

water treatment, mining and smelting chemicals; soluble fertilizers; pulp and paper chemicals; metal treatment and galvanising chemicals; construction chemicals; coatings, adhesives, sealants, elastomers (CASE); pool and spa chemicals; energy – oil refining, gas processing, steam assisted gravity drainage (SAGD) chemicals; nutritional and functional ingredients; food and beverage ingredients; sports and animal nutrition ingredients; health and wellness ingredients; personal care ingredients; pharmaceutical ingredients; cosmetics ingredients and fragrances; hair-, skin- and sun care products; personal hygiene and oral care chemicals

## 36 ARKEM KIMYA SANAYI VE TICARET 2013 SALES: \$370M

**Istanbul, Turkey**

**WWW.ARKEM.COM**

**President:** Levend Kokuludag

**Products:** Solvents; aromatics; glycols; acrylic esters; acetyls; alcohols; esters; chlorinated solvents; surfactants; isocyanates; phosphates; amines; polyvinyl alcohols; titanium dioxide (TiO<sub>2</sub>); cosmetic ingredients; pharmaceutical excipients; food ingredients

**Services:** Blending; packaging; drumming

**Assets:** Deepsea tank terminal in Gebze, Istanbul with 60,000 sq metres capacity out of

53 tanks (expansion to 85,000 sq metres in 2014); 1,000 sq metre warehouse; 95 transport units; 510 isotanks

**Trading sales:** 15%

## 37 REDOX 2013 SALES: A\$405M (\$362M)

**Sydney, Australia**

**WWW.REDOX.COM**

**Managing director:** Robert Coneliano

**Products:** More than 1,000 products serving more than 140 different industries; commodity and specialty chemicals; food ingredients; other raw materials for agriculture, food,

### NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS 2013

Company	Sales (\$m)*	Company	Sales (\$m)*	Company	Sales (\$m)*
1 Univar	7,523	39 Callahan Chemical	96	74 Hubbard-Hall	48.3
2 Brenntag	4,300	40 Sea-Land Chemical	93.5	75 FBC Chemical	48.2
3 Nexeo Solutions	3,613	41 Skyhawk Chemicals	91.6	76 Chem One	45.9
4 Helm	951**	42 Tennants Distribution (and associated group distribution companies)	86	77 Petrochem Middle East	42.7
5 KODA Distribution Group	630	43 Chemsolv	85	78 Matteson-Ridolfi	42.2
6 Hydrite Chemical	501	44 Lintech International	84	79 D.B. Becker	42.1
7 ICC Chemical	402	45 Maroon	82	80 TRInternational	40.5
8 Quadra Chemicals	377	46 The DeWolf Companies (DeWolf Chemical, Glenn)	79.5	81 TER GROUP	37
9 Prinova	361	47 J. Tech Sales	79.4	82 Independent Chemical	35
10 Hawkins	350	48 Cole Chemical & Distributing	78	83 Rahn Group	35
11 EMCO Chemical Distributors	318	49 Charkit Chemical	77	84 Chemical Distributors Inc	34
12 PVS Chemicals	311	50 TCR Industries	77	85 PHT International	32.6
13 L.V. Lomas	284	51 Chemical Solvents	75	86 Vivion	31.9
14 The Plaza Group	284	52 Coyne Chemical	74.8	87 Coast Southwest	31.2
15 CCC	278	53 Walsh & Associates	73.4	88 R.E. Carroll	31.1
16 M.F. Cachat	275	54 Biesterfeld	73	89 Atlantic Chemicals Trading	31
17 HORN	265	55 The Chemical Company	71.9	90 Gallade Chemical	31
18 Interstate Chemical	239	56 Greenchem Industries	69.3	91 Tri-iso	29.1
19 Marubeni Specialty Chemicals	238	57 Essential Ingredients	66.8	92 Valudor Products	28
20 Archway Sales	230	58 Webb Chemical Service	65.6	93 Industrial Chemicals Corp.	27.8
21 Wego Chemical & Mineral	229	59 BHS Marketing	65.3	94 Veckridge Chemical	27
22 Caldic	180	60 Rowell Chemical	64.5	95 Gulf Coast Chemical	26.9
23 Special Materials Company	174.9	61 RNM-Produtos Quimicos	62.3	96 TMC Materials	26.2
24 Barton Solvents	172.3	62 ALAC International	61.3	97 ARC Products	25.8
25 ChemGroup	157.4	63 Chemisphere	60.1	98 UBA	25
26 Pride Solvents & Chemical	148	64 Cornelius Group	60	99 Min-Chem/Lawrason's Group	24.8
27 Tanner Industries	136	65 Fitz Chem	59.8	100 JNS-Smithchem	24.3
28 Omya	135	66 Van Horn, Metz & Co	59	101 Azelis	24
29 Harwick Standard Distribution	133.8	67 TH Hilson	57.1	102 Alchem Chemical	22.9
30 H.M. Royal	128.5	68 Buckley Oil Company	53.5	103 GJ Chemical	22.6
31 K-Solv	127	69 CellMark Chemicals (formerly Alcan International Network)	53	104 ChemSpec	21
32 SolvChem	125.2	70 McCullough & Associates	51.7	105 Radchem Products	20.4
33 AllChem Industries	115.3	71 Ideal Chemical & Supply	51.5	106 TransChem	18.8
34 Whitaker Oil Company	113.2	72 Transchemical	50.3	107 InterAtlas Chemical	16.8
35 Unipex	113	73 Miles Chemical	48.4	108 Boehle Chemicals	13.5
36 HB Chemical	104			109 Royale Pigments and Chemicals	13.5
37 Tilley Chemical	101			110 Connect Chemicals	12
38 ClearTech Industries	97			111 T.Z. Group	10

