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The ICIS Top 100 Chemical Distributors 2010 listing

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In our launch of this special annual feature, we rank the leading global chemical distributors by 2009 sales

We are very pleased to introduce the ICIS Top 100 Chemical Distributors - a listing of the world's leading companies serving buyers of chemicals.

We give special thanks to the US-based **National Association of Chemical Distributors (NACD)** and its president, Chris Jahn, for prompting us to take up this ambitious endeavor, as well as the **European Association of Chemical Distributors (FECC)** and its new president, Edgar Nordmann, and Brazil's **Association of Chemical and Petrochemical Distributors (Associquim)** and its president, Rubens Medrano, for their support.

We are picking up the mantle from *Purchasing* magazine, which unfortunately closed earlier this year. We are expanding this to a global listing of top chemical distributors rather than one focused solely on North America.



However, we are also breaking out regional leaders in North America, Europe and Latin America. Plus, we are including companies that fall just below the Top 100.

DIVERSE LANDSCAPE

The global distribution landscape is an incredibly diverse and populous one, with numerous public but mostly privately held companies. We sought out as many as we could find, but no doubt there are plenty of others.

Most of the companies we profiled are based in North America and Europe, but a fair amount are in Latin America. In the future, we aim to build our knowledge of chemical distributors in Asia and the Middle East. For the latter region, we were fortunate to make contact with Saudi Arabia-based specialty chemical distributor **REDA Chemicals**.

POSITIVE OUTLOOK

It's amazing to see the wide variety and sizes of businesses in this vibrant and growing industry. While large and small companies struggle with global and local regulatory issues, the long-term future for this vital component in the supply chain is bright.

For spotting the top European players, we had a great deal of help from Switzerland-based chemical distribution consultancy **DistriConsult** and its senior and lead partner, Guenther Eberhard, and founding partner, Marc Fermont.

The ICIS Top 100 Chemical Distributors ranking is based on calendar 2009 sales. For public companies, financial records were readily available. But for the private companies, we used the data they provided. We also used sales estimates from DistriConsult for those companies where we could not obtain information.

We trust you will find the ICIS Top 100 Chemical Distributors an interesting and valuable tool in your buying and selling decisions. We also welcome any feedback.

1. BRENNTAG

2009 Sales: €6.4bn (\$9.2bn)

Mulheim an der Ruhr, Germany

CEO: Stephen Clark

Products: Adhesives, chemical processing, cleaning and detergent chemicals, coatings, elastomers, food additives, oil and gas chemicals, personal care ingredients, pharmaceutical ingredients, polymers, pulp and paper chemicals, sealants, water-treatment chemicals

2. UNIVAR

2009 Sales: \$7.2bn

Redmond, Washington, US

President and CEO: John Zillmer

Products: Alcohols, aliphatics, alkalis, amines, aromatics, ascorbic acid, catalysts, caustic potash, **caustic soda**, epoxy resins, glycols, mineral acids, oxidizers, performance polymers, phosphates, silicones, sodium hypochlorite, solvents, surfactants, sweeteners, texture modifiers

3. ASHLAND DISTRIBUTION

2009 Sales: \$3.0bn

Dublin, Ohio, US

President: Robert Craycraft

EUROPEAN CHEMICAL DISTRIBUTION LEADERS					
\$m Rank	Company	2009 Sales	\$m Rank	Company	2009 Sales
1	Brenntag	\$9,200	23	HugoHaffner	\$153
2	Helm	\$1,600	24	Algol Chemicals	\$150
3	Azelis	\$1,430	25	Selectchemie	\$150
4	IMCD	\$1,300	26	Bang & Bonsomer	\$149
5	Onya	\$960	27	Prochema	\$136
6	Barentz Europe	\$752	28	Krahn Chemie	\$130
7	Quimidroga	\$717	29	Thommen-Furler	\$129
8	DKSH	\$677	30	2M Holdings	\$127
9	Caldic	\$628	31	Gamma Chimica	\$120
10	TER	\$474	32	Arpadis	\$115
11	Stockmeier	\$459	33	Harke Chemicals	\$115
12	Nordmann, Rassmann	\$308	34	Julius Hoesch	\$105
13	Overlack	\$294	35	CSC Jacklechemie	\$99
14	Quaron	\$294	36	Giusto Faravelli	\$87
15	Lehmann & Voss	\$258	37	Rahn	\$86
16	CG Chemikalien	\$219	38	Ilario Ormezzano	\$85
17	Eigenmann & Veronelli	\$208	39	Aug, Hedinger	\$79
18	Campi y Jove	\$205	40	Quimdis	\$76
19	Tennants	\$199	41	Chemman	\$53
20	Welding	\$193	42	KUK	\$50
21	Biesterfeld Spezialchemie	\$181	43	URAI	\$36
22	DonauChem	\$175			

SOURCES: ICIS, DistriConsult

Products: Adhesives and sealants, catalysts, gelcoats, inks and printing materials, lubricant additives, metalworking chemicals, paints and coatings materials, personal care ingredients, pharmaceutical ingredients, polymers, reinforcements, resins, solvents, specialty and industrial chemicals, thermoplastics

4. HELM

2009 Sales: €1.1bn* (\$1.6bn)

Hamburg, Germany

CEO: Dieter Schnabel

Products: Acids, crop protection chemicals, fertilizers, lyes, organic/inorganic chemicals, pharmaceutical active ingredients, plastics, polyurethane (PU) chemicals, specialty chemicals

5. AZELIS

2009 Sales: €995m (\$1.43bn)

Antwerp, Belgium

CEO: Joris Coppys

Products: Coatings materials, composite chemicals, flame retardants, food and feed additives, industrial chemicals, personal care ingredients, pharmaceutical ingredients, pigments, plastic additives, rubber chemicals

6. IMCD

2009 Sales: €905m (\$1.30bn)

Rotterdam, The Netherlands

CEO: Piet van der Slikke

Products: Agrochemicals, coatings materials, detergent chemicals, food additives, lubricants, personal care ingredients, pharmaceutical ingredients, plastic additives

