; wood preservers; wood stains; paint strippers; cleaning chemicals

Services: Manufacturing; blending; bespoke formulations; contract manufacturing; packaging; storage

Assets: Manufacturing and mixing plant

Trading sales: 50%

215 JNS-SMITHCHEM 2019 SALES: \$26.2M

Paterson, New Jersey, US
www.jns-smithchem.com

Chief operating officer: Darren Jachts

Products: Resins; minerals; fillers; additives; pigments; specialty chemicals

Assets: Six warehouses

Trading sales: 5%

216 KADION ESPECIALIDADES QUIMICAS 2019 SALES: \$25.4M (€22.6M)

Barcelona, Spain

www.kadion.com

CEO: Joaquim Guilera Sarda

Products: Speciality chemicals; additives; hyperdispersants; surface and rheology modifiers; defoamers and air release chemicals; UV stabilizers; antioxidants; photoinitiators; organic and inorganic pigments; aluminium, bronze and pearl pigments; colorants; soluble dyes for plastics and coatings; resins and polymers; nitrocellulose; epoxy resins; vinyls; aldehydes; acrylics; polyurethanes

Services: Technical sales and marketing; supply chain management; import and export; warehousing; customer and regulatory services

Assets: Two sales offices and warehouses

217 LAKE CHEMICALS AND MINERALS 2019 SALES: \$25.1M (£18.9M)

Redditch, Worcestershire, UK

www.lakecm.co.uk

Managing Director: Steven Cartlidge

Products: Lake Engineering Solutions – corrosion control solutions; Lake Technical Specialities – adhesives and sealants, lubricants and metal working fluids, paints, surface coatings; Ubichem – excipients for tablet, capsule and suspensions, drug delivery modified lipids and phospholipids, advanced intermedi-

ates, European licensed APIs; Lake Personal Care – substantiated actives, sensorial, functional and tactile additives, rheology modifiers, oils and fats, extracts, emulsifiers and solubilizers; Salutiva – 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 and distribution

Assets: Head office, warehouse, two labs

218 TZ GROUP 2019 SALES: \$24.9M

Houston, Texas, US

www.treza.com.mx

www.tzgroupusa.com

www.tauchemicals.com

President: Fernando J Zavala

Products: Caustic soda liquid and flakes; acetic acid; sulfuric acid; sodium hypochlorite; chloridric acid; liquid chlorine; sodium sulfate; sodium hydrosulfite; sodium bisulfite and metabisulfite; sodium silicate; sodium carbonate; sodium bicarbonate; calcium chloride; hydrogen peroxide; nonil phenol; LESS

Services: Liquid and solid storage; packaging; dilution and blending; deliveries any quantity

Assets: Six warehouses – five in Mexico City, Puebla, Merida, Villahermosa and Cancun, Mexico, and one in Houston, Texas, US; 36 trucks for deliveries; 15 tank trucks for liquid products

Trading sales: 16%



219 SAMECA 2019 SALES: \$24.7M (€22M)

Porto, Portugal

www.samecapq.com

CEO: Eduardo Moura e Sa

Products: Additives for food, plastics and rubber, coating and resins; solvents; inorganic chemicals; pigments; organics and inorganics; coatings; resins; personal care, cosmetics and detergents chemicals; effect chemicals; resins intermediates

Services: Storage for bulk and solids; packaging

Assets: Own road fleet; six trucks; two owned warehouses; three rented warehouses

Trading sales: 40%

220 MONARCH CHEMICALS 2019 SALES: \$23.1M (€17.4M)

Sheerness, Kent, UK

www.monarchchemicals.co.uk

Managing director: Jon Hill

Products: Agricultural performance silage additives; acetic acid; caustic soda; citric acids; formic acid; feed additives; formates; glycerine; glycols; hydrochloric acid; nitric acid; propionic acid; sodium hypochlorite; sodium sulfide

Services: Warehousing; liquid and powder blending; dilutions; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing

Assets: Two UK distribution locations with bulk and packed storage; offices; four purpose built trucks

Trading sales: 18%

221 ANTONIO TARAZONA (INDUSTRIAL DIVISION) 2019 SALES: \$22.5M (€20M)

Silla, Valencia, Spain

www.antoniotarazona.com

President: Jorge Tarazona Soriano

Products: Urea; urea solutions; ammonia; caustic soda; calcium nitrate; potassium nitrate; MAP; MKP; phosphoric acid; water soluble NPK fertilizers; ammonium sulfate; potassium phosphate; dicalcium phosphate; industrial additives

