Polymers, lubricants and other industrial products frequently serve as the backbone for the machines that our modern economy depends on. At the same time, coating and cleaning make a substantial difference for our perception and user experience of many products. Brenntag understands the crucial role that these various ingredients and applications can play on a product’s performance and on its reputation on the market. Material Science at Brenntag has emerged as the industry’s number one partner when it comes to choosing a leading chemical distributor who understands their business needs.

Brenntag Material Science, one of three divisions at Brenntag along with Life Science and Environmental, encompasses a range of business units that aim to deliver the most sophisticated services and products to our customers. By offering tailor-made solutions, a flexible supply-chain and the best technical expertise in the industry, Brenntag Material Science ensures that your business succeeds and stands out in this highly competitive industry.

THE ASPIRATION OF BRENTAG

At Brenntag, we intensively engage with the needs of our customers and suppliers as well as their business. And we are listening to what matters to them. We recognize the challenges and opportunities our partners are facing in today’s highly competitive and increasingly complex markets. We understand that our partners require a truly integrated approach to chemical distribution – one that is built upon the power of connecting customers and suppliers in a winning partnership. One that goes beyond the sheer distribution of chemicals.

Based upon a superior knowledge of products and applications, markets, industries, suppliers as well as consumer requirements and trends, we develop and deliver creative, tailor-made, cutting-edge and sustainable solutions that help our customers and suppliers focus on their core business. We offer unique channels to market, open up new opportunities, provide competitive advantages and foster additional growth. Our comprehensive team of industry-dedicated experts combines unmatched global reach with local excellence. With safety as our top priority, we offer a full-line product portfolio, together with best-in-class service globally.

The distribution of chemicals and ingredients is not just a business to us. It’s an attitude. And the ambition to create true value for our customers and suppliers.

Brenntag – Connecting Chemistry.
When choosing Brenntag as your chemical distributor, you will be paired up with a specific Coatings & Construction Key Account Manager. Brenntag's Key Account Managers, most of whom possess many years' direct industry experience, are experts in their respective business areas within their region, and as a result, they are intimately acquainted with our customers’ and suppliers’ business needs and home operating environments. Our Key Account Managers function as a single entry point to the wider Brenntag organization. Thus our customers enjoy both the benefits of having a clear counterpart that provides a high degree of dedicated customer service and the advantages that come from partnering with a company that is present in every European market. Our Key Account Managers and technicians will fully leverage our global supply-chain to help you achieve your company’s goals. This is achieved irrespective of the application at hand, from saving on raw material costs, through alternative ingredients or packaging solutions, to improving your product’s performance in particular applications with new marketing and distribution techniques. Our products and services have applications in a number of different areas, such as:

- Decorative Paints
- Industrial & Performance Coatings
- Epoxy Systems
- Flooring
- Adhesives
- Construction Chemicals

COATINGS & CONSTRUCTION

Globalization and ever more stringent regulation confront the manufacturing industry each year, presenting greater and greater challenges. Brenntag Coatings & Construction recognizes that the specialty chemicals market does not have to be so complicated, however – we aim to make all aspects of chemical distribution less complex for our customers and suppliers.

Through a dedicated and experienced team of technical experts and sales agents, Brenntag Coatings & Construction offers tailor-made solutions to each customer’s individual needs and business challenges with a degree of professionalism that few of our competitors can match. From providing advice on improving formulations, to devising innovative supply-chain solutions, to sourcing specialty ingredients, Brenntag Coatings & Construction delivers products and services which put our customers and suppliers a step ahead of the competition.

Our range includes:
- Acrylic Binders & Resins
- Epoxy Binders & Resins
- Polyurethane Systems
- Pigments
- Fillers & Additives
- Surfactants & Dispersants

Being intimately acquainted with your business needs

Safety and technical standards play an important role in the world of coatings and construction products. Our experts at Brenntag Coatings & Construction ensure that your company is fully compliant with the industry’s most stringent regulations and its highest product and quality standards. We have built up close relationships with all of our suppliers and work intensively with them to ensure that our supply-chain is safe and reliable at every step. Brenntag Coatings & Construction’s specialists and technical experts also work closely with our customers to verify that they are fulfilling all aspects of the EU’s REACH regulation as well as any relevant local and national legislation.