7. OMYA

2009 Sales: €670m (\$960m)

Oftringen, Switzerland

Products: Adhesives, agrochemicals, construction chemicals, food and feed additives, paints and coatings materials, paper chemicals, pharmaceutical ingredients, plastic additives

8. BARENTZ EUROPE

2009 Sales: €525m (\$752m)

Hoofddorp, The Netherlands

CEO: Hidde van der Wal

Products: Food and feed additives, industrial chemicals, pharmaceutical ingredients

9. QUIMIDROGA

2009 Sales: €500m (\$717m)

Barcelona, Spain

General manager: Vicente Munoz

Products: Chemicals and polyolefins, coatings ingredients, cosmetic ingredients, detergent chemicals, fine chemicals and intermediates, food and feed additives, pharmaceutical ingredients, solvents

10. CONNELL BROTHERS

2009 Sales: \$700m

San Francisco, California, US

CEO: John Thacher

Products: Coatings and inks ingredients, food ingredients, industrial specialty chemicals, personal and household care chemicals, plastic and rubber additives

11. DKSH

2009 Sales: Swfr703m (\$677m)

Zurich, Switzerland

Executive vice president: Mario Preissler

Products: Adhesives, electronic chemicals, fiber chemicals, food and beverage additives, graphic arts chemicals, paints and coatings ingredients, personal care and cosmetic ingredients, pharmaceutical ingredients, polymer additives, specialty chemicals

12. CALDIC

2009 Sales: €438m (\$628m)

Rotterdam, The Netherlands

CEO: O.C. van Caldenborgh

Products: Base chemicals, food ingredients, specialties

13. PROTEA CHEMICALS

2009 Sales: Rand 4.5bn (\$608m)

Bryanston, South Africa

Managing director: Gavin Brimacombe

Products: feed additives, food ingredients, functional and effect chemicals, lubricants, mining chemicals, polymers, specialty chemicals

14. TER GROUP

2009 Sales: €331m (\$474m)

Hamburg, Germany

CEO: Christian Westphal

Products: Adhesives, cosmetics ingredients, food additives, fiberglass, gum rosin, natural waxes, paints and coatings materials, paper chemicals, plastic

additives, specialty chemicals

15. **STOCKMEIER**

2009 Sales: €320m (\$459m)

Bielefeld, Germany

CEO: Peter Stockmeier

Products: Cleaning chemicals, food additives, polyurethane (PU) chemicals, printing inks, solvents, textile chemicals, water-treatment chemicals

16. **K.A. STEEL CHEMICALS**

2009 Sales: \$450m

Lemont, Illinois, US

Chairman and CEO: Robert Steel

Products: Caustic soda, hydrochloric acid, sodium hypochlorite

17. **PREMIUM INGREDIENTS INTERNATIONAL**

2009 Sales: \$400m

Carol Stream, Illinois, US

President: Don Thorp

Products: Acids, aldehydes, amino acids, aroma chemicals and essential oils, chelating agents, extracts and distillates, flavors and fragrances, food and feed additives, phosphates, thickening agents, vitamins

18. **QUANTIQ**

2009 Sales: R\$675.4m (\$389.4m)

Sao Paulo, Brazil

CEO: Fernando Abrantes

Products: Agricultural chemicals, blends, chemical specialties, cosmetic ingredients, engineering plastics, flavors and fragrances, household chemicals, human and animal nutrition products, lubricants, paints and coatings materials, petrochemicals, pharmaceutical ingredients, process oils, rubber additives, solvents

19. **HYDRITE CHEMICAL**

2009 Sales: \$360m

Brookfield, Wisconsin, US

President and CEO: John Honkamp

Products: Chlor-alkali, foam control chemicals, food processing sanitation chemicals, inks and adhesives, liquid sulfites, paints and coatings materials, pulp and paper chemicals, organic chemicals, inorganics, metal finishing chemicals, solvents, water-treatment chemicals

20. **M. CASSAB**

2009 Sales: R\$568m (\$328m)

Sao Paulo, Brazil

CEO: Victor Cutait

Products: Cosmetic ingredients, feed additives, food additives, household chemicals lubricant additives, paints and varnish materials, pharmaceutical ingredients, plastic and rubber additives, polyurethane (PU) specialties, textile chemicals

21. **NORDMANN, RASSMANN**

2009 Sales: €215m (\$308m)

Hamburg, Germany

CEO: Edgar Nordmann

Products: Additives for functional fluids and SMC/BMC applications, filtration products, functional fillers/additives, magnesia, pharmaceutical and cosmetic ingredients

22. **ACETO**

2009 Sales: \$296m

Lake Success, New York, US

President and CEO: Vincent Miata

Products: Aldehydes, amines, catalysts, chelating agents, flavors and fragrances, food additives, ketones, intermediates, pharmaceutical ingredients, pigments, plasticizers, resins, specialty quats

23. **OVERLACK**

2009 Sales: €205m (\$294m)

Monchengladbach, Germany

Managing director: Peter Overlack

Products: Cleaning chemicals, coating raw materials, cosmetic ingredients, feed and food additives, fine chemicals, industrial chemicals, pharmaceutical ingredients, pigments, water-treatment chemicals

24. **QUARON**

2009 Sales: €205m* (\$294m)

Doornik, Belgium

President and CEO: John Regout

Products: Industrial chemicals, oleochemicals

Note: Univar has agreed to acquire the company

25. **Lehmann & Voss**

2009 Sales: €180m (\$258m)

Hamburg, Germany

Managing partners: Wolfgang Jarre and Knut Breede

Products: Carbon blacks, high performance compounds, inks and adhesives materials, masterbatches for plastics, rubber chemicals and coatings

26. **Hawkins**

2009 Sales: \$250.6m

Minneapolis, Minnesota, US

CEO: John Hawkins

Products: Agricultural chemicals, cleaning chemicals, electronic chemicals, food additives and antimicrobials, lab chemicals, metal and mining chemicals, paper chemicals, pharmaceutical ingredients, processing chemicals, semiconductor chemicals, surface finishing chemicals, water-treatment chemicals