Services: Blending; packaging; storage; logistics

Assets: 50,000 square metre warehouse

Trading sales: 25%

222 SULATLANTICA IMPORTADORA E EXPORTADORA 2019 SALES: \$22M

Rio de Janeiro, Brazil

www.sulatlantica.com.br

CEO: Leonardo Roisman

Products: Chemicals for oil and gas, mining,



glass, agriculture, food and feed industries (organic chemicals, inorganic chemicals, solvents, emulsifiers, viscosifiers)

Services: Importing; exporting; packaging; blending

Assets: Four warehouses; 20 tanks; one office building

223 EAGLE ALCOHOL 2019 SALES: \$21.7M

St Louis, Missouri, US

President: Daniel J Croghan

Products: Ethyl alcohol; beverage ingredients; industrial organic glycols; glycol ethers; surfactants

Services: Packaging; blending; storage

Assets: 60,000 square foot warehouse; 15 bulk tanks; 20 stainless steel tanks; two tractors; two box trailers

224 WHITCHEM 2019 SALES: \$21.2M (€16M)

Newcastle-Under-Lyme, Staffordshire, UK

www.whitchem.co.uk

Managing director: Charles Hawley

Products: Resins/polymers; pigments; additives; mineral fillers/filter aids; textile processing/finishing/coating products; chemicals for adhesives and sealants, coatings and inks, construction and refractory materials, plastics and rubbers, textiles, agriculture and horticulture, filtration of liquids, metallurgy and engineering materials

Services: Storage of chemicals and minerals for customers across the UK and Ireland; industrially trained personnel; specialist technical support; project development; formulation advice

Assets: Sales office and warehouses in the UK

225 GULF COAST CHEMICAL 2019 SALES: \$20.6M

Abbeville, Louisiana, US

www.gulfcoastchemical.com

Managing member: Jim Fusilier

Products: Glycols; methanol; ethanolamines; coolants; lubricants; antifreeze; heat transfer



228 COMINDEX 2019 SALES: \$19.1M (€17.0M)

Barcelona, Spain

www.comindex.es

General manager: Ana-Cristina Arp

Products: Additives; acrylic dispersions; alkyd emulsions; biosolvents; castor and linseed oil and derivatives; corrosion inhibitors; epoxy resins; functional fillers; matting agents; molecular sieves; pigments; polyols; PU dispersions; reactive diluents; reinforcing fibres

Services: Technical assessments; technical visits with our principals; free customer training; free samples shipment

Assets: Headquarters; one warehouse

229 BIACHEM 2019 SALES: \$19M

London, UK

www.biachem.com

Managing director: Bob Beaumont

Products: Caustic soda; surfactants; sodium percarbonate; sodium chloride; magnesium chloride; chlorine powder; chelates; sulfamic acid; sodium sulfate; phosphates

Services: Storage; blending; repackaging; dilution

Assets: All warehousing and transport subcontracted; offices in London and Ireland

Trading sales: 5%

230 SCHIBLEY SOLVENTS AND CHEMICALS 2019 SALES: \$19M

Elyria, Ohio, US

www.schibley.com

President: Reed Schibley

Products: Organic peroxide initiators; surfactants; fatty acids; release agents; fiberglass reinforcements; resins; gelcoats; FRP equipment; solvents; chelates

Services: Blending; packaging; storage; trucking

Assets: Four warehouses; refrigerated warehousing; hazardous material warehousing; three trucks; five trailers

231 KLAUS F. MEYER 2019 SALES: \$18.3M (€16.3M)

Fussgoenheim, Germany

www.klausfmeier.de

Managing directors: Martina Magnie, Frank Meyer

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

fluids; production chemicals; wireline lubes; specialty frac and completion fluids

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

Assets: Six company operated facilities; one methanol terminal; 120,000 square feet warehousing; 500,000 gal bulk storage; laboratory facility; 22 delivery trucks; two tankers; six service trucks

Trading sales: Less than 10%

226 KEMAT 2019 SALES: \$20.0M (€17.8M)

Brussels, Belgium

www.kematbelgium.com

Managing director: Simon Mason

Products: Polyisobutylene (PIB); proprietary PIB blends; polyalphaolefins (PAO); lubricant auxiliaries; natural oils; molybdenum disulfide; 12-hydroxystearic acid; rubber auxiliaries; natural rubber; synthetic rubber; polyisoprene synthetic rubber; titanium dioxide; carbon black; fuel additives; fuel perfor-

mance packages with BASF technology

Services: Blending; bulk storage; drumming; outsourcing; packaging and repackaging; sourcing; warehousing

