

McKINN[®]

INTERNATIONAL

**we link up
your
supply
chain**



A Leading
International Distributor
of Specialty Chemicals from **CHINA**



Buying from China with confidence

Sourcing specialty chemicals from China requires great in-depth knowledge of the suppliers' base and constant attention across the entire spectrum of the supply chain process, says McKinn International

JOHN BAKER LONDON

There is no escaping from the sourcing of specialty chemicals from China given the lower cost of production in the country and the broad spectrum of products being produced compared to that in most developed economies. Many international companies and distributors have been attracted to establish their own manufacturing facilities in the country, and to set up distribution operations to source material for customers in the wider world.

But the sourcing process is not straightforward, argues Chau Tak Vui, CEO of Singapore-based McKinn International, which was established in 2003 specifically to provide sourcing, procurement and distribution of specialty chemicals from China for the global market.

"Overseas buyers often lack the experience and means to identify genuine and reliable suppliers in China," he says. "With the prevalence of internet technology, it is easy enough to establish contacts with potential suppliers but there still exists a host of issues to overcome. "Very often Chinese suppliers lack the experience to ensure consistent product quality," he adds.

This can be compounded because they do not fully appreciate the extent of regulatory compliances, such as the Globally Harmonized System of Classification and Labelling of Chemicals (GHS), and the preparation of Safety Data Sheets (SDSs).

Solving these, and other supply chain process issues, is where McKinn can provide value-added services for its suppliers as well as customers and other stakeholders. "We are well recognised as a supply chain solution provider," says Chau. "We work on the principle of transparency with stakeholders. Customer and supplier details are revealed upfront and made known to all parties concerned. This helps to pave the way for open discussion and building a long-term working relationship."

Soon after it was set up in Singapore, Mc-

Kinn opened a Chinese office in Shanghai to give it close contact with the market and suppliers. The office, he explains, helps to facilitate the frequent visits to and by suppliers and also enables the company to employ dedicated staff in China. These he adds, "take pride and responsibility on behalf of the Chinese suppliers to ensure supply of on-spec material."

McKinn also has offices in Taiwan and Vietnam, and alliance offices in South Korea, Thailand, India, Pakistan, South Africa, Italy and the US. It serves mainly multinational chemical companies worldwide and has been appointed by some as global supplier. It was ranked 26th in the Top 100 Asia Chemical Distributors by ICIS in 2015, with a turnover of \$31.11m.

WIDE AND VARIED EXPERTISE

The range of products offered runs from acids and anhydrides, additives and raw materials for plastics, adhesives and coatings, agrochemicals, flame retardants, oleochemicals and personal care products, plasticizers, rubber additives, solvents and water-based acrylic resins.

Chau himself has been working in the chemical industry since 1988 and splits his time between the Singapore and Shanghai office. As CEO of McKinn, he is fully involved in the running of the business, including management, business development, sales and marketing and training of local China staff.

Chau attributes the company's success to a number of factors. "We adhere to the fundamental business principles of 'Sincerity, Honesty and Integrity' and place strong emphasis on branding and company image. This helps to enhance the trust and confidence of our stakeholders."

Very importantly, he says, is an emphasis on data mining to ensure an excellent and thorough understanding of the market for each product, and having a team of dedicated China staff with specialist knowledge of markets, products and applications.

McKinn has built up an extensive database



"We adhere to the fundamental business principles of 'Sincerity, Honesty and Integrity' and place strong emphasis on branding and company image"

CHAU TAK VUI
CEO, McKinn International

of key suppliers in China. These are all qualified based on a number of criteria, including price competitiveness, product innovation, HSE compliance, financial strength, growth objectives, customer service, leadership and reliability. McKinn also carries out product qualification and arranges for shipping, with the appropriate documentation in place.

Chau stresses the need to obtain regular feedback from customers on the delivery and use of the products. This can be fed back to suppliers for further improvement, if necessary. In addition, regular visits to suppliers are made to build and maintain a close working relationship.

McKinn updates customers on a regular basis on market trends concerning products which they have shown interest in, as well as the raw materials, which allows customers to make well-informed decisions.

