Mülheim an der Ruhr, August 2, 2010

Brenntag adds to its strong market position in North America

- Acquisition of certain assets of US chemical distributor Houghton Chemical Corporation
- Attractive addition to Brenntag’s focused industries
- Underpins Brenntag’s growth strategy

Brenntag, global market leader in chemical distribution, continues its growth path and has agreed with Houghton Chemical Corporation (HCC) to acquire certain assets of the Industrial Chemicals & Solvents division of HCC for a total purchase price of USD 7.1 million. The acquisition enables Brenntag to increase its market share primarily in the New England states and to improve its position in focused industries like Pharmaceuticals, Personal Care and ACES (Adhesives, Coatings, Elastomers, Sealants).

The acquired business of HCC is focused on the distribution of industrial chemicals. The unit distributes products in focused industries such as Pharmaceuticals, Personal Care and ACES. The high quality business provides an important contribution to Brenntag North America’s geographic and strategic position in New England, New Jersey and parts of Pennsylvania. For 2010 the acquired division is expected to generate total sales of more than USD 30 million.

Stephen R. Clark, CEO of Brenntag: “Brenntag and Houghton Chemicals share a history of growth, strong supplier relationships and customer focus which provides a firm foundation for the future. The division’s strong regional presence as well as its high quality business in strategic industries provides a significant complement to Brenntag’s geographic and strategic position in the Northeastern United States.”
The acquisition is another step for Brenntag in North America to increase the market share mainly in the New England states and to gain new customers in this area. Therefore Brenntag will realize cross-selling opportunities as a result of this additional customer base. Brenntag North America delivered solid earnings growth in Q1 2010 which demonstrates the growing demand of Brenntag’s customers in this area.

About Brenntag:

Brenntag is 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 vast supplier base, Brenntag offers one-stop shop solutions to more than 150,000 customers. The value-added services include just-in-time delivery, product mixing, formulation, repackaging, inventory management, drum return handling as well as extensive technical support. Headquartered in Mülheim an der Ruhr, Germany, Brenntag operates a global network with more than 400 locations in more than 60 countries. In 2009 the company realized global sales of EUR 6.4 billion (USD 8.9 billion) with approximately 11,000 people.

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