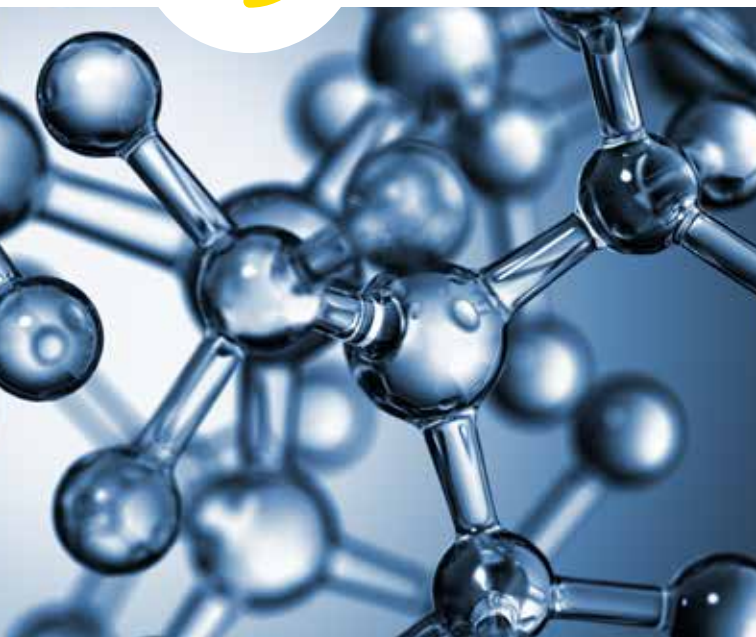




TER Chemicals  
DISTRIBUTION GROUP



FACTS AND  
FIGURES  
2018

# PRODUCTS BY APPLICATION

## **ADHESIVES**

Additives, APAOs, emulsifiers, EVA, fillers, polyisobutylenes / polybutenes, polyolefin elastomers (POEs), polyols, oils, resins (synthetic/natural), rubbers (solid/liquid), solvents, styrenic block copolymers (SBCs), waxes

## **PLASTICS**

Additives, EVA, fillers, glass fibre, impact modifiers, mineral flame retardants, pigments, polyolefin elastomers (POEs), polyols, styrenic block copolymers (SBCs), waxes and further on [www.terplastics.com](http://www.terplastics.com)

## **RUBBER**

Processing additives, accelerators, APAOs, carbon black, fillers, oils, pigments, polyisobutylenes/polybutenes, polyolefin elastomers (POEs), resins (synthetic/natural), rubbers (solid/liquid), solvents, waxes

## **COATINGS**

Additives, binders, colorants, fillers, fluorescing pigments, pigments, pigment preparations, solvents, thickeners

## **CONSTRUCTION**

Adhesion enhancers, air entraining agents, binders, colorants, defoamers, dispersants, fillers, hydrophobing agents, liquifiers, processing enhancers, retarders, rheology additives, setting accelerators, thickeners, wetting agents

## **HOME CARE**

Alkoxylates, amine derivatives, amine oxides, anionic and nonionic surfactants, betaines, biocides, cellulose ethers, colorants, color protection additives, defoamers, low foaming surfactants, phosphoric acid ester, rheology modifiers, soil release polymers, white oils, quats

## **PERSONAL CARE**

Active & care ingredients, base & co-surfactants, butters, carrier systems/encapsulations, colorants, conditioning agents, emollients, emulsifiers, exfoliants, vegetable and essential oils, preservatives, polyethylene glycols, raw materials for natural cosmetics, rheology modifiers, waxes, white oils and petroleum jellies, UV-filters

## **PHARMACEUTICALS**

Bees wax, candelilla wax, carnauba wax, food colorants, glycerine, paraffin wax, polyethylene glycols (Macrogol), white oils, petroleum jellies

## **FOOD**

Acidifiers, amino acids, antioxidants, emulsifiers, energy drink ingredients, flavor precursors, food coloring, glycerine, minerals, preservatives, sweeteners, thickeners, vitamins, waxes

## **FEED**

Acidifiers, amino acids, flavor precursors, glycerine, preservatives, thickeners, vitamins