As Chau concludes: "Being an effective, value-added player in the sourcing and distribution of chemicals from China, McKinn is able to overcome the current strong headwinds in the global economy. We are always forward looking and keep reminding ourselves that we must always anticipate changes and stay relevant." ■

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About Us

Company Profile

Established in Singapore in 2003, McKinn International Pte Ltd is a leading international distributor of specialty chemicals from China. We operate with a global footprint with our head quarter in Singapore and offices in Shanghai, Vietnam and Taiwan. We also work closely with our alliance partner in Italy, Tecnosintesi S.p.A., for the European and Russian markets.

McKinn International provides international sourcing, procurement and distribution of chemicals and specialty chemicals for customers in Asia Pacific, Middle East, Africa, Europe and Americas. We specialize in the sourcing of specialty chemicals from China and are well recognized as a supply chain solution provider. We represent well known MNC producers for the marketing and distribution of their products, most of them on exclusive basis.

Our achievements are marked by our full commitment to quality excellence and total customer satisfactions, essential to carving a niche in the global market place.

Our Mission:

To provide our customers in the chemical industry with prompt response, quality products and competitive pricing, safe and efficient services.

Our Vision:

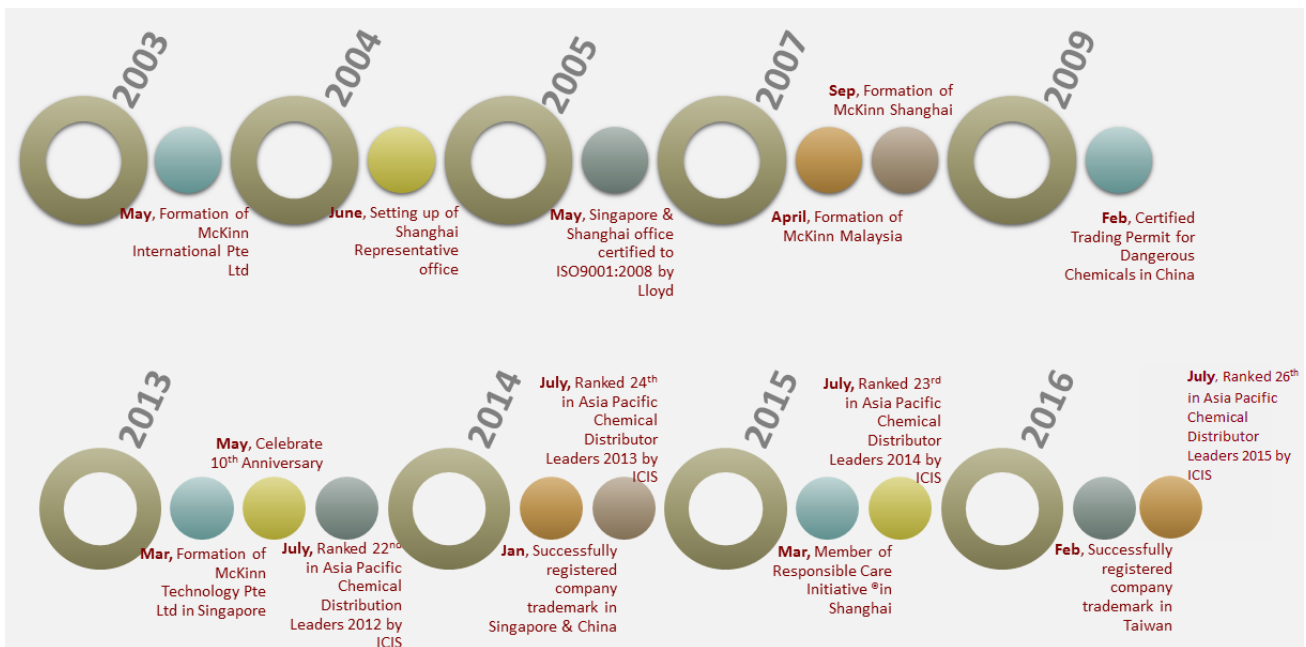
To be recognized as the leading player in providing supply chain solutions to the chemical industry.

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Milestones



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Quality



McKinn International is certified to ISO9001: 2008 by Lloyd's Register Quality Assurance Ltd. McKinn International Shanghai office is also a signatory of Responsible Care®. McKinn International's policy lays down modes of action in the areas of health, safety and the environment, and constitutes a key element in the mission and values of McKinn International and its employees.

