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.

1. BRENNTAG
   2018 SALES: $14,806 BN ($12,606 BN)
   Essen, Germany
   WWW.BRENNTAG.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: Value-added services such as just-in-time delivery, product mixing, formulation, repackaging, inventory management and drop shipment handling
   April-November 2019

2. UNIVAR SOLUTIONS
   2018 SALES: $6,463 BN
   Downers Grove, Illinois, US
   WWW.UNIVARSOLUTIONS.COM
   President and CEO: David J. Zeiner
   Products: Adhesives, paper and paperboard; chelates; hydrocarbons; inorganics; monomers; oils; oxo chemicals; pigments; plastics; polymers; resins; silicones; solvents; blends; solvents; surfactants
   Services: Technical support; ChemPoint e-distribution; custom blending; custom packaging; and private label services; laboratory and formulation services; miniMelt sustainable solutions; telemetry services; transportation; warehousing; delivery to more than 130 countries
   Assets: More than 10,000 suppliers; over 1,300 employees

3. TRICOR ENERGY
   2018 SALES: $7,811 BN
   Houston, Texas, US
   WWW.TRICORENERGY.COM
   President and CEO: Ignacio Torres
   Products: Chlor-alkalis; aromatics; glycols; fibres 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: $5,685 BN ($5,316 BN)
   Hamburg, Germany
   WWW.HELMAG.COM
   CEO: Hans-Christian Sievers
   Products: Feedstocks; methanol; organic and inorganic chemicals; acids and lye, 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: $3,168 BN ($2,688 BN)
   Rotterdam, Netherlands
   WWW.IMCDGROUP.COM
   CEO: Piet van der Sluijs
   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; FR chemicals; oil and gas chemicals
   Services: Technical sales; marketing of specialty chemicals; medical ingredients; application laboratory services; local and central stock holding; drumming; repackaging

April-June 2019 | CHEMICAL DISTRIBUTOR | 27
SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

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

95 ARPADES BENELUX
Antwerp, Belgium
WWW.ARPADES.BE
CEO: Laurent Abregel
Products: Acrylates and monomers (MMA, GMAA, GMA + BA, TAA, 2401A, GAA, MA); acrylic acid; TDI, MDI, polyols; flame retardants; blowing agents; HMD; BIB; solvents; glycols
Services: Blending, packaging, dilution, storage
2018 SALES: $142,5M (€124,4M)

96 RAINOLDI
Varona, Italy
WWW.RAINOLDI.IT
CEO: Simone Bombardieri
Products: Calcium soda; potassium hydroxide; hydrochloric acid; acetic acid; ammonia; hydrogen peroxide; EDTA
Services: Storage, packaging
2018 SALES: $137,6M (€120M)

97 FARAVELLI
Milan, Italy
WWW.FARAVELLIGROUP.COM
CEO: Luca Benati
Products: Fine chemicals; food ingredients; nutraceutical ingredients; cosmetics; pharmaceuticals; animal nutrition raw materials and ingredients
Services: Blending, packaging, storage, cosmetics application lab services, food application lab services, international trading of commodities
Assets: Two warehouses
Trading sales: 25%

98 HARKE GROUP
Muehlen an der Ruhr, Germany
WWW.HARKE.COM
President: Thomas 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 treatments chemicals
Services: Formulation, blending, mixing, encapsulation, packaging, filling, storage, graving, film coating, Reach consulting
Assets: Warehouse, packaging machines, filling stations, silos, encapsulation machines
Trading sales: 10%

99 PROCHEMA
Vienna, Austria
WWW.PROCHEMA.COM
CEO: Werner Füglinger
Products: Additives and hardeners; acrylates and methacrylates; binders and resins; monomers; organic acids; polymers; polyethylene; foodstuffs; reactive diluents; UV curing monomers
Services: Pan-European sales network specialising in selected customer branches; market research; sales, financing, storage, supply chain management
Assets: Nine sites in Europe and Asia
Trading sales: 25%

100 INRAI
Assago, Italy
WWW.INRAI.IT
President and CEO: Roberto Giuliani
Products: Specialty chemicals; pigments; adhesives; 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
Trading sales: 50%

101 RODE MOLLER CHEMIE
Offenbach am Main, Germany
WWW.8M-CHEMIE.COM
Chairman managing director: Frank Hang
Products: Adhesives and bonding systems; sealants; silicones; resins; casting and potting resins for electronics; hardeners and curing agents; composites; mould-breaking ingredients; additives for coatings; additives for plastics and rubber; additives for lubricants; textile 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; additives competence centre and laboratory facilities; production plant for polymer formulations
Trading sales: Less than 1%