

# STOCKMEIER Group

We stand  
for strong links



STOCKMEIER  
GROUP



# In a nutshell

## The STOCKMEIER Group at a glance



**Family business**  
100 % family-owned since  
the establishment in 1920



**6 divisions**  
Distribution and production



Approx. **26,000** products



**44** locations in 9 countries  
📍 Headquarters in Bielefeld



**400** storage tanks



> **830,000 m<sup>2</sup>**  
operating area



**54** mixing tanks and  
**12** powder mixers



> **990,000 t** sales



> **23,000**  
pallet places  
for hazardous goods



Approx. **30,000** customers



**120** trucks und  
**50** trailers



**1330** employees worldwide  
Of these, in Germany  
👤 90 field staff  
👤 25 application technicians  
👤 60 trainees in 12 trades



Certifications  
ISO 9001:2008  
ESAD II  
Responsible Care



## People make the difference What the STOCKMEIER Group distinguishes from others

The STOCKMEIER Group is a family-owned company in the third generation. For over 90 years we have been thrilled by the idea of strengthening this company on a sustainable basis in order to ensure success for it in the long run. Only if we are successful for a long term, we can act as independent family business also in future.

We have specialized in products and services in all fields of chemistry ever since this company was established. The products are standardized, even exchangeable in some segments. Then, what is it that makes STOCKMEIER different from our competitors?

It's people that make all the difference. This is what we at STOCKMEIER are deeply convinced of. People maintain close contacts with customers and suppliers and thereby develop a profound knowledge of the market. In the shortest of time they find for our customers exactly the products of best quality that they need for their specific applications. In this way, they open wider sales avenues for our producers because we know where demand for their products is generated.

The people at STOCKMEIER optimize the quality of products and processes in a never relenting effort. As a team, they develop solutions that further the goals pursued by our partners and by us. This creates a strong feeling of confidence in our customers and suppliers that with their decision for STOCKMEIER they have opted for the right partner.

The enthusiasm for the work they do often also enduringly engulfs our business partners. Emerging from that is what we call strong links: Sustainable, close relations with our customers and suppliers. These relations grow on a basis of high mutual trust.