Quality Statement

- * To achieve total customer satisfactions by providing prompt response, quality products & competitive pricing, safe & efficient services to the customers
- * To provide quick and effective response to the fast-changing market

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ISO9001 Certificate (Singapore)



ISO 9001 Certificate
(Shanghai, English)

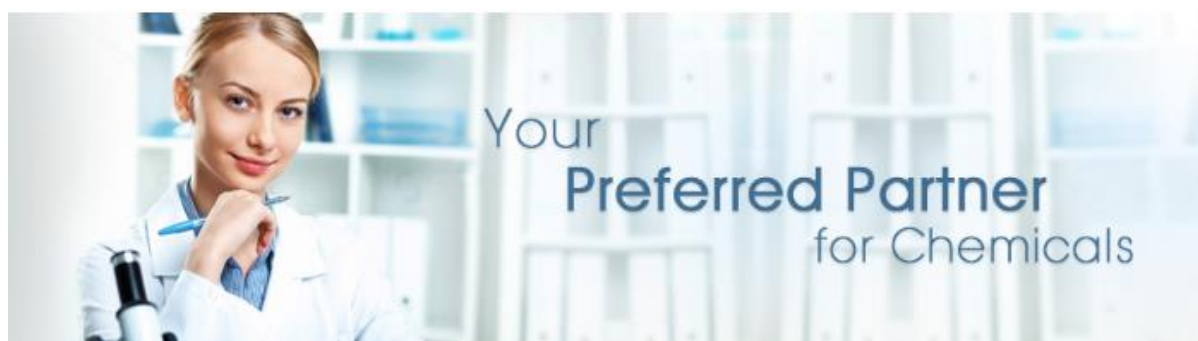


ISO9001 Certificate
(Shanghai, Chinese)



Business Licence (China)
for Dangerous Chemicals

Products



McKinn International represents internationally reputable chemical producers in the marketing and distribution of their products and mainly on exclusive basis.

McKinn International, with a very broad customer and supplier base worldwide, has enjoyed very good rapport and relationship with the customers and suppliers. With vast experience and knowledge about China, we specialize in the sourcing and distribution of specialty chemicals from this colossal country for the global markets.

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Our Product Categories :

- * Acid & Anhydrides
- * Additives & Raw Materials for Plastics
- * Agrochemicals
- * Flame Retardants
- * Oleochemicals
- * Personal Care Products
- * Plasticizers
- * Raw Materials for Adhesives, Coating, PU, TPU & UPR
- * Rubber Additives
- * Solvents
- * Water-Base Acrylic Resin

Key Products

(Part 1 of 3)

Product	Source	HS Code
Acrylic Resins		
1 Water Based Solid Acrylic Resins	China	3906909090
Agents & Catalysts		
1 DEA (Diethanolamine)	Taiwan	29221100
2 MEA (Monoethanolamine)	Taiwan	29221200
3 TEA (Triethanolamine)	Taiwan	29221310
4 TEG (Triethylene Glycol)	India / Taiwan	29053990
5 Triacetin	China	2915390090
Flame Retardants		
1 Antimony Trioxide	China	2825800000
2 APP (Ammonium Polyphosphate)	China	2835399000

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3	Chlorinated Paraffin 70%	China	3404900000
Personal Care			
1	Amino Acid Surfactants	China	3402110000
2	AOS (Sodium Alpha-Olefin Sulfonate)	China	3402110000
3	SLES (Sodium Lauryl Ether Sulfate)	China	3402110000

Key Products

(Part 2 of 3)

Product	Source	HS Code	
Plasticizers			
1	ATBC (Acetyl Tributyl Citrate)	China	2918150000
2	DBP (Di-Butyl Phthalate)	China	2917341090
3	DEGDB (Diethylene Glycol Dibenzoate)	China	2916310000
4	DPGDB (Dipropylene Glycol Dibenzoate)	China	2916310000
5	DPHP (Di-(2-Propyl Heptyl) Phthalate)	China	2917349000
6	MK-TXIB (2,2,4-Trimethyl-1,3-Pentanediol Diisobutyrate)	China	29156000
Raw Materials for Adhesives, Coating, PU, TPU & UPR			
1	Adipic Acid	China	2917120001
2	HEMA (2-Hydroxyethyl Methacrylate)	China	2916140000