## **WAXES**

Amide waxes, bees wax, candelilla wax, carnauba wax, crude montan wax, erucamide wax, EVA waxes, Fischer-Tropsch waxes, HDPE waxes, microcrystalline waxes, micronized waxes, montan waxes, orange peel waxes, paraffin waxes, PE waxes, PP waxes, PTFE waxes, shellac wax, synthetic waxes for cosmetics, wax dispersions, wax emulsifiers, wax blends, wax specialties, woolwax (Lanoline)

## **WATER CHEMICALS**

Flocculants, green coagulants, defoamers, KyroCAPS, Bio-technological products

# TER CHEMICALS DATA

## Sales 2017

TER CHEMICALS Distribution Group	€ 382.0 mil. *
Total TER GROUP	€ 768.0 mil.

## Employees 2017

TER CHEMICALS Distribution Group	353 *
Total TER GROUP	947

\*Not consolidated. Less minority interests.

# TER CHEMICALS ORGANIZATIONAL STRUCTURE

## Business Areas

TER CHEMICALS Distribution Group:  
Specialties, Commodities, Full Line

## Major Suppliers

Archroma, BASF, Bezema, Borealis, CCP, Clariant, CPIC, Dairen, DGA Inc., DyStar, EuroCeras, Europiren, Evonik, ExxonMobil, Ferro, Hyundai, Kronos, Kuraray, Lanxess, Metall Chemie, Organica, Paramelt, Radiant, Romonta, Royal Adhesives, SE Tylose, Sonneborn, SBHPP, TSRC, Völpker

## Quality Management & Logistics

AEO F  
DIN EN ISO 9001: 2008  
DIN EN ISO 22716: 2008  
FAMI QS / Registration no: FAM-0339  
Alpha number: a DE HH 100030  
HACCP  
ORGANIC / Organic control no: DE-ÖKO-003  
RESPONSIBLE CARE  
SQAS / ESAD attestation  
SEDEX member no. ZC3853003  
ECOVADIS member



## HISTORY OF TER CHEMICALS

Established in 1908 by Hermann ter Hell as a trading company for waxes and paraffins in Hamburg.

Since the purchase of share majority by the Westphal family 70 years ago TER GROUP has been an innovative distribution partner for the chemical industry in Europe, Asia and the USA.

TER GROUP comprises three business divisions: TER CHEMICALS Distribution Group, TER Plastics POLYMER GROUP and PARAMELT.

Milestones of group history were the foundation of TER Plastics in 1977 and the complete share investment in PARAMELT in 2017.

## MISSION AND VISION

Our mission is to create value in our role as a highly dedicated technical and chemical consultant in Europe through our human talents, quality products and excellence in service.

Our vision is to be the chemicals distributor of choice for our customers and suppliers.

Employees are key and passion for what we do are our values.

Andreas Früh  
CEO TER CHEMICALS

Uta Seiler  
CFO TER CHEMICALS

# TER CHEMICALS WORLDWIDE

## EUROPE

### AUSTRIA

- TER AUSTRIA REP. OFFICE

### DENMARK

- TER NORDIC APS

### FRANCE

- TER FRANCE S.A.R.L.

### GERMANY

- TER HELL & CO. GMBH
- TER INGREDIENTS GMBH & CO. KG

### ITALY

- TER ITALIA S.R.L.

### THE NETHERLANDS

- TER BENELUX REP. OFFICE

### POLAND

- TER POLAND REP. OFFICE

### PORTUGAL

- TER AS PORTUGAL UNIPessoal, LDA

### SPAIN

- TER AS PRODUCTOS S.L.
- TER INGREDIENTS S.L.

### SWITZERLAND

- TER SCHWEIZ AG

### SWEDEN

- TER SWEDEN REP. OFFICE

### UNITED KINGDOM

- TER (UK) LTD.

## NORTH AMERICA

### USA

- GEHRING-MONTGOMERY, INC.
- KEIM ADDITEC SURFACE USA, LLC.

## ASIA

### CHINA

- TER HONG KONG LTD.
- TER SHANGHAI LTD.



**TER Chemicals**  
DISTRIBUTION GROUP

THE CHEMICAL  
DISTRIBUTOR OF CHOICE

**TER HELL & CO. GMBH**

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