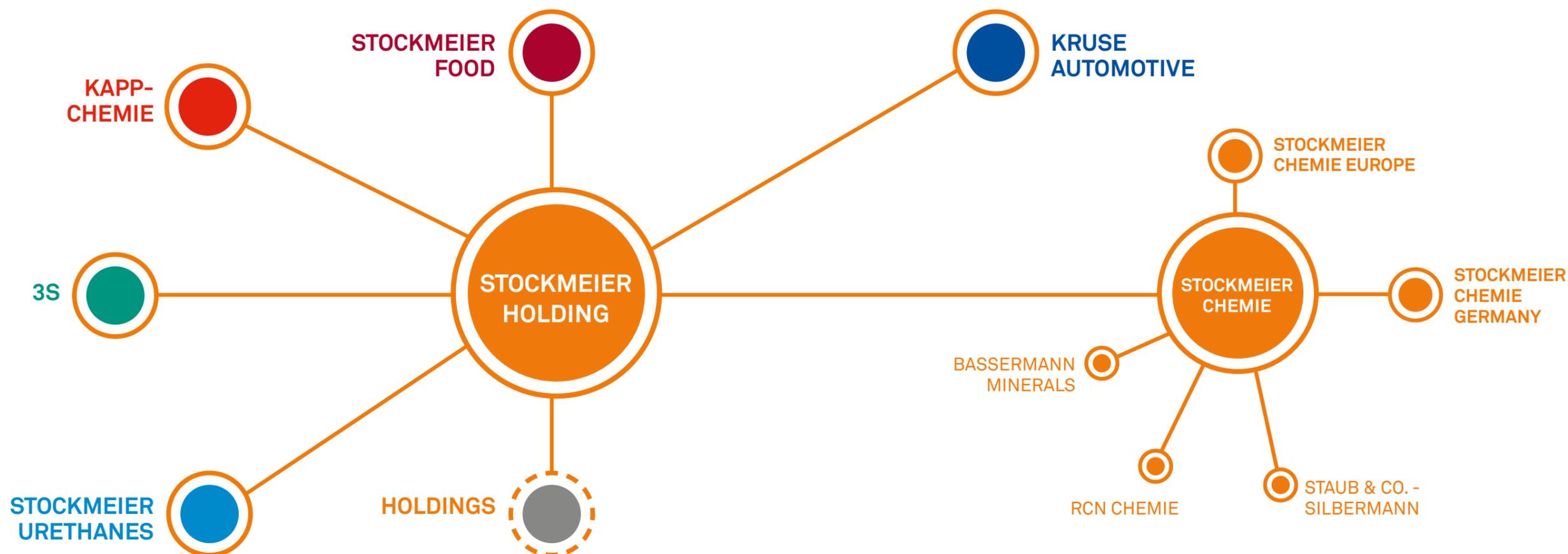


Peter Stockmeier,  
Managing shareholder of STOCKMEIER Holding

**»Strong and sustainable relations  
with our customers and suppliers  
are in focus for us.«**

They are the cornerstone of our success and without them the development of this company to the STOCKMEIER Group of today would not have been possible. This is reason enough for us at STOCKMEIER to redouble our efforts and hold up our high principles as family business. And we will fill our partners with enthusiasm about what we do and in this way strengthen our links with them even more. Also to make this family business a successful business in future.

## Well positioned – The STOCKMEIER Group today



Today, the STOCKMEIER Group comprises companies with activities in the distribution and production of chemicals as well as the provision of services in all areas relating to chemicals. All companies of the STOCKMEIER Group are established specialists in their fields. Enthusiasm for their specific tasks is shared by all of them.

### STOCKMEIER Chemie

is the largest division of the STOCKMEIER Group. As a firm trading in chemicals, its range comprises over 26,000 standard chemical products and specialties. STOCKMEIER Chemie is also a major producer of cleaners and car care products. An extensive range of services such as toll manufacturing or Private Label production and extensive

filling of small package units are other important parts of our production portfolio.

STOCKMEIER Chemie has 16 locations in Germany and firms in 5 other countries. Distribution in southern Germany is managed by the joint-venture company STAUB & Co. – SILBERMANN. Shipments of chemicals to the Benelux countries are managed by STOCKMEIER Belux and De Noord.

### BASSERMANN minerals

distributes high-quality industrial minerals and chemicals for most different applications.

### RCN Chemie

is a specialist in the recycling and marketing of chemical products. The focus is on solvents,

ozone damaging refrigerants and fluids from the automotive sector.

### KAPP-CHEMIE

develops, produces and sells special chemical products for the paper and textile industries for over 40 years.

### STOCKMEIER Urethanes

produces different polyurethane systems for applications in a wide range of industries and the construction of sports facilities.

### STOCKMEIER Food

makes food unique. The company develops and produces aromas and seasoning mixes – very individually for every customer.

### STOCKMEIER 3S

improves smallest metal particles for use in the paint and printing ink industries.

### KRUSE Automotive

– perfect system solutions in AdBlue®. Our contribution to avoiding emissions of nitrogen oxides and keeping the air clean.

We will be seeking and taking advantage of opportunities to develop this Group also in future. Despite the growth and the diversification, STOCKMEIER remains committed to the values of a family business and rooted firmly in East Westphalia. The Group has a sound financial structure. Our development is guided invariably by sustainable corporate success.

## Links thrive on nearness

Why our understanding of nearness goes further



As the STOCKMEIER Group grew, the number of locations increased dramatically. With 44 production and distribution locations in nine countries today, we are very near to most of our partners. For us, the awareness of what our customers and suppliers really need, i.e., the nearness to their markets, is more important to us. Therefore, for us, nearness also has a content related aspect.

Of course, physical proximity to our partners is important. This was one of the reasons why we

set up many new locations in recent years. In the meantime, we supply the products our customers order and provide a variety of services to them from 25 production, distribution and sales locations in Germany.

We provide the same services for our international customers from 19 locations in eight countries other than Germany. This also means a high level of safety of supplies from large local warehousing capacities.

- Physical proximity with 44 locations in 9 countries throughout the world

- High safety of supply from large local warehouses
- Content-based proximity by intensively addressing the individual issues our partners are faced with

Most important, however, is content-related and mutual personal understanding. We want to understand the specific problems and challenges of our customers and suppliers. This means: We attentively listen to our partners and try to learn from them. This enables us to comply with your requirements very precisely.

This gives double reassurance to our customers: We offer highest reliability of supply because we are never far from any of them and maintain large local warehouse capacities. And we are near to them in all matters of content because we concern ourselves intensively with their individual problems, which enables us to respond to customer requirements very quickly. We will stick to this understanding of nearness also in future.

- Nearness strengthens links



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