NOTES: \*Sales are by region and may differ from the total sales figure in the overall Top 100 listing. Table excludes companies that do not break out sales by geography. \*\*Includes chemical production

**President and CEO:** Nestor Papathanasiou

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

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

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

**84 HARKE GROUP**  
2013 SALES: €100M (\$137.8M)

**Mulheim an der Ruhr, Germany**

**WWW.HARKE.COM**

**President:** Thorsten Harke

**Products:** Cleaning and detergent chemicals; coatings; electronic chemicals; food ingredients; health and functional food; industrial chemicals; personal care ingredients; pharmaceutical excipients; phosphates; plastics; specialty films; specialty chemicals; synthetic polymers; water-soluble films; water treatment chemicals

**Services:** Packaging; storage; blending; mixing; refilling; consulting; sales and marketing

**Assets:** Warehouse; packaging machines; filling stations; tanks

**Trading sales:** 20%

**85 WHYTE CHEMICALS**  
2013 SALES: £82.2M (\$136.2M)

**London, UK**

**WWW.WHYTECHEMICALS.CO.UK**

**CEO:** Melvyn Whyte

**Products:** Acetonitrile; acrylic acid; amines; epoxy resins; maleic anhydride; monopropylene glycol (MPG); polyols; styrene; surfactants; vinyl acetate monomer (VAM); organic chemicals; resin intermediates; flavour and food additives; coating effects

**Services:** Warehousing; repacking; toll production; supplier reduction programmes; product sourcing; consignment stock; small pack to bulk deliveries; Global ISO quality and environmental standards

**Assets:** Head office in London, UK; branch office in Lyon, France; UK warehouse; third-party warehouses in the Netherlands and France; two production sites

**Trading sales:** 55%

**86 TANNER INDUSTRIES**  
2013 SALES: \$136M

**Southampton, Pennsylvania, US**

**WWW.TANNERIND.COM**

**President and CEO:** Stephen Brad Tanner

**Products:** Anhydrous and aqua ammonia

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

**Assets:** 16 distribution locations; full fleet of tractors and trailers

**87 HARWICK STANDARD DISTRIBUTION**  
2013 SALES: \$133.8M

**Akron, Ohio, US**

**WWW.HARWICKSTANDARD.COM**

**President and CEO:** Ernest E Pouttu

**Products:** Polymers; rubber chemicals; plasticizers; process oils; flame retardants; activators; chemical and colour dispersions; processing aids; organic peroxides; resins; vulcanising agents; colourants; fillers; stabilisers; dry liquid concentrates

**Services:** Warehousing; bulk break cargo; logistics; storage; technical support; regulatory support

**Assets:** Eight warehouses

**88 RAHN GROUP**  
2013 SALES: \$129M

**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; research and development/customised products; regulatory affairs; guide formulations; international logistics; analytics

**89 H.M. ROYAL**  
2013 SALES: \$128.5M

**Trenton, New Jersey, US**

**WWW.HMROYAL.COM**

**President:** Joseph E Royal

**Products:** Rubber polymers; flame retardants; resins; curing agents; adhesives for bonding rubber to metal; process aids, plasticizers; performance additives, rheology modifiers, functional fillers/reinforcements

**Services:** Warehousing

**Assets:** Two company managed warehouses, eight public warehouses

**Trading sales:** 15%

**90 COREMAL COMERCIO E REPRESENTACOES**  
2013 SALES: \$128.14M

**Recife, Brazil**

**WWW.COREMAL.COM.BR**

**CEO:** Renato de Mendonca Maia Jr

**Products:** Polymers; coatings; food ingredi-

ents; inorganic chemicals; solvents and blends; chemical specialties

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

**Assets:** 45 trucks; about 60,095 sq metres of facilities in six cities with capacity of 13,417 sq metres for storage of dry products and 3,802m litres for liquids

**91 R2 GROUP**  
2013 SALES: €92.9M (\$128.0M)

**Hedensted, Denmark**

**WWW.R2GROUP.EU**

**Managing director:** Peter Skou

**Products:** Active pharmaceutical ingredients (APIs); excipients; blends; natural colours; compounds; biocides; personal care products; household care products; flavours; coatings; animal feed

**Services:** Functional food and animal supplement production; formulations; registrations; blending; packaging; storage

**Assets:** Internal and external warehouses covering all of Scandinavia

**Trading sales:** 10%

**92 K-SOLV**  
2013 SALES: \$127M

**Houston, Texas, US**

**WWW.KSOLV.COM**

**President:** Russell W Allen

**Products:** Alcohols; aliphatic hydrocarbons; amines; aromatic hydrocarbons; esters; chlorinated solvents; diesel fuel and diesel blends; gasoline and gas blends; glycols; glycol ethers; ketones; styrene monomer

**Services:** Chemical blending; renewable fuels blending; bulk storage; packaging; delivery; laboratory testing; maritime services – 24 hour barge stripping and blowing, degassing pressurised barges, light repair

**Assets:** Terminal and warehouse drumming and toting facility; in-house fleet of 20 tractors and trailers; laboratory facility and equipment used for testing chemicals; vapour combustion control system used for maritime services; barge terminal and dock

**93 TILLMANN'S**  
2013 SALES: €91.3M (\$125.8M)

**Milan, Italy**

**WWW.TILLMANN'S.IT**

**CEO:** Stefano Vollmer

**Products:** Specialty chemicals for inks and coatings; adhesives; sealants; plastics; construction chemicals; ceramics; pigments; nitrocellulose; resins; binders; plasticizers; water treatment chemicals; additives for food and feed

**Services:** Sales and marketing; laboratory