27. **Canada Colors and Chemicals**

2009 Sales: \$250m

Mississauga, Ontario, Canada

President: David Emerson

Products: Coatings specialties, environmental and water-treatment chemicals, food ingredients, inorganics, mining chemicals, oilfield chemicals, pharmaceutical ingredients, polymer additives, pulp and paper chemicals, solvents

28. **QUADRA CHEMICALS**

2009 Sales: C\$250.1m (\$238.4m)

Vaudreuil-Dorion, Quebec, Canada

CEO: Tony Infilise

Products: Acids, adhesives and sealants, alcohols, amines, catalysts, chelating agents, chlor-alkali, esters, fatty chemicals, food additives, **glycol** ethers, hydrogen peroxide, inorganics, institutional maintenance, lubricants, nutritional and functional ingredients, pigments, plasticizers, polyglycols, resins, solvents, specialty quats, surfactants, thickening agents

29. **INTERSTATE CHEMICAL**

2009 Sales: \$233.4m

Hermitage, Pennsylvania, US

Chairman and president: Albert Puntureri

Products: Acids, adhesives and sealants, alcohols, amines, catalysts, chelating agents, chlor-alkali, chlorinated solvents, esters, fatty chemicals, glycol ethers, hydrogen peroxide, inorganics, ketones, pigments, plasticizers, resins, solvents, surfactants

30. **REDA CHEMICALS**

2009 Sales: \$233m

Al-Khobar, Saudi Arabia

CEO: Abboud Smadi

Products: specialty chemicals, oil and gas chemicals, coatings materials, construction chemicals, plastic and rubber additives, textile chemicals, detergent chemicals, personal care ingredients, pharmaceutical ingredients, food and feed additives, water-treatment chemicals

31. **CG CHEMIKALIEN**

2009 Sales: €153m (\$219M)

Laatzen, Germany

CEO: Uwe Klass

Products: Adhesives, cleaning agents, cosmetic ingredients, electronic chemicals, food and feed additives, industrial chemicals, leather and textile chemicals, metal processing chemicals, paint and lacquer materials, paper and woodworking chemicals, pharmaceutical ingredients

32. **EMCO CHEMICAL DISTRIBUTORS**

2009 Sales: \$218m

North Chicago, Illinois, US

President: Edward Polen

Products: Acids, alcohols, aldehydes, amines, catalysts, chelating agents, chlor-alkali, chlorinated solvents, driers, epoxies, esters, fatty chemicals, food additives, glycol ethers, hydrocarbons, inorganics, isocyanates, ketones, nitrocellulose, pigments, plasticizers, polyglycols, silicones, surfactants

33. **EIGENMANN & VERONELLI**

2009 Sales: €145m (\$208m)

Milan, Italy

Products: Adhesives, construction chemicals, cosmetic ingredients, detergent ingredients, food ingredients, industrial chemicals, leather chemicals, paper chemicals, pharmaceutical ingredients, plastic additives, polyurethane (PU) chemicals, rubber chemicals, surface coatings, textile chemicals

34. **CAMPI Y JOVE**

2009 Sales: €143m (\$205m)

Barcelona, Spain

Managing director: Ramon Jove Pons

Products: Agrochemicals, coatings materials, construction chemicals, cosmetic ingredients, detergent chemicals, fillers, organic intermediates, paper chemicals, plastic and rubber additives, polyurethane (PU) chemicals, solvents and monomers, thermoplastic elastomers, water-treatment chemicals

35. **KODA DISTRIBUTION GROUP**

2009 Sales: \$203m

Lexington, Massachusetts, US

President and CEO: Robert Spadoni

Products: Acids, alcohols, amines, catalysts, chlor-alkali, esters, fatty chemicals, fiberglass composites food additives, inorganics, lubricants, pigments, plastic additives, plasticizers, polyglycols, resins, solvents, surfactants, thickening agents

36. **TENNANTS**

2009 Sales: €139m (\$199m)

Manchester, UK

Products: Acids and alkalis, antifoams, biocides, **ethanol**, food and feed additives, formaldehydes, fumed silica, glycol ethers and esters, glycols, isoparaffins, metallic stearates, oleochemicals, phosphates, phthalates, resins, silicates, solvents, water-treatment chemicals

37. WELDING

2009 Sales: €135m* (\$193m)

Hamburg, Germany

Managing directors: Thorsten Knecht

and Thomas Bahnsen

Products: Food and feed additives, pharmaceutical ingredients

38. GRUPO POCHTECA

2009 Sales: Ps2.5bn (\$191m)

Mexico City, Mexico

Executive director: Eugenio Manzano

Products: Coatings, food ingredients, inorganic chemicals, polymers, solvents

39. MAYS CHEMICAL

2009 Sales: \$182m

Indianapolis, Indiana, US

President: William Mays

Products: Acids, adhesives and sealants, alcohols, amines, chlor-alkali, esters, fatty chemicals, flavors and fragrances, food additives, glycol ethers, hydrogen peroxide, industrial gases, inorganics, lubricants, pigments, plasticizers, polyglycols, resins, solvents

40. BIESTERFELD SPEZIALCHEMIE

2009 Sales: €126m (\$181m)

Hamburg, Germany

Managing director: Jurgen Krohn

Products: Automotive chemicals, CASE (coatings, adhesives, sealants, elastomers), composites, construction chemicals, cosmetic ingredients, electronic chemicals, food additives, household cleaning chemicals, lubricants, paper chemicals, pharmaceutical ingredients, polymer additives, rubber additives