Assets: 75 iso-containers; warehouses with drumming, blending and repackaging capability; five offices globally; internal laboratory; transport fleet

Trading sales: 7%

227 THE WHITE SEA & BALTIC COMPANY 2019 SALES: \$20.0M (€15.0M)

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%



Services: Door-to-door-service; refilling of triflic acid; handling of dangerous goods; stockholding

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

232

AMERICAN CHEMIE
2019 SALES: \$16M

Austin, Texas, US

www.americanchemie.com

President: Paula Kamdar

Vice President: Mike Kamdar

Products: Chemicals, ingredients and additives for sunscreens, personal care, HI&I (surfactants), food, nutrition, animal nutrition, paints, inks, catalysts, lube oil, greases, metal working, PVC lubricants, flame retardants, synthesis

Services: Logistics; imports; distribution including hazmat chemicals in iso-tanks; just-in-time delivery; hazmat certified; outsourcing; tolling; private labelling

Assets: Six warehouses across the US

233

CFI WORLD
2019 SALES: \$15.8M (€14.1M)

Robakowo, Poland

www.cfworld.pl

CEO: Klaudiusz Dominiak

Products: Cellulose ethers; SBS and NBR polymers; tartaric acid; redispersible powders; titanium dioxide; petroleum resins; self-leveling additives; styrene-acryl and acryl dispersions; antifoams; hydrophobic impregnates; coalescent agents; lithium carbonate; gum resins

Services: Blending; packaging; storage; raw materials laboratory tests

Assets: Warehouse; laboratory with full equipment for dry and wet applications

Trading sales: 5%

234

SAIPER CHEMICALS
2019 SALES: \$15.5M (RS 1.11BN)

Mumbai, India

www.saiper.com

Managing director: IBV Raghavan

Products: Additives (amine neutralizer, adipates, propionates, saturated block polyethers); amines (ethanolamine, ethyleneamines, isopropanolamines); C4 chemicals (BDO, NMP, THF, MPDIol Glycol, TBAC); coalescing aids (Texanol, OE 300, TXIB, Coasol, Coasol 290 Plus); glycol ethers (E-Series & P-Series); propylene glycols; pine oil based derivatives tall oil rosin, TOFA, DTO, rosin esters

and rosin ester emulsions; specialties (1-2 diaminocyclohexane, 2-ethylhexyl acetate, 2-ethylhexylglycerin, caprylyl glycol, dimethyl succinate, di-n-butyl ether, isoamyl alcohol, vinyl-2-ethylhexanoate)

Services: Custom blending and repackaging; formulation; drumming

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

235

EMCO-INORTECH
2019 SALES: \$15.4M (C\$20M)

Terrebonne, Quebec, Canada

Vice president, sales and marketing:

Jean-Baptiste Moranta

Products: Specialty chemicals for coatings, adhesives, sealants and elastomers (CASE); resins; additives; pigments

Services: R&D

Assets: Two offices; one R&D laboratory

236

ROYALE GROUP (AWSM, SHORE-CHEM, ROYALE PIGMENTS)
2019 SALES: \$15M

Paramus, NJ 07654, US

www.royalepigments-chem.com

CEO: John Logue

Products: Alkali fluoroborates, fluorides, metal fluoroborates, nitrates/nitrites, bo-

rates, specialty organic/inorganic fluorines, pearlescent fluorescent iron oxides
Services: Stock, supply chain management, consulting, blending, grinding
Assets: Five warehouses, two converting locations

237 TECNOSINTESI 2019 SALES: \$13.5M (€12M)

Bergamo, Italy
www.tecnosintesi.com
Sales and 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; 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, including handling of emergencies
Trading sales: 70%

238 STORT CHEMICALS 2019 SALES: \$12.2M (£9.2M)

Bishops Stortford, Hertfordshire, UK
www.stortchemicals.co.uk
Managing director: Richard Gilkes
Products: Resins; pigments and additives for coatings (paints, inks and adhesives); colorants for paints and thermosets; fluoro-surfactants; raw materials for flavors and fragrances
Services: Technical sales; storage