Moreover, Brenntag’s market experts share their product and market expertise to keep our customers and suppliers ahead of the curve when it comes to market trends, technical know-how and emerging developments. The results for you are a high level of service and expertise, a commitment to meeting the industry’s highest standards and the peace of mind that allows you to focus on your core business.
As part of the larger Brenntag organization, Brenntag Cleaning is able to leverage all of the resources of a global network to the advantage of our customers. We work with a sophisticated, international network of suppliers to ensure that we can offer the widest range of ingredients and products, while our staff is fully-trained in supply-chain logistics to provide our customers with innovative and efficient solutions.

To further increase efficiency for our customers, local Brenntag staff members serve as a single point of entry to the entire Brenntag network. The experts of Brenntag Cleaning utilize their in-depth local and regional expertise to develop long-lasting customer relationships and bring a degree of personal attention to our business relationships that few of our competitors can match. Our customers in turn can focus on their core business with the knowledge that their local Brenntag contacts are closely interlinked to an organization present in every European market and can draw on a wide array of suppliers, industry contacts and resources to put that finishing coat of polish on each customer's individual needs.

When it comes to choosing cleaning products for your business, having access to products that succeed in getting the details and nuances right makes all the difference. Brenntag Cleaning Europe understands the importance of this and offers its customers an extensive range of cleaning products and services of the highest quality to ensure all of their needs are met.

Whether our customers are on the market for cleaning products for automobiles, industrial appliances or wooden floors, Brenntag has worked hard to create a comprehensive line-up of products that is effective, safe and user-friendly, regardless of the industry or application at hand. Brenntag is committed to providing its customers with the highest quality products and best-in-class service. Our technicians and sales teams work closely with suppliers and customers to ensure that all of the requirements for REACH and biocide regulation and other relevant EU and national legislation are met. They are available to discuss in-depth the technicalities and details of these stipulations should our customers need additional assistance on meeting any safety and technical standards.

Choosing Brenntag Cleaning as your partner however means much more than just gaining access to our range of products. Brenntag Cleaning’s highly motivated and dynamic team of sales and technical experts is unrivaled in the chemical industry for the degree of customer service they bring to every inquiry and challenge. The high level of technical expertise at Brenntag Cleaning means that our experts know how to work with our customers to achieve the precise result they want. Our technicians can help to develop mixtures tailor-made to a specific customer request or work with clients to improve formulas to make them more cost efficient without compromising on quality or safety. Moreover, continuous staff training and development means that our sales force has the industry know-how to keep our clients up to speed on emerging trends in the market, new and innovative products, and developments in EU and national legislation. Products and services offered by Brenntag Cleaning include:

**SURFACTANTS**
- Anionics
- Nonionics
- Amphoterics
- Special Surfactants

**BUILDERS**
- Polycarboxylates
- Phosphonates
- Chelates
- Phosphates
- Organic Acids/Salts

**ADDITIONS**
- Thickeners
- Enzymes
- Optical Brighteners
- Biocides
- Perfumes
- Dyes

**MAINTENANCE**
- Floor Polish Dispersions
- Waxes

Achieving the precise results you want

Developing long-lasting customer relationships
The team at Brenntag Polymers brings a passion and dedication to its work that is unrivaled in the polymers and thermoplastics industry. Brenntag Polymers differentiates itself from the competition via its team of creative, experienced technicians who are prepared to fully leverage their passion and technical know-how of polymers to the benefit of our customers.

The technicians and experts of Brenntag Polymers live out a proactive, entrepreneurial culture which encourages staff to become industry trend-scouts. Continuous training initiatives ensure that our experts, many of whom have been in the industry for years, are always on top of the latest developments in their field. The polymer experts at Brenntag excel at recognizing market trends early on. As such, Brenntag Polymers embraces new and innovative solutions, ideas for new co-operations between our suppliers and customers as well as emerging niches in the polymers market. This all translates into tangible and meaningful results for our customers when it comes to products, ranging from standard polymers to engineering and high performance polymers as well as additives, which have many areas of application, including:

- Automotive Industry
- Electrical & Electronics
- Packaging
- Household Appliances
- PVC Industry
- Medical

Providing a reliable and secure supply chain

Our customers enjoy access to the full-range of services and products offered by Brenntag Polymers. We work closely with our suppliers to provide a comprehensive product portfolio as well as a reliable and secure supply chain, amongst others for:

- Standard Polymers
- High Performance Polymers
- Engineering Polymers
- Additives (Antioxidants, UV Stabilizers, Pigments, Flame Retardants and others)

In providing these products and services, Brenntag Polymers enjoys close, long-term relationships with its suppliers who provide our customers with well-renowned brands and trademarks. Moreover, Brenntag has an integrated logistics network at its disposal that allows us to remain close to our customers and suppliers in our relationship. Given the nature of our business, Brenntag fully understands the important role that safety plays in manufacturing and transporting chemicals. As such, technicians at Brenntag Polymers are committed to meeting the highest safety and product standards under REACH and other relevant EU and national legislations.