NORTH AMERICAN CHEMICAL DISTRIBUTION LEADERS								
Sm Rank	Company	2009 Sales	Sm Rank	Company	2009 Sales	Sm Rank	Company	2009 Sales
1	Univar	\$7,200	28	Tilley Chemical	\$81	55	TRInternational	\$40
2	Ashland Distribution	\$3,000	29	SolvChem	\$81	56	Alexander Chemical	\$38
3	Connell Brothers	\$700	30	Tanner Industries	\$78	57	Webb Chemical Service	\$38
4	K.A. Steel Chemicals	\$450	31	HB Chemical	\$75	58	Fitz Chem	\$38
5	Premium Ingredients International	\$400	32	Industrial Chemicals Inc.	\$75	59	Cole Chemical	\$36
6	Hydrite Chemical	\$360	33	Durr Marketing Associates	\$75	60	Chem One	\$35
7	Aceto	\$296	34	D.H. Litter	\$71	61	dar-tech	\$35
8	Hawkins	\$251	35	Whitaker Oil	\$69	62	TransChemical	\$34
9	Canada Colors and Chemicals	\$250	36	Coyne Chemical	\$68	63	Slack Chemical	\$32
10	Quadra Chemicals	\$238	37	The Chemical Company	\$65	64	United Mineral & Chemical	\$32
11	Interstate Chemical	\$233	38	TCR Industries	\$65	65	Independent Chemical	\$30
12	EMCO Chemical Distributors	\$218	39	Charkit Chemical	\$61	66	D.B. Becker	\$29
13	KODA Distribution Group	\$203	40	Chemsolv	\$59	67	Chemical Distributors Inc.	\$28
14	Mays Chemical	\$182	41	Sea-Land Chemical	\$56	68	Industrial Chemicals Corp.	\$28
15	PVS Chemicals	\$175	42	Westco Chemicals	\$55	69	Alchem Chemical	\$24
16	E.T. Horn	\$175	43	Walsh & Associates	\$52	70	Veckridge Chemical	\$24
17	Wego Chemical & Mineral	\$160	44	Lintech International	\$51	71	Valudor Products	\$23
18	Superior Solvents & Chemicals	\$140	45	McCullough & Associates	\$48	72	E.W. Kaufmann	\$23
19	Archway Sales	\$126	46	Slyhawk Chemicals	\$48	73	DeWolf Chemical	\$23
20	CSD-Startex	\$125	47	Conchemco	\$48	74	Schibley Chemical	\$21
21	Barton Solvents	\$118	48	Tarr	\$47	75	Coast Southwest	\$21
22	The Plaza Group	\$107	49	Ideal Chemical & Supply	\$46	76	Vivion	\$20
23	Maroon	\$97	50	Astro Chemicals	\$45	77	Gulf Coast Chemical	\$20
24	AllChem Industries	\$92	51	BHS Marketing	\$44	78	Americhem Sales	\$18
25	G.S. Robins & Co.	\$90	52	Hubbard-Hall	\$43	79	Glenn	\$18
26	H.M. Royal	\$83	53	TH Hilson Company	\$42			
27	Haviland Enterprises	\$82	54	Chemisphere	\$41			

41. PVS CHEMICALS

2009 Sales: \$175m

Detroit, Michigan, US

President and CEO: James Nicholson

Products: Agricultural chemicals, biofuel process caustic soda, chemicals, food additives, green chemicals, heat transfer chemicals, hydrogen peroxide and household, industrial and institutional cleaning chemicals, metal finishing chemicals, mineral acids, water-treatment chemicals

42. E.T. HORN

2009 Sales: \$175m

La Mirada, California, US

President: Jeff Martin

Products: Animal wellness products and ingredients, coatings materials, construction chemicals, cosmetic and personal care ingredients, elastomers, food ingredients, lube additives, nutraceuticals

43. DONAUCHEM

2009 Sales: €122m (\$175m)

Vienna, Austria

CEO: Franz Geiger

Products: Activated carbon, inorganic chemicals, water-treatment chemicals

44. **WEGO CHEMICAL & MINERAL**

2009 Sales: \$160m

Great Neck, New York, US

Co-principals: Bert Eshaghpour and Edward Khalily

Products: Agricultural chemicals, coatings and ink materials, cosmetics and personal care ingredients, food additives, mining chemicals, oilfield chemicals, paper chemicals, petroleum additives, pharmaceutical ingredients, photographic chemicals, plastics, resins, rubber chemicals, solvents, surfactants, textile chemicals, water-treatment chemicals, wood treatment chemicals

45. **HUGOHAFFNER GROUP**

2009 Sales: €107m (\$153m)

Asperg, Germany

Managing director: Jurgen Martin

Products: Agrochemicals, cleaning chemicals, coatings materials, food additives, industrial chemicals, paper chemicals, pharmaceutical ingredients, phosphates, solvents, [titanium dioxide](#), water-treatment chemicals

46. **ALGOL CHEMICALS**

2009 Sales: €105m (\$150m)

Espoo, Finland

Managing director: Raul Henriksson

Products: Additives, fine chemicals, industrial chemicals, specialty chemicals

47. **SELECTCHEMIE**

2009 Sales: €105m (\$150m)

Zurich, Switzerland

CEO: Peter Kaufmann

Products: Animal health ingredients, food and dietary ingredients, pharmaceutical ingredients,

48. **BANG & BONSOMER**

2009 Sales: €104m (\$149m)

Helsinki, Finland

CEO: Mikko Teittinen

Products: Composite chemicals, construction chemicals, industrial chemicals, paints and coatings materials, personal and home care chemicals, plastic additives, rubber chemicals

49. **SUPERIOR SOLVENTS & CHEMICALS**

2009 Sales: \$140m

Indianapolis, Indiana, US

President: Ray Roembke

Products: Abrasives, acetate esters, alcohols, amines, bonding compounds, catalysts, caustic soda, chlorinated cleaners, gel coats, glycol ethers, glycols, heat exchange fluids, hydrocarbons, ketones, pigments, plasticizers, metalworking additives, paint strippers, resins, rust preventatives, solvents, surfactants

50. **BANDEIRANTE BRAZMO**

2009 Sales: R240m (\$138m)

Sao Paulo, Brazil

Managing director: Carlos Alberto Barbosa

Products: Adhesives, composites, cosmetic ingredients, electronic materials, food additives, mining and oilfield chemicals, paints and coatings materials, pharmaceutical ingredients, plastic and rubber additives, pulp and paper chemicals, resins, surfactants, textile chemicals