239 SMA COLLABORATIVES 2019 SALES: \$10.6M

Cincinnati, Ohio, US
www.smacollaboratives.com
President: Saad Ashoor
Products: Anti-aging actives; emulsifiers; extracts; aroma chemicals; peptides; vitamins; thickeners; preservatives; natural ingredients; surfactant concentrates; natural oils; microbiome ingredients
Services: Custom blending; repackaging; formulations; sales in 5 US states
Assets: Three warehouses; formulations lab; production facility

240 CB CHEMIE 2019 SALES: \$10.0M (€8.9M)

Baumgarten, Austria
www.cbchemie.at
CEO: Christian Braunschier
Products: Specialty chemicals for coatings and

construction; thickeners; binders; pigments
Services: Blending; development of formulations; consulting; packaging; storage; stock control; vendor management
Assets: R&D laboratory
Trading sales: 5%

241 AN LOC PHAT INTERNATIONAL 2019 SALES: \$10M

Ho Chi Minh City, Vietnam
www.anlocphat.com.vn
Managing director: Harry Nguyen
Products: Synthetic rubber; rubber chemicals; silicone rubber; polyurethane; construction chemicals
Services: Import
Assets: Five warehouses
Trading sales: 20%

242 CHEMCEED 2019 SALES: \$9.4M

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: Four warehouses

243 ABBEY CHEMICALS 2019 SALES: \$9.2M (£6.9M)

Great Yarmouth, Norfolk, 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 sulfate; manganese sulfate; phosphates
Services: Storage
Assets: Three warehouses; six trucks and seven trailers; five ADR drivers; offshore marine base facility; 12 offshore tanks
Trading sales: 8%

244 CLARIQUIMICA 2019 SALES: \$8.1M

Sao Paulo, Brazil
www.clariquimica.com.br
Products: Pigments and additives; pigment dispersions; paper and textiles chemicals; carbon black; iron oxide; dyes for paper and textiles
Services: Blending; packaging
Assets: Warehouse; one truck
Trading sales: 70%

245 QUIMICA MER 2019 SALES: \$6.1M (€5.5M)

Toledo, Spain
www.quimicamer.es
CEO: Javier Huerta Gonzalez
Products: Solvents, thinners and green solvents; paints and coatings raw materials; adhesives and sealants raw materials; aroma chemicals and cosmetics raw materials; softeners and detergents; emulsions and copolymers; antifreezing formulated products; epoxy resins; pharmaceutical and agrochemicals raw materials; organic and inorganic chemicals; aeronautic and automotive raw materials; water treatment chemicals; ink and printing chemicals; food ingredients
Services: Bulk storage; blending and formulations; packaging and bulk deliveries; logistics and outsourcing; laboratory analytical services to third parties; e-invoicing
Assets: One warehouse (bulk and packaged storage); one bulk tank car; two trucks

246 PETRICO 2019 SALES: \$4.2M (£3.2M)

Sandbach, UK
www.petricon.com
Managing Director/CEO: Andy Lamb
Products: Specialty chemicals; antifoams; rust preventatives; lubricant and fuel additives and packages
Services: Warehousing; packaging; logistics; procurement
Assets: European warehouses

247 KETSIN DE COSTA RICA 2019 SALES: \$1.4M

San Rafael, Costa Rica
www.ketsincr.com
CEO: Cesar Marin
Products: Titanium dioxide; carbon black; pigments; emulsions; alkyd resins; polyester resins; masterbatches; additives; plastics; polyethylene; solvents; aromatics; specialty products; food additives; sanitizers; caustic soda; consumer products; household and personal care ingredients
Services: Storage; packaging; safety stocks and blends
Assets: Two warehouses; two transportation fleets

Currency conversion rates	
(31 December 2019)	\$1 =
Euro	0.8907
British Pound	0.7537
Swiss Franc	0.9678
Canadian Dollar	1.2962
Brazilian Real	4.0192
Indian Rupee	71.2922

Insight Onsite

As Code Coordinator during these tough times, Lintech International's Schell Butler is having to adapt to new schedules and ways of working to achieve Responsible Distribution verification



Jane Gibson London

"Responsible Distribution is extremely important to us," insists Schell Butler, Code Coordinator and supply chain manager at Lintech International. "It shows people we are operating in a safe environment. Some producers won't let you handle their products unless you are NACD verified. And it prevents shortcuts. Incidents occur when shortcuts are taken."

Butler has been working for Lintech for 10 years and has been Code Coordinator for seven. The company has three sites and also uses a third-party warehouse – all of which he needs to ensure are NACD compliant.

This part of the job has become more difficult in recent months because of the coronavirus pandemic. "You can't check things as physically and the restrictions mean that companies will need more time to prepare for verification," he says.