Exceeding our partners’ expectations

Brenntag Polymers’ outgoing, entrepreneurial culture is complemented by a collaborative, team-oriented approach to our business partners. We at Brenntag Polymers understand that teamwork across all of our offices in Europe, complemented by our unparalleled technical expertise and dedication to our craft, is the best way to meet and exceed our partners’ expectations. Brenntag Polymers strives to join forces with our customers and build these business relationships into true partnerships. To achieve this, our technicians are qualified to run on-site “customer days”, in which Brenntag experts come to our clients’ facilities to share their knowledge and equip our customers with the tools necessary to improve their performance. In addition, experts from our Polymers team regularly make appearances at local and regional trade exhibitions and fairs to ensure that our network is always up-to-date.
LUBRICANTS

The increasingly interdependent marketplaces of the chemical industry present both an opportunity and a challenge for companies today. In finding one’s way through the industry’s various distribution channels and regulations, partnering with a chemical distributor that comes with a successful industry track record can make a huge difference on your company’s performance.

Brenntag Lubricants is the market leader in the formulation, blending and distribution of high-value fuel and lubricant additives, base oils and specialty chemicals. Our experts rank among the best in the industry for offering you technical excellence, profound industry know-how and a professional, first-class service attitude. Technicians and sales agents of Brenntag Lubricants are on-hand to provide customers and suppliers with flexible approaches so that the best possible solution is achieved, regardless of the challenge or product at hand. Our products and services include:

- Lubricant Additives
- Base Oils
- Fuel Additives
- Industrial Portfolio
- Specialty Products

Solving complex technical and logistical problems

In addition to gaining access to Brenntag’s extensive and renowned line-up of products and services, customers who choose us as their chemical distributor can also benefit from Brenntag Lubricants’ in-depth industry expertise. Many of the technicians and experts on our team boast years of industry experience that allows them to solve complex technical and logistical problems with creative, cutting-edge solutions. Our experts will leverage their industry know-how to help you improve your market competitiveness, whether it involves finding new ingredients to enhance your formulas and cost structures without compromising on quality or drawing on the full breadth of our product range to blend new and innovative world-class products. Our experts at Brenntag Lubricants are prepared to contribute their technical know-how and professional demeanor regardless of the challenge or application at hand, from assisting with the formulation of lubricants to working closely with our partners to enhance fuel quality or create improvements in their manufacturing capacity.

Leveraging resources for your benefit

But the team at Brenntag Lubricants is capable of doing much more than just improving our customers’ bottom line however. Our technicians and experts understand all too well the importance of safety and of meeting the industry’s increasingly complex and demanding technical and safety requirements. As such, our experts are on hand to assist you in the implementation of all aspects of REACH and any other relevant national or regional guidelines.

Brenntag’s logistic and geographical coverage are unparalleled in the industry. Our experts are prepared to leverage these resources for your benefit, from using our global supply-chain network to reduce procurement costs for raw materials to drawing on our full range of product offerings to devise tailor-made solutions to suit a particular challenge or market. You can thus reap all of the benefits that come from working alongside a company whose presence extends to every European market via a committed Brenntag representative that possesses an intimate understanding of your needs and local business environment. The results are a degree of professional and technical service, delivered in good time and with minimal complexity, that few of our competitors can match.
As such, we are committed to fulfilling each of our partners' individual needs. And our customers and suppliers count on us in turn to identify opportunities that add value to their operations and boost productivity. Brenntag’s dedicated oil and gas technicians and sales experts work closely with you to deliver customized solutions to any business challenge, from developing tailor-made drilling products and customer-specific blends to utilizing our global sourcing network and full product-line to reduce supply-chain costs.