51. **PROCHEMA**

2009 Sales: €95m* (\$136m)

Vienna, Austria

Directors: Werner Figlhuber and Manfred Rukover

Products: Food and feed additives, industrial chemicals, polymers

52. **COREMAL**

2009 Sales: R229m (\$132m)

Pernambuco, Brazil

CEO: Renato Maia

Products: Acids, alcohols, aldehydes, aliphatics, amines, aromatics, elastomers, esters, glycols, inorganics, [phenol](#)

53. **KRAHN CHEMIE**

2009 Sales: €91m (\$130m)

Hamburg, Germany

Managing director: Jorg Schottek

Products: Additives, ceramic raw materials, intermediates, pigments, resins, solvents, synthetic rubber, thermoplastic elastomers, waxes

54. **THOMMEN-FURLER**

2009 Sales: €90m (\$129m)

Ruti b. Buren, Switzerland

CEO: Franz Christ

Products: Basic chemicals, lubricants, specialty chemicals

55. 2M Holdings (**BANNER CHEMICALS,SURFACHEM**)

2009 Sales: £80m (\$127m)

Runcorn, UK; West Yorkshire, UK

CEO: Mottie Kessler

Products: Biocides, cosmetics and personal care ingredients, hydrocarbon solvents, oilfield chemicals, oxygenated solvents and intermediates, pharmaceutical ingredients, pigment dispersions, precision and electronics cleaning chemicals, surface coatings and industrial chemicals, specialty chemicals

56. **ARCHWAY SALES**

2009 Sales: \$126m

St. Louis, Missouri, US

President: John Baumstark Sr.

Products: Adhesives and sealants, amines, CASE, fillers, flame retardants, lubricants, pigments, plasticizers, specialty additives, specialty resins, surfactants, thickening agents, urethanes

57. **CSD-STARTEX**

2009 Sales: \$125m

Conroe, Texas, US

President: Jim Lombardi

Products: Acids, alcohols, aliphatics, amines, aromatics, base oils, chlorinated solvents, esters and acetates, fuel additives, glycol ethers, glycols, inorganics, ketones, plasticizers, silicones, specialty lubricants, surfactants

58. **GAMMA CHIMICA**

2009 Sales: €84m (\$120m)

Milan, Italy

Products: Abrasives, auto care chemicals, cleaning chemicals, construction chemicals, cosmetic ingredients, food additives, metal cleaning chemicals, plastic additives, textile chemicals, water-treatment chemicals

59. **BARTON SOLVENTS**

2009 Sales: \$118m

Des Moines, Iowa, US

President: David Casten

Products: Industrial chemicals, oils, plasticizers, solvents, surfactants

60. **NORKEM**

2009 Sales: £73.1m (\$116.4m)

Cheshire, UK

Managing director: Graham Lewis

Products: Agricultural chemicals, construction chemicals, feed additives, food and beverage additives, industrial chemicals, pharmaceutical ingredients

61. **ARPADIS**

2009 Sales: €80m (\$115m)

Manage, Belgium

CEO: John Dejaeger

Products: Aromatics, glycols, methanol, monomers, resins, solvents, specialties

62. **HARKE CHEMICALS**

2009 Sales: €80m* (\$115m)

Muelheim an der Ruhr, Germany

Managing director: Thorsten Harke

Products: Detergent chemicals, electronic chemicals, fine chemicals, industrial chemicals, specialty chemicals, synthetic polymers, water-treatment chemicals

63. **ARINOS QUIMICA**

2009 Sales: R198.4m (\$114.4m)

Osasco, Brazil

CEO: Mateos Dias

Products: Cosmetic ingredients, food additives, industrial chemicals, paints and coatings materials, pharmaceutical ingredients, polyurethane (PU) specialties, PU systems house formulations

64. **THE PLAZA GROUP**

2009 Sales: \$107.4m

Houston, Texas, US

President: Randy Velarde

Products: Acetone, aromatic solvents, benzene, ethyl acetate (etac), isopropyl alcohol, methanol, phenol, specialty polymers, toluene, xylenes

65. **JULIUS HOESCH**

2009 Sales: €73m (\$105m)

Duren, Germany

CEO: Uwe Puppel

LATIN AMERICAN CHEMICAL DISTRIBUTION LEADERS		
Rank	Company	2009 Sales
1	quantiQ	\$389
2	M. Cassab	\$328
3	Grupo Pochteca	\$191
4	Bandeirante Brazno	\$138
5	Coremal	\$132
6	Arinos Quimica	\$114
7	Buschle & Lepper	\$98
8	Makeni Chemicals	\$86

SOURCE: ICIS

Products: Acids and alkaline solutions, adhesives, amines, cleaning chemicals, cosmetic ingredients, food and feed additives, lubricants, paper chemicals, plasticizers, silicones solvents, water-treatment chemicals

66. **CSC JAKLECHEMIE**

2009 Sales: €69m (\$99m)

Nuremberg, Germany

CEO: Robert Spath

Products: Industrial chemicals, coatings materials, adhesives, surface cleaning chemicals, water-treatment chemicals

67. **BUSCHLE & LEPPER**

2009 Sales: R169.7m (\$97.5m)

Bucarein, Brazil

CEO: Marcio Tremel

Products: Acids, alkalis, chlorides, foundry products, peroxides, phosphates, pool chemicals, salts, silicates, sodium hydroxides, sulfates,

68. **MAROON**

2009 Sales: \$97m

Avon, Ohio, US

CEO: Mark Reichard

Products: adhesives and sealants, compounding chemicals, construction chemicals, graphic arts materials, paints and coatings materials, plastic additives, rubber chemicals

69. **ALLCHEM INDUSTRIES**

2009 Sales: \$92m

Gainesville, Florida, US

CEO: Josh Feldstein

Products: Industrial chemicals, petroleum additives, pharmaceutical ingredients, water-treatment chemicals

70. **G.S. ROBINS & CO.**

2009 Sales: \$90m

St. Louis, Missouri, US

President: Jay Brown

Products: Biofuel chemicals, food ingredients, household, industrial and institutional chemicals personal care ingredients, processing chemicals, water-treatment chemicals