COVID-19 CHALLENGE

Coronavirus has created problems for the company's verification timeline in 2020. "Right now, the biggest challenge as Code Coordinator is trying to schedule our verification given all the travel restrictions. Each company should be verified every three years – and for us, this was due by mid-June. However, our verifiers are unable to travel to us. As a result, we've talked to them and have secured a one-year extension."

Aside from the travel restrictions, Butler points out that the company is not letting anyone inside its buildings apart from staff – and that includes verifiers.

The current situation means that some codes are being focused on more than others, he says. "The U.S. Department of Homeland Security has deemed our industry as essential, and there has certainly been an increase in activity in the health and medical sectors. From an operational stand-

point, we still need to be there, but two-thirds of our sales and accounting staff are now working from home."

"Social distancing falls under Code XIII: Security in the Code of Management Practice," he adds. "We are limiting the number of people allowed in our facilities. Along with this come good practices such as hand washing when entering buildings and providing masks for drivers and minimizing the interaction between drivers and employees. We also provide constant reminders to keep the required six-foot distance between employees."

Butler adds that Code VIII: Community Outreach is being emphasized as the company is continuing to provide jobs for the community. The company has also donated some of its PPE to a rural testing center in Central Georgia.

Lintech has used NACD's online resources to support the verification process in the past, but amid the virus, the use of technology has grown.

"Going forward, I think that Code Coordinators will take more advantage of technology. People will certainly be more competent with it. We've been holding virtual meetings during this time and have had to add more training on cyber-security and social engineering. We are making sure we are protecting ourselves."

"The security code, Code XIII, covers cyber security and that is a huge focus right now. The U.S. Department of Homeland Security's Chemical Facility Anti-Terrorism Standards has also been implemented at our company and the security element of this program is in place to ensure that companies can't be hacked, and information doesn't get into the hands of the wrong people."

In normal times, Butler says that he, like many other Code Coordinators, finds the internal audit the most challenging code. "To ensure we pass this code, we have hired a third-party auditor to do our internal audits."

His tip is to have a run-through of the audit be-

fore the real one takes place. "Make sure you have all the documentation and paperwork in order," he notes. This will make sure that you and the auditor will not be running around on the day trying to find the correct files.

EXCELLENCE AWARD

In 2012, Lintech was a finalist in the NACD Responsible Distribution Excellence Award, which Butler sees as one of the company's great achievements. In entering companies for the award, verifiers recognize NACD members that have set targets above and the beyond the code requirements. Butler says the company still strives for this.

"We are trying to become a greener company and have started to take advantage of solar energy. We have also introduced a policy of not idling trucks in order to reduce greenhouse gases. That's one silver lining of COVID-19. It is going to be interesting to see what the 'new normal' will be in terms of our relationship with the planet going forward."

In recent weeks Butler says he has reached out to other individuals across the business to see how they are coping during the pandemic and will continue to do so going forward. "Everyone is trying to adapt to the new normal and look towards the future, contemplating what the industry will be like after this is over." ■

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



THANKS TO OUR PAC CONTRIBUTORS

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

Jay Baker
Superior Solvents and Chemicals

Thomas Corcoran
Brenntag AG

Randall Eppli
Columbus Chemical Industries, Inc.

William Fidler
All In Advisors, LLC

Stephen Halpin
Norman, Fox & Co.

Kurt Hettinga
Superior Solvents and Chemicals

Terry Hill
Maroon Group LLC

Brad Hilleary
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Timothy Nicholson
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Edward Polen
EMCO Chemical Distributors, Inc.

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Skip Tarr
Tarr, LLC

Lupita Turriff
TLC Ingredients, Inc.

Thomas Turriff
TLC Ingredients, Inc.



Due to current circumstances with COVID-19 and the social distancing measures, NACD has had to temporarily suspend Responsible Distribution verifications.

We will be listing the members who have successfully passed the 7th Cycle (2020-2023) in a future issue.



Teams of students competed in Regional Challenges across the country earlier this year, working together to solve problems related to science and scientific concepts.



CONGRATULATIONS

to the *You Be The Chemist* Challenge® winners!

