

ASIA-PACIFIC CHEMICAL DISTRIBUTION LEADERS 2012*

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Helm**	1,200	15 Omya	115	28 Solvadis	20.6
2 ICC Chemical	1,063	16 Biesterfeld	61	29 Arpadis	14.2
3 Brenntag	932.6	17 Nexeo Solutions	52.9	30 Norkem Holdings	14
4 Connell Brothers	835	18 TER Group	46	31 SAFIC-ALCAN	10
5 DKSH	573.3	19 Ram Charan	45.6	32 LEHOSS Group	9.5
6 CSC Jaklechemie	572	20 NEO Chemical	43.8	33 HugoHaffner Group	7
7 Chemstation Asia	456.5	21 Azelis	39.4	34 NovaSol Chemicals	6.4
8 Jebsen & Jessen Group	438	22 McKinn International	39	35 Chemical Solvents	6
9 IMCD Group	356	23 CellMark Chemicals (formerly Alcan International Network)	32.9	36 Unipex	5.9
10 Pluschem EEIG (European Economic Interest Group)	329	24 ECEM European Chemical Marketing	31.8	37 2M Holdings (Banner Chemicals, Surfachem)	5.4
11 Petrochem Middle East	314.5	25 Caldic	29	38 Shamrock Shipping & Trading	5.1
12 Pon Pure Chemicals	294.2	26 Melrob	28	39 Atlantic Chemicals Trading	3.9
13 Manuchar	123.5	27 Aceto	27.5	40 Cornelius Group	3
14 Union Petrochemical	123.3			41 Alpha Wax	2.6

NOTES: *Sales are by region and may differ from the total sales figure in the overall Top 100 listing **Figure includes chemical production and distribution SOURCE: Companies, ICIS

methanol; caustic soda; inorganic acids; monomers; special formulations; agrochemical raw materials; silicones; mineral oil; plasticizers; specialty chemicals; food and feed additives; lubricant additives; pharmaceuticals; flavours; fragrances; cosmetic ingredients

Services: Blending; packaging; storage (bulk and packed warehousing); fractioning; preparation of samples; solvent recovery; chemical analyses; labelling; palleting; stock control; logistics; technical support

Assets: Four distribution centres with tank farms, warehouses and blending units; six branches in Brazil; five laboratories (quality control, product development and application); solvent recovery unit

24 INDUKERN 2012 SALES: €440M (\$580M)

Barcelona, Spain
www.indukern.com

Managing director: Daniel Diaz-Varela

Products: Animal health and feed additives; industrial and specialty chemicals; pharmaceutical ingredients; food ingredients; flavours and fragrances; agrochemicals

Services: Blending; pre-mixing; storage; logistics services

Assets: Seven warehouses

Trading sales: 8%

25 PLUSCHEM EEIG (EUROPEAN ECONOMIC INTEREST GROUP) 2012 SALES: €435M (\$573M)

Dublin, Ireland
www.pluschem.com

Executive director: David Salter

Products: Specialty and fine chemicals; pharmaceutical ingredients; cosmetic raw materials; food ingredients; feed additives; agrochemicals

Services: Marketing; storage

Assets: Three wholly-owned warehouses (France, Spain, India); wholly-owned corporate offices in Dublin (Ireland), Paris (France), Bielefeld (Germany), Milan (Italy), Malmo (Sweden) and Mumbai (India)

26 PROTEA CHEMICALS 2012 SALES: RAN 4.6BN (\$538M)

Johannesburg, South Africa
www.omnia.co.za

Managing director: Gavin Brimacombe

Products: Industrial chemicals; personal care ingredients and ingredients; food ingredients; animal feeds; waxes and oils; mining chemicals; detergent intermediates; polymers; agricultural chemicals; oil and gas chemicals

Services: Technical service; blending; manufacturing; toll manufacturing; bulk loading and storage; break bulk packaging; warehousing

Assets: Full service facilities in Johannesburg, Springs, Welkom, Bloemfontein, Polokwane, Nelspruit, Pretoria, Durban, Richards Bay, Pinetown, Port Elizabeth, East London and Cape Town, South Africa; Walvis Bay, Namibia; Nairobi, Kenya; Luanda and Lobito, Angola; and Harare and Bulawayo, Zimbabwe

27 SAFIC-ALCAN 2012 SALES: €394M (\$519M)

Puteaux, France
www.safic-alcan.com

President: Martial Lecat

Products: Coatings; pharmaceutical ingredients; cosmetics ingredients; rubber

Services: Blending and packaging in the UK

Assets: 12 warehouses

28 CG CHEMIKALIEN 2012 SALES: €375M (\$494M)

Laatzen, Germany
www.cg-chemikalien.de

CEO: Uwe Klass

Products: Organic and inorganic chemicals; solid matters; acids/alkaline solutions; solvents; specialties; food ingredients; feed; intermediates; pharmaceutical ingredients; cosmetics ingredients; paints and varnishes; water treatment chemicals

Services: Storage; packaging; filling; blending; single sourcing; toll manufacturing; tank monitoring; application engineering consulting; manufacturing of paints/varnishes

Assets: Six warehouses; 100 trucks

Trading sales: 40%

29 HYDRITE CHEMICAL 2012 SALES: \$480M

Brookfield, Wisconsin, US
www.hydrite.com

CEO: John Honkamp

Products: Chlor-alkali; foam control chemicals; food processing chemicals; sanitation chemicals; liquid sulphites; pulp and paper chemicals; organic chemicals; inorganics; metal finishing chemicals; solvents; wastewater treatment chemicals

Services: Blending; manufacturing; solvent reclamation; hazardous waste removal; technical training; customer product research

Assets: 12 locations; bulk storage capacity of over 6m gal; private fleet of trucks and drivers

30 ACETO 2012 SALES: \$458.1M

Port Washington, New York, US
www.aceto.com

President and CEO: Salvatore J Guccione

Products: Crop-protection chemicals; active pharmaceutical ingredients (APIs); finished