71. **GIUSTO FARAVELLI**

2009 Sales: €61m (\$87m)

Milan, Italy

CEO: Enrico Mattai del Moro

Products: Food additives, cosmetic ingredients, nutraceuticals, pharmaceutical ingredients, industrial chemicals

72. **MAKENI CHEMICALS**

2009 Sales: R150m (\$86m)

Diadema, Brazil

CEO: Rubens Medrano

Products: Architectural and construction chemicals, chemical formulations, cleaning chemicals, coatings, cosmetic ingredients, food additives, paints and varnish materials, petrochemicals, plastic and paper chemicals, pharmaceutical ingredients

73. **RAHN**

2009 Sales: €60m (\$86m)

Zurich, Switzerland

CEO: Marcel Gatti

Products: Cosmetics, energy curing systems (additives, oligomers, photoinitiators, diluents)

74. **ILARIO ORMEZZANO**

2009 Sales: €59m (\$85M)

Milan, Italy

CEO: Giancarlo Ormezzano

Products: Base chemicals, solvents, specialities

75. **H.M. ROYAL**

2009 Sales: \$83m

Trenton, New Jersey, US

President: Joseph Royal

Products: Adhesives, curing agents, films, flame retardants and smoke suppressants, food additives, functional fillers and reinforcements, performance additives, pigments and dispersions, precipitated silica, polymers and resins, process aids and plasticizers, rheology modifiers

76. **HAVILAND ENTERPRISES**

2009 Sales \$82.2m

Grand Rapids, Michigan, US

havilandusa.com

CEO: Bernard Haviland

Products: food additives, industrial chemicals, pharmaceutical ingredients, pool and spa chemicals, surface finishing chemicals, water-treatment chemicals

77. **TILLEY CHEMICAL**

2009 Sales: \$81m

Baltimore, Maryland, US

President: John Tilley

Products: colors, food additives, industrial chemicals, oils and lubricants, pharmaceutical ingredients, solvents

78. **SOLVCHEM**

2009 Sales: \$81m

Pearland, Texas, US

Executive vice president: Mark Hacas

Products: Adhesives and sealants, agricultural chemicals, compounding chemicals, electronic materials, food additives, coatings materials, cosmetic and personal care ingredients, pharmaceutical ingredients, plastic and rubber additives, printing chemicals, paper chemicals, surfactants, water-treatment chemicals

79. **AUG. HEDINGER**

2009 Sales: €55m* (\$79m)

Stuttgart, Germany

CEO: Johann-Ludwig Raiser

Products: Cosmetic ingredients, food additives, industrial chemicals, pharmaceutical ingredients

80. **TANNER INDUSTRIES**

2009 Sales: \$78.1m

Southampton, Pennsylvania, US

President and CEO: Stephen Tanner

Products: Aqua and [anhydrous ammonia](#)

81. **QUIMDIS**

2009 Sales: €53m (\$76m)

Levallois-Perret, France

CEO: Jean-Francois Quarre

Products: Cosmetic ingredients, essential oils, food and feed additives, nutraceuticals, pharmaceutical ingredients

82. **HB CHEMICAL**

2009 Sales: \$75m

Cuyahoga Falls, Ohio, US

President: Jeffrey Rand

Products: Coatings materials, plastic additives, polymers, rubber chemicals

83. **INDUSTRIAL CHEMICALS INC.**

2009 Sales: \$75m

Vestavia, Alabama, US

President: W.L. Welch

Products: Acids and solvents, alkalis, lubricants, metalworking fluids, potable water-treatment chemicals, wastewater-treatment chemicals

84. **DURR MARKETING ASSOCIATES**

2009 Sales: \$75m

Turtle Creek, Pennsylvania, US

President: David Durr

Products: Anticorrosive pigments, fiberglass, fillers, flame retardants, fumed silica, inorganic pigments, iron oxide pigments, organic peroxides, organic pigments, [polyester](#) resins, rosin based resins, smoke suppressants, stearates, titanium dioxide, UV absorbers, water-based resins

85. **D.H. LITTER**

2009 Sales: \$71m

Elmsford, New York, US

President and CEO: Michael Granito

Products: Adhesives and sealants, construction chemicals, cosmetics and personal care ingredients, electronic chemicals, food additives, graphic arts materials, paint and coatings materials, paper chemicals, pharmaceutical ingredients, plastics and elastomers, rubber chemicals, textile chemicals

86. **WHITAKER OIL**

2009 Sales: \$69.1m

Atlanta, Georgia, US

President and CEO: Bart Whitaker

Products: Chemicals, composite materials, liquid resins, solvents, surfactants

87. **COYNE CHEMICAL**

2009 Sales: \$67.6m

Croydon, Pennsylvania, US

President and CEO: Thomas Coyne

Products: Cosmetic ingredients, flavors and fragrances, food additives, industrial chemicals, pharmaceutical ingredients, solvents, water and wastewater-treatment chemicals

88. THE CHEMICAL COMPANY

2009 Sales: \$65m

Jamestown, Rhode Island, US

CEO: Nick Roach

Products: Acids, alcohols, commodity chemicals, fertilizers, intermediates, plasticizers, specialty chemicals

89. TCR INDUSTRIES

2009 Sales: \$65m

La Palma, California, US

CEO: Anthony Rumfola

Products: Adhesives and sealants, coatings and inks materials, construction chemicals, cosmetic and personal care ingredients, food additives, plastic additives

90. CHARKIT CHEMICAL

2009 Sales: \$61.4m

Norwalk, Connecticut, US

President: Charles Hinnant

Products: Benzyl alcohol, benzyl chloride, electronic chemicals, flavor, fragrance and aroma chemicals, hydrazine hydrate, hydroquinone, imaging chemicals, personal care ingredients, pharmaceutical ingredients, water and metal treatment chemicals

91. CHEMSOLV

2009 Sales: \$59m

Roanoke, Virginia, US

President and CEO: L. Glenn Austin

Products: Industrial chemicals, lubricants, metalworking fluids, plasticizers, silicones, solvents, specialty chemicals