Unfortunately, the national level of the Challenge was canceled due to the COVID-19 pandemic. Below is a list of state winners, who deserve to be recognized for their hard work:

ALABAMA Liberty Middle School <i>Alabama Regional Challenge</i>	MARYLAND Tilden Middle School <i>Capital Area Regional Challenge</i>	PENNSYLVANIA Garnet Valley Middle School <i>Chester/Delaware Counties Regional Challenge</i>
ARKANSAS Wynne Junior High School <i>Northeast Arkansas Regional Challenge</i>	MAINE James F Doughty School <i>Bangor Regional Challenge</i>	PUERTO RICO Escuela Especializada en Ciencia Y Matematicas Genaro Cautiño <i>Puerto Rico Regional Challenge</i>
ARIZONA BASIS Chandler <i>Phoenix Regional Challenge</i>	MASSACHUSETTS Young Einstein Club <i>Boston Metropolitan Area Regional Challenge</i>	RHODE ISLAND Hope Highlands Middle School <i>Cranston Regional Challenge</i>
CALIFORNIA Kraemer Middle School <i>Southern California Regional Challenge</i>	MICHIGAN East Middle School <i>Kent County Regional Challenge</i>	SOUTH CAROLINA Gold Hill Middle School <i>York Country Regional Challenge</i>
CONNECTICUT Turn of River Middle School <i>Fairfield/New Haven Regional Challenge</i>	MINNESOTA Minnetonka Middle School East <i>Minnesota Regional Challenge</i>	SOUTH DAKOTA Brandon Valley Intermediate School <i>South Dakota Regional Challenge</i>
DELAWARE Newark Charter School <i>New Castle County Regional Challenge</i>	MISSISSIPPI Meridian Christian Home Educators <i>Meridian/East Mississippi Regional Challenge</i>	TENNESSEE White Station Middle School <i>State of Tennessee Regional Challenge</i>
GEORGIA The Westminster Schools <i>Lawrenceville Regional Challenge</i>	MISSOURI Crestview Middle School <i>St. Louis Metropolitan Area Regional Challenge</i>	TEXAS Quail Valley Middle School <i>Houston Regional Challenge</i>
ILLINOIS University of Illinois Laboratory High School <i>Northwest Suburban (Schaumburg) Regional Challenge</i>	NEW JERSEY Memorial Junior School <i>Morris County Regional Challenge</i>	UTAH Cedar Middle School <i>Iron County Regional Challenge</i>
INDIANA Creekside Middle School <i>Indianapolis Regional Challenge</i>	NEW MEXICO Mesa View Elementary <i>New Mexico Regional Challenge</i>	VIRGINIA Eagle Ridge Middle School <i>Loudoun County Regional Challenge</i>
IOWA Northview Middle School <i>Ankeny Area Regional Challenge</i>	NEW YORK Irvington Middle School <i>Westchester County/Tarrytown Regional Challenge</i>	WASHINGTON Redmond Middle School <i>Seattle Regional Challenge</i>
KENTUCKY Stuart Pepper Middle School <i>Kentucky Regional Challenge</i>	NORTH CAROLINA Davis Drive Middle School <i>Charlotte Metropolitan Area Regional Challenge</i>	WEST VIRGINIA Triadelphia Middle <i>West Virginia Regional Challenge</i>
LOUISIANA Choudrant High School Team <i>Lincoln Parish Regional Challenge</i>	OHIO Hudson Middle School <i>Greater Cleveland Area Regional Challenge</i>	WISCONSIN Lancaster Middle <i>Southwest Wisconsin Regional Challenge</i>
	OKLAHOMA Morrison Public School <i>Noble County Regional Challenge</i>	

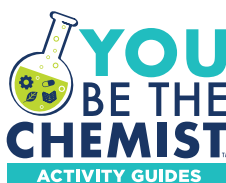
Learn more about the *You Be The Chemist* Challenge at www.chemed.org



Looking for fun ways to
engage students in hands-on
science at home?

Check out CEF's Activity Guides!

Download more than 50 exciting science activities for K-8 students
that use everyday items. Visit www.chemed.org/programs/activity-guides
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Navigating Chemical Supply Chains in an Unprecedented Era

Day by day, NACD assembles pivotal information to keep chemical producers, distributors, handlers, and service providers informed about the state, national, and global impacts of coronavirus (COVID-19) and offers the resources for safe and efficient emergency preparedness and response.

VIEW OUR CORONAVIRUS RESOURCE CENTER

www.nacd.com/media-center/coronavirus-resource-center/

“Everyone really is so grateful for [NACD] . . . As I am sure you can tell, it's not just fluff. Most of us are leading our business through completely uncharted waters. You all are providing us with some much needed maps.”

— Megan E. Gluth-Bohan, CEO & Owner, TRInternational, Inc.