By choosing Brenntag Oil & Gas as your chemical distributor, you are aligning yourself with the industry’s top-ranking strategic partner. Our clients rely on us for the most cutting-edge products, services and technology and for a peace of mind that enables them to focus on their core business.

Brenntag Oil & Gas offers you a level of customer and professional service that is unparalleled in the chemical industry. Our technicians and experts are on hand to deliver Brenntag’s broad product line-up, service portfolio and technical expertise to you 24 hours a day, 7 days a week. Brenntag technicians and sales agents remain in close contact to monitor improvements in technical performance and customer satisfaction and endeavor to respond quickly to your concerns. Our product experts and technicians also hold on-site visits and technical workshops to equip you with the technical know-how to get the most out of Brenntag’s products. With a strong presence in every European market, our in-house logistics experts are prepared to leverage the entire Brenntag supply-chain to deliver creative and tailor-made products and solutions to our partners, including:

- Drilling Fluid Chemicals
- Well Service Chemicals
- Midstream Chemicals, like Corrosion Inhibitors & Foaming Agents
- Downstream Chemicals, such as, Sulphiding Agent & Injection Services, Specialty Amines for Gas Treating, Adsorbents for Purification Processes, Bed Support Media.
- Complete Industrial Chemicals Portfolio (e.g., Inorganics, Solvents, Oxidizers)

The technicians and experts of Brenntag Oil & Gas have built their reputation on supplying you with state-of-the-art technology, services and expertise. As a result, each of Brenntag’s key principals has been recognized as ranking amongst the top 3 in their respective fields world-wide. We offer greater market coverage than our competitors, a flexible logistics network and a worldwide supply-chain that guarantees you the highest-quality goods on the market. Safety is also a top concern here at Brenntag, and our experts will guide you in implementing the industry’s most stringent environmental and safety requirements, such as the EU’s REACH regulation and other national and regional legislation. Brenntag Oil & Gas can deliver the means to improve the performance of our partners’ operations irrespective of the application or business area in question:

- Upstream Drilling Operations
- Cementing, Stimulation & Reconstruction Chemicals
- Midstream Facilities for the Production of Oil & Gas
- Downstream Refineries
- Petrochemical & Gas Treatment Plants

Responding quickly to your concerns

Supplying you with state-of-the-art technology, services and expertise
INDUSTRIAL SALES & SERVICES

In attempting to successfully navigate today’s global marketplace for industrial services, partnering with a proven market leader is one of the best decisions a company can make. Over the years, the Industrial Sales & Services team of Brenntag Europe has built an outstanding reputation for its professional approach and for offering its customers a level of service that few of its competitors can match.

The sales teams at Brenntag are entirely committed to fulfilling our customers’ diverse needs in chemical and industrial services, ranging from packaging and shipping to mixing and blending. Our dynamic and proactive sales and marketing staff endeavor to work with an extensive global network of suppliers to best provide our customers with the widest range of chemicals and products available. As a result, Brenntag Industrial Sales & Services Europe are able to target our customers’ exact requirements when it comes to quality and quantity in a broad range of products and services that our portfolio covers:

- Acids & Lyes
- Salts
- Solvents
- General Chemicals
- Tailor-made Blends
- Performance Products
- Value-added Services, e.g. Returnable Packaging Management & VMI

Given the nature of our business, Brenntag fully understands the important role that safety plays in manufacturing and transporting chemicals and delivering industrial services. To that end, Brenntag Industrial Sales & Services has a track record of offering our customers support in implementing all aspects of the EU’s REACH regulation, as well as additional local and regional legislation and guidelines that can vary from market to market.

Furthermore, members of Brenntag’s Industrial Sales & Services team serve as a single point of contact to our entire organization who can meet all of your chemical needs. Our experts complement their knowledge of local markets and industries with access to an international network of chemical manufacturers. This organizational set-up allows Brenntag’s sales team to develop a close, long-lasting relationship with customers while simultaneously leveraging the resources of a truly global organization. Customers in turn can focus on their core business in the confidence of dealing with a clear counterpart that possesses both an intimate understanding of their requirements and an extensive support net-work to fulfill those needs. The results are quick responses to our customers’ inquiries and innovative, meaningful solutions to meet and exceed our customers’ expectations as Brenntag works with its customers to minimize complexity and risk to their business.