92. SEA-LAND CHEMICAL

2009 Sales: \$56m

Westlake, Ohio, US

President: Joseph Clayton

Products: Coatings materials, household, industrial and institutional cleaners, lubricant additives, plastic and rubber additives

93. WESTCO CHEMICALS

2009 Sales: \$55m

North Hollywood, California, US

President: Alan Zwillinger

Products: Food additives, industrial chemicals, nutritional ingredients, personal care ingredients, pharmaceutical ingredients

94. CHEMAN

2009 Sales: €37m (\$53m)

Warsaw, Poland

President: Tomasz Kondrat

Products: Acids, bases, cosmetic and pharmaceutical ingredients, fillers, fodder additives, food additives, grease-like substances, inorganic chemicals, materials for paints and varnishes, organic chemicals, pigments, solvents

95. WALSH & ASSOCIATES

2009 Sales: \$51.9m

St. Louis, Missouri, US

President and CEO: Ellen Murphy

Products: Food additives, ink materials, paints and coatings materials, personal care ingredients, plastic additives, rubber chemicals, sealants, surfactants

96. LINTECH INTERNATIONAL

2009 Sales: \$51m

Macon, Georgia, US

President: Dennis Gillespie

Products: Additives and crosslinkers, adhesives and sealants raw materials, advanced composites resins, resins, and colorants, construction chemicals, fillers, industrial and institutional cleaning chemicals, industrial specialty chemicals, lubricant and metalworking additives, paints and coatings additives, personal care ingredients, plastic and rubber additives, printing ink materials, resins, and colorants, rubber chemicals, textile chemicals

97. KUK

2009 Sales: €35m* (\$50m)

Ried im Innkreis, Austria

CEO: Anton Kirchttag

Products: Food additives, pharmaceutical ingredients, nutraceuticals

98. MCCULLOUGH & ASSOCIATES

2009 Sales: \$48.2m

Atlanta, Georgia, US

Executive vice president: Earl Tveit

Products: Adhesives, coatings and graphic arts materials, cosmetic and personal care ingredients, industrial and institutional cleaning chemicals, plastic additives, textile chemicals, polyurethane (PU) chemicals, rubber chemicals

99. SKYHAWK CHEMICALS

2009 Sales: \$48.1m

Houston, Texas, US

President: Clark Knickerbocker

Products: Acids, alcohols, aliphatics, amines, **ammonia**, aromatics, calcium chloride, esters, glycols, glycol ethers, ketones, lubricants, metal salts, phosphates, specialties, solvents, **urea**, water-treatment chemicals

100. **CONCHEMCO**

2009 Sales: \$47.7m

Dallas, Texas, US

President and CEO: Tommy Mrazek

Products: Acids, alcohols, aromatics, antifreeze, aliphatics, caustic soda, amines, chlorinated solvents, esters, glycerin, glycol ethers, ketones, silicones, surfactants

BUBBLING UNDER

Bigger is not always better. Here are the players falling just under the ICIS Top 100

101. **TARR**

2009 Sales: \$47.1m

Portland, Oregon, US

President and CEO: Skip Tarr

Products: Commodity and specialty chemicals, printing industry chemicals, lubricants, fuels

102. **IDEAL CHEMICAL & SUPPLY**

2009 Sales: \$46m

Memphis, Tennessee, US

President: Sam Block

Products: Food ingredients, industrial chemicals, personal care ingredients, textile-care chemicals, water-treatment chemicals

103. **ASTRO CHEMICALS**

2009 Sales: \$45m

Springfield, Massachusetts, US

President: Christopher Diamond

Products: Alcohols, food additives, heat-transfer fluids, oleochemicals, plating-industry chemicals, solvents, water-treatment chemicals

104. **BHS MARKETING**

2009 Sales: \$43.5m

Salt Lake City, Utah, US

President: Bruce Schechinger

Products: Boiler- and water-treatment chemicals, cleaning and sanitation chemicals, food additives, industrial chemicals, oilfield chemicals, paper chemicals, phosphates, rubber additives, soda ash

105. **HUBBARD-HALL**

2009 Sales: \$42.6m

Waterbury, Connecticut, US

President: Andrew Skipp

Products: Electronic chemicals, heat-transfer fluids, metal treatment and finishing chemicals, paint stripping chemicals, phosphate coatings, rust prevention chemicals, water-treatment chemicals

106. **TH HILSON COMPANY**

2009 Sales: \$42m

Wheaton, Illinois, US

President: Lori Hilson Cioromski

Products: Specialty additives and raw materials for the adhesives, coatings, construction, consumer care, graphic arts, lubricant, personal care and plastic industries

107. **CHEMISPHERE**

2009 Sales: \$41m

St. Louis, Missouri, US

CEO: Robert Schwent

Products: Ethanol, industrial chemicals, graphic arts chemicals, personal care ingredients, solvents

108. **TRINTERNATIONAL**

2009 Sales: \$39.6m

Seattle, Washington, US

CEO: Anthony Ridnell

Products: Adhesives, concrete additives, cosmetic ingredients, food and beverage ingredients and additives, paint and coatings materials, pharmaceutical ingredients

109. **ALEXANDER CHEMICAL**

2009 Sales: \$38.3m

Downers Grove, Illinois, US

President: Gillman Leavitt

Products: Chlor-alkali, industrial gases, inorganics, water-treatment chemicals

110. **WEBB CHEMICAL SERVICE**

2009 Sales: \$38m

Muskegon Heights, Michigan, US

CEO: Brad Hilleary

Products: Acetates and acids, alcohols, chlor-alkalis, ketones

111. **FITZ CHEM**

2009 Sales: \$37.9m

Itasca, Illinois, US

President: Don Deihs

Products: Adhesives and sealants, coatings materials, construction chemicals, ink materials, institutional and industrial cleaning chemicals, personal care ingredients, plastic and rubber additives

112. **URAI**

2009 Sales: €25m (\$36m)

Milanofiori, Italy

Products: Additives, pigments, resins, fillers

113. **COLE CHEMICAL**

2009 Sales: \$35.8m

Houston, Texas, US

President and CEO: Donna Cole

Products: Oilfield chemicals, personal care ingredients, pulp and paper chemicals, specialty chemicals, synthetic lubricants

