

SPECIAL REPORT

ICIS Top 100 Chemical Distributors

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
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1 **BRENTAG** 2018 SALES: \$14.4BN (€12.6BN)

Essen, Germany
WWW.BRENTAG.COM
CEO: Steven Holland

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

Services: Tailor-made distribution solutions for industrial and specialty chemicals; one-stop-shop solutions; specific application technology; extensive technical support and value-added services such as just-in-time delivery, product mixing, formulation, repackaging, inventory management and drum return handling—June 2019

Assets: More than 580 locations in 73 countries; more than 16,600 employees

2 **UNIVAR SOLUTIONS** 2018 SALES: \$8.63BN

Downers Grove, Illinois, US
WWW.UNIVARSOLUTIONS.COM

www.icis.com

President and CEO: David C Jukes

Products: Additives; aviation fuel additives; chelates; hydrocarbons; inorganics; monomers; oils; oleochemicals; pigments; plasticizers; polymers/resins; silica; silicones; solvent blends; solvents; surfactants

Services: Technical support; ChemPoint e-distribution; custom blending; custom packaging and private label services; laboratory and formulation services; minibulk; sustainable services; telemetry services; transportation; warehousing; delivery to more than 130 countries

Assets: More than 3,500 tractors, trailers and tankers; global network of 24 formulation labs, development kitchens and research centres; nearly 10,600 employees in 31 countries; over 1,300 suppliers

3 **TRICON ENERGY** 2018 SALES: \$7.81BN

Houston, Texas, US
WWW.TRICONENERGY.COM

President and CEO: Ignacio Torras

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

Services: Marketing; pre-export financing; shipping; logistics; packaging; blending; storage; just-in-time delivery; repackaging; inventory management; risk management for commodity price and foreign exchange; global presence with sales into over 100 countries

Assets: 28+ offices; more than 450 employees

4 **HELM** 2018 SALES: \$5.85BN (€5.11BN)

Hamburg, Germany
WWW.HELMAG.COM

CEO: Hans-Christian Sievers

Products: Feedstocks; methanol; organic and inorganic chemicals; acids and lyes; active pharmaceutical ingredients; pharmaceuticals; fertilizers; crop protection ingredients

Services: International marketing; logistics; production; project development; scientific and technical services

Assets: More than 100 subsidiaries; sales offices and participation in over 30 countries

5 **IMCD** 2018 SALES: \$3.16BN (€2.68BN)

Rotterdam, Netherlands
WWW.IMCDGROUP.COM

CEO: Piet van der Slikke

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

Services: Technical sales; marketing of specialty chemicals and food ingredients; application laboratory services; local and central stock holding; drumming; repackaging;

CEO: Marcel Gatti
Products: Raw materials for inks, coatings and adhesives; personal care ingredients; flavours, fragrances and food ingredients
Services: Application support; R&D/customised products; regulatory affairs; guide formulations; international logistics; analytics
Trading sales: 50%

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

Antwerp, Belgium
WWW.ARPADÉS.COM

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

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

Varese, Italy
WWW.RAINOLDI.IT

CEO: Simone Bombardieri
Products: Caustic soda; potassium hydroxide; hydrochloric acid; acetates; ammonia; hydrogen peroxide; EDTA
Services: Storage; packaging



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Assets: Two warehouses
Trading sales: 25%

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

Milan, Italy
WWW.FARAVELLIGROUP.COM

CEO: Luca Benati
Products: Fine chemicals; food ingredients; nutraceutical ingredients; cosmetics ingredients; pharmaceutical ingredients; animal nutrition raw materials and ingredients
Services: Blending; packaging; storage; cosmetics application lab services; food application lab services; international trading of commodities
Assets: Six warehouses
Trading sales: 25%

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

Muelheim an der Ruhr, Germany
WWW.HARKE.COM

President: Thorsten Harke
Products: Cleaning and detergent chemicals; coatings; electronic/high purity chemicals; food ingredients; health and functional food ingredients; industrial chemicals; cosmetics/personal care ingredients; pharmaceutical excipients; phosphates; plastics; specialty films; specialty chemicals; synthetic polymers; water soluble films; water treatment chemicals
Services: Formulation; blending; mixing; encapsulation; packaging; refilling; storage; gravure; film coating; Reach consulting
Assets: Warehouse; packaging machines; filling stations; silo; encapsulation machines
Trading sales: 10%

99 **PROCHEMA**
2018 SALES: \$135M

Vienna, Austria
WWW.PROCHEMA.COM

CEO: Werner Figlhuber
Products: Additives and hardeners; acrylates and methacrylates; binders and resins; monomers; organic acids; polymers; polyurethane feedstocks; reactive diluents; UV curing monomers
Services: Pan-European sales network specialised in selected customer branches; market research; sales; financing; storage; supply chain management
Assets: Nine sites in Europe and Asia
Trading sales: 25%

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

Assago, Italy
WWW.URAI.IT

President and CEO: Roberto Giuliani
Products: Specialty chemicals; pigments; additives; resins; paints and coatings chemicals; plastics and rubber chemicals; lubricants chemicals; personal care and cosmetics ingredients; food ingredients; laboratory equipment
Services: Technical sales and marketing; application development; quality control; warehousing; regulatory services; supply chain management; after-sales services; re-packaging; blending

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

Offenbach am Main, Germany
WWW.BM-CHEMIE.COM

Chairman managing director: Frank Haug
Products: Adhesives and bonding systems; sealants; silicones; resins; casting and potting resins for electronics; hardeners and curing agents; composites; mould-making ingredients; additives for coatings; additives for plastics and rubber; additives for lubricants; textiles chemicals and dyes; packaging and labelling adhesives
Services: Packaging; filling; testing; modification; blending; education and training
Assets: Headquarters in Germany; affiliates in Europe, Africa, Asia and US; warehouses; adhesives competence centre and laboratory facilities; production plant for polymer formulations

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

Amsterdam, Netherlands
WWW.KEYSERMACKAY.COM

Managing partners: Gerard de Waal, Willem Augustinus
Products: Specialty chemicals; coatings and inks materials; plastics and rubber additives; adhesives and sealants; construction chemicals; personal care ingredients; food and feed ingredients; pharmaceutical ingredients
Services: Technical sales and marketing; local and central stockholding; sampling
Assets: Offices and warehouses in seven European countries.
Trading sales: Less than 5%

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

Hamburg, Germany
WWW.PENPET.COM

General managers: Tim Meister, Christoph Meister
Products: Oxo-alcohols; melamine; solvents; plasticizers
Services: Blending; packaging; storage
Assets: Two warehouses
Trading sales: 25%