

**SMC FEATURED
ON THE 2013
TOP 100 CHEMICAL
DISTRIBUTORS
#71 INTERNATIONAL
AND
#28 IN U.S.**



NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS 2012*

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Univar	7,588	40 Chemservice	98.3	77 Van Horn, Metz & Co	49
2 Brenntag	4,100	41 Maroon	94	78 Buckley Oil Company	45.6
3 Nexeo Solutions	3,459	42 Sea-Land Chemical	91	79 Miles Chemical	44.7
4 Helm**	1,100	43 Unipex	89.6	80 Petrochem Middle East	44.1
5 Prinova	490	44 Chemsolv	88	81 Transchemical	44
6 Hydrite Chemical	480	45 Lintech International	86	82 Chem One	43.6
7 Quadra Chemicals	362	46 ClearTech Industries	85.3	83 Matteson-Ridolfi	42.5
8 KODA Distribution Group	360	47 Moeller Chemie	82	84 Slack Chemical	35.6
9 Hawkins	346	48 Callahan Chemical	80	85 Atlantic Chemicals Trading	35.5
10 EMCO Chemical Distributors	302.6	49 Tennants Distribution (and associated group distribution firms)	78	86 ARC Products	32.8
11 ICC Chemical	297	50 Coyne Chemical	75.1	87 Independent Chemical	32.2
12 CCC	276	51 Skyhawk Chemicals	74.9	88 Chemical Distributors	31.8
13 The Plaza Group	275	52 Cole Chemical & Distributing	74.2	89 R.E. Carroll	31.2
14 L.V. Lomas	269	53 Walsh & Associates	72.8	90 Vivion	31
15 PVS Chemicals	266.4	54 TCR Industries	72	91 EM Sullivan Associates	30.3
16 M.F. Cachat	255	55 Tarr	71.5	92 Coast Southwest	30.1
17 Aceto	242.8	56 The DeWolf Companies (DeWolf Chemical, Glenn)	70.5	93 PHT International	29.8
18 Marubeni Specialty Chemicals	241.8	57 Conchemco	69.7	94 Industrial Chemicals	29.2
19 Interstate Chemical	239	58 BHS Marketing	68	95 Comet Chemical	28.6
20 Grupo Pochteca	232	59 Chemical Solvents	67.5	96 Azelis	28
21 Archway Sales	225	60 TRInternational	67.1	97 Gulf Coast Chemical	27.2
22 Wego Chemical & Mineral	223	61 Charkit Chemical	66	98 Valudor Products	26.3
23 CSD-Startex	205.5	62 The Chemical Company	65.3	99 TER Group	26
24 Superior Solvents & Chemicals	204	63 Essential Ingredients	64.5	100 Veckridge Chemical	26
25 Caldic	184.5	64 Biesterfeld	62	101 Tri-iso	25.5
26 Grolman Group	182	65 Webb Chemical Service	60	102 Min-Chem/Lawrason's Group	25
27 Barton Solvents	174	66 Astro Chemicals	57	103 Primary Chemicals	25
28 Special Materials Company	171	67 TH Hilson	56	104 Alchem Chemical	24
29 Omya	148	68 Chemsphere	55.8	105 JNS-Smithchem	23
30 Chemgroup	145.2	69 Greenchem Industries	55.6	106 TMC Materials	21.3
31 Tanner Industries	134	70 CellMark Chemicals (formerly Alcan International Network)	55.5	107 GJ Chemical	20.7
32 Harwick Standard Distribution	128.6	71 McCullough & Associates	54.3	108 ChemSpec	20
33 K-Solv	117	72 FBC Chemical	53.6	109 Radchem Products	19.8
34 SolvChem	115.9	73 Ideal Chemical & Supply	53.6	110 Global Chemical Resources	18.8
35 AllChem Industries	114.2	74 T.Z. Group	51	111 Boehle Chemicals	17.1
36 HB Chemical	112.4	75 Cambrian Solutions	50.0	112 InterAtlas Chemical	14.6
37 Whitaker Oil Company	111.8	76 Hubbard-Hall	49	113 Solvents & Petroleum Service	13.6
38 Rainoldi	103.5			114 Morre-Tec	12.8
39 Tilley Chemical	100			115 NovaSol Chemicals	10.3

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

**71 SPECIAL MATERIALS COMPANY
2012 SALES: \$171M**

New York, New York, US

www.smc-global.com

President and CEO: Adam Feldman

Products: Phosphorous derivatives; VOC-compliant solutions; paper and pulp chemicals; cyanide salts; photoimaging chemistry; glass etching acids; chemical intermediates; raw materials; CASE (coatings, adhesives, sealants, elastomers) products

Services: Blending; formulating; packaging; storage; grinding

Assets: 14 warehouses; six trucks and tankers