114. **CHEM ONE**

2009 Sales: \$35m

Houston, Texas, US

President and CEO: Terry Podlogar

Products: Feed additives, fertilizer ingredients, food additives, industrial chemicals, water-treatment chemicals

115. **DAR-TECH**

2009 Sales: \$35m

Cleveland, Ohio, US

President: Walt Walburn

Products: Adhesives, coatings materials, functional fillers, ink materials, plastic additives, resins, rubber additives

116. **PRODOTTI GIANNI**

2009 Sales: €24m* (\$34m)

Milan, Italy

Products: Cosmetic ingredients, food additives, nutraceuticals, pharmaceutical ingredients

117. **TRANSCHEMICAL**

2009 Sales: \$33.5m

St. Louis, Missouri, US

President: Daniel Croghan

Products: Biofuel additives, cosmetic and personal care ingredients, food additives, industrial chemicals, janitorial and institutional chemicals, lubricant additives, paints and coatings materials, pharmaceutical ingredients, plastic and rubber additives

118. **SLACK CHEMICAL**

2009 Sales: \$32.2m

Carthage, New York, US

President: Robert Sturtz

Products: Caustics/acids, co-generation industrial chemicals, dairy chemicals, food additives, ice melters, industrial chemicals, paper chemicals, pool chemicals, plating chemicals, reagents, solvents/alcohols, water- and waste-treatment chemicals

119. **UNITED MINERAL & CHEMICAL**

2009 Sales: \$31.6m

Lyndhurst, New Jersey, US

President: A. Nurhan Becidyan

Products: Chlor-alkali, esters, food additives, inorganics, pigments, resins, solvents

120. **INDEPENDENT CHEMICAL**

2009 Sales: \$30m

Glendale, New York, US

President: Jonathan Spielman

Products: Food additives, fine chemicals, industrial chemicals, nutritional additives, personal care ingredients, pharmaceutical ingredients

121. **D.B. BECKER**

2009 Sales: \$29.3m

Clinton, New Jersey, US

President and CEO: Daniel Canavan

Products: Adhesives, coatings materials, construction chemicals, cosmetic ingredients, ink materials, lubricant additives, plastic additives, polyurethane specialties

122. **CHEMICAL DISTRIBUTORS INC.**

2009 Sales: \$27.9m

Buffalo, New York, US

CEO: Gary Russell

Products: commodity acids and alkalis, food additives, inorganics, reagent chemicals, solvents

123. **INDUSTRIAL CHEMICALS CORP.**

2009 Sales: \$27.8m

Arvada, Colorado, US

President: Robert Wilson

Products: Acids, chlor-alkali, detergents, powders, solvents, surfactants, water-treatment chemicals

124. **ALCHEM CHEMICAL**

2009 Sales: \$24.1m

Atlanta, Georgia, US

President: Bart Whittaker

Products: Coatings materials, institutional and industrial cleaning chemicals, personal care ingredients, specialty chemicals

125. **VECKRIDGE CHEMICAL**

2009 Sales: \$24m

South Kearny, New Jersey, US

President: Mark Veca

Products: Food additives, industrial chemicals, inorganics, personal care ingredients

126. **VALUDOR PRODUCTS**

2009 Sales: \$23.3m

Rancho Santa Fe, California, US

President: Sam Melamed

Products: Adhesives and sealants, agricultural chemicals, detergents and cleaners, industrial chemicals, paints and coatings materials

127. **E.W. KAUFMANN**

2009 Sales: \$23.2m

Bristol, Pennsylvania, US

President: Brian O'Connor

Products: Adhesives and sealants raw materials, coatings materials, construction chemicals, food additives, ink materials, institutional and industrial cleaning chemicals, lubricant additives, metal working chemicals, paper chemicals, personal care ingredients, pharmaceutical ingredients, plastic and rubber additives

128. **DEWOLF CHEMICAL**

2009 Sales: \$23m

East Providence, Rhode Island, US

President and CEO: Hank DeWolf

Products: Household, industrial and institutional cleaning chemicals; personal care ingredients

129. **SCHIBLEY CHEMICAL**

2009 Sales: \$21.2m

Elyria, Ohio, US

President and CEO: Reed Schibley

Products: Adhesives, coatings materials, fiberglass reinforcements, household and institutional products, lubricant additives, plastic additives, polymers

130. **COAST SOUTHWEST**

2009 Sales: \$20.6m

Placentia, California, US

President: Joseph C. Cimo

Products: Personal care ingredients, silicones, surfactants

131. **VIVION**

2009 Sales: \$19.8m

San Carlos, California, US

President: Edward Poleselli

Products: Cosmetic ingredients, food additives, industrial chemicals, nutraceuticals, water-treatment chemicals

132. **GULF COAST CHEMICAL**

2009 Sales: \$19.6m

Abbeville, Louisiana, US

President and CEO: Jim Fusilier

Products: Gas-processing chemicals, industrial lubricants, oilfield chemicals,

133. AMERICHEM SALES

2009 Sales: \$18.3m

Mason, Michigan, US

President and CEO: Bruce Whetter

Products: Antifreeze, automotive lubricants, hydraulic oils, industrial oils, inorganics, metalworking fluids, solvents, specialty oils

134. GLENN

2009 Sales: \$18m

St. Paul, Minnesota, US

President and CEO: Hank DeWolf

Products: Household, industrial and institutional cleaning chemicals, personal care ingredients

Barbara Ortner looks
at the off-beat side of
the chemicals
business



ICIS Chemicals Confidential

NOTES

* DistriConsult estimates

Currency conversion rates to the US dollar on December 31, 2009:

Euro = 1.4333,

£ = 1.5928,

Brazilian real = 0.5766,

Canadian dollar = 0.9532,

Swiss Franc = 0.9636,

South African Rand = 0.1351

If we missed you in our listing, please let us know you're out there - [drop me a line](#)By: **Joseph Chang**

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