Meeting all of your chemical needs

Our locally based sales teams are experts in their respective regions. The Industrial Sales & Services teams at Brenntag pride themselves on their wealth of knowledge on both local and regional markets, complemented with extensive familiarity of the products available on the market and a firm grasp of complex supply-chain logistics. Furthermore, the sales experts on the Industrial Services team benefit from continuous training exercises to stay up-to-date on the latest developments in the chemical industry. Our sales team is thus ready to inform our customers promptly about upcoming market trends, on-going developments in legislation affecting the industry and the release of new applications so that our customers are a step ahead of their competition in terms of quality and technical standards.

The products and services offered by Brenntag Industrial Sales & Services have applications in many areas, including:

- Chemical Processing
- Chemical Synthesis
- Metal & Surface Treatments
- Textile & Leather
- Automotive
- Aerospace
- Coatings
- Agro
- Printing & Publishing
- Electronic

Taking you a step ahead of the competition
RUBBER

In order for a company to successfully maneuver its way through the globalized and intertwined marketplaces of today’s chemical industry, partnering with a distributor who knows all of its ins and outs can make a definitive impact on your company’s bottom line.

Brenntag Rubber provides its partners with a level of expertise, and a degree of professional and customer service, which few of our industry competitors can match. Technicians and sales agents at Brenntag Rubber bring a dedicated focus to your needs and are skilled at working closely with you to find the perfect solution to your requests, whether it is a matter of products and processing or shipping and packaging. Our experts remain in contact and routinely follow up with you after projects are concluded to ensure that you are completely satisfied with Brenntag’s products and services and that your expectations have been met.

These products and services include elastomers, fillers, plasticizers, rubber chemicals, pre-weighted bags and dry liquids for a number of applications:

- Tires
- Rubber Compounds
- General Rubber Goods
- Latex Goods
- Medical Parts
- Tubes & Hoses
- Seals & Gaskets
- Wires & Cables

Keeping you ahead of the curve on market trends

Beyond having access to our diverse range of products and services, choosing Brenntag as your chemical distributor means having the opportunity to take advantage of our team’s expertise and wealth of product and market knowledge. Our team members, many of whom possess years of industry experience, are adept at keeping you ahead of the curve by informing you on new product innovations, upcoming market trends and the latest industry-wide developments. Safety remains a core concern throughout all of our operations, and Brenntag Rubber is committed to helping our partners satisfy the industry’s most stringent technical, quality and safety standards. We at Brenntag work closely with our customers and suppliers to ensure that all aspects of REACH and other EU, national and regional legislation are successfully implemented, and we continuously monitor developments in these areas so that our customers and suppliers meet all the necessary criteria as far as safety and quality are concerned.

Embracing an “act locally, think globally” philosophy

Technicians and sales representatives from Brenntag Rubber serve moreover as a single point of entry to the larger Brenntag organization, thus ensuring that our customers have access to a truly diverse range of products and services. Technicians and sales representatives of Brenntag Rubber embrace an “act locally, think globally” work philosophy, which encourages them to become experts in their respective regions while utilizing the resources of the wider Brenntag network. Our local Brenntag experts can call upon a truly international network of distributors and suppliers to quickly respond to our customers’ needs and provide them with the best logistical, technical and supply-chain support that the industry has to offer. Our customers and suppliers are linked with a dedicated Account Manager who intimately understands their market and needs while still deriving all of the benefits that accrue from partnering with an organization that is visibly present in every European market. The results are a degree of professional service and technical expertise that are unrivaled amongst our competitors, regardless of the product or area of application at hand. 
We are the global market-leader in full-line chemical distribution, linking chemical manufacturers and chemical users.

Brenntag provides business-to-business distribution solutions for industrial and specialty chemicals globally.

With over 10,000 products and a world-class supplier base, Brenntag is a full-line distributor to more than 170,000 customers worldwide. Headquartered in Mülheim an der Ruhr, Germany, Brenntag operates a global network of more than 480 locations in over 70 countries worldwide and with about 210 distribution centers in over 30 countries across Europe.

We believe we are your strongest possible partner.

Brenntag – present everywhere you need us
Wherever you are – thanks to our pan-European network and our local presence, the evolved Brenntag organization is always close to you.

BRENNTAG EMEA – FACTS & FIGURES
- More than 20 industry-specific application, formulation and technical service centers
- More than 6,100 employees
- 2,300 specific experts
- Over 110,000 customers in the region
Imprint

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