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3	MA (Maleic Anhydride)	China / Taiwan	2917140000
4	MTHPA (Methyl Tetrahydrophthalic Anhydride)	China	2917209090
5	Pentaerythritol	China	2905420000
6	PIA (Purified Isophthalic Acid)	Korea / Taiwan	2917391000
7	PVA (Polyvinyl Alcohol)	China	3905300000
8	Titanium Dioxide	China	3206111000
9	VAM (Vinyl Acetate Monomer)	China	2915320000

Key Products

(Part 3 of 3)

Product	Source	HS Code	
Rubber Additives			
1	1,1-Bis(t-butyl peroxy) cyclohexane 80% (CH 80)	China	2909600000
2	1,6-bis (N,N- Dibenzylthiocarbamoyldithio) - hexane	China	3812100000
3	BIBP (Bis(t-Butylperoxy Isopropyl) Benzene)	China	2909600000
4	BPO (Dibenzoyl Peroxide 50%)	China	2916320000
5	DCBP (Bis (2,4-Dichlorobenzoyl) Peroxide)	China	2916399090
6	DCP (Dicumyl Peroxide)	China	2909600000
7	DTBP (Di-tert-butyl peroxide)	China	2909600000
8	TBHP (Tert butyl hydroperoxide)	China	2909600000

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9	TMCH (1,1-Di (Tert-Butylperoxy)- 3,3,5-Trimethylcyclohexane)	China	2909600000
Solvents			
1	DMAC (N,N-Dimethylacetamide)	China	2924199090
2	EC (Ethylene Carbonate)	China	2920909090
3	IDA (Isodecanol)	Taiwan	29051990
4	MIBC (Methyl Isobutyl Carbinol)	China	2905199090
5	PEG (Polyethylene Glycol)	China / Taiwan	3402130090

Flame Retardants

(Part 1 of 2)

S/No	Product	HS Code (CAS No)	Applications
Phosphorus Flame Retardants			
1	APP (Ammonium Polyphosphate) Phase II	2835399000 (68333-79-9)	Plastics, PU, Rubber, Paint, Coating
2	APP (Ammonium Polyphosphate) Water Soluble	2835399000 (68333-79-9)	Plastics, PU, Rubber, Paint, Coating
3	IPPP (Triary Phosphate Isopropylated)	2919900090 (68937-41-7)	PVC Resin, Plastics, Compound Rubber, Macromolecule Material
4	Phenyl Dichlorophosphate	2919900090 (770-12-7)	Used for Emamectin Benzoate Synthesis, Plastic Flame Retardant
5	TCP (Tris (1-Chloro-2-Propyl) Phosphate)	2919900090 (13674-84-5)	Rigid and Flexible PU Foams, PVC, Adhesives
Halogen Flame Retardants			
1	BDDP (Tetrabromobisphenol A Bis Dibromopropyl Ether)	2909300090 (21850-44-2)	PP, Polystyrene

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2	BPS (Brominated Polystyrene)	3903900000 (88497-56-7)	Engineering PBT, PET, PA
3	Chlorinated Paraffin 70%	3404900000 (63449-39-8)	Rubber, Plastics, Printing Ink, Paper
4	DBDPE (Decabromodiphenylethane)	2903699090 (84852-53-9)	High-Impact polystyrene, Engineering Plastics, Wires and Cables, Insulator, Elastomer and Thermoset Plastics
5	DBDPO (Decabromodiphenyl Oxide)	2909309090 (1163-19-5)	Polyethylene Polypropylene, ABS Resin, PBT Resin and Rubber Fiber
6	HBCD (Hexabromocyclododecane)	2903890090 (3194-55-6)	PS, PP, Terylene, PC, PU
7	TBBA (Terabromobisphenol A)	2908199090 (79-94-7)	Epoxy Resin, Polycarbonate Polyester, Phenolic Resin, Polyurethane, Polystyrene, ABS, AS, Unsaturated Polyester

Flame Retardants

(Part 2 of 2)

S/No	Product	HS Code (CAS No)	Applications
Inorganic Flame Retardants			
1	Antimony Trioxide	2825800000 (1309-64-4)	PP, PVC, Nylon, ABS, Rubber, Paint, Coating, Synthetic Resin, Paper
2	Antimony Trioxide Master Batch	2825800000 (1309-64-4)	PVC, Polyolefin
3	Magnesium Hydroxide	2816100000 (1309-42-8)	Wire, Cable, Rubber, Plastic and other Polymer Materials
4	Sodium Antimonate	2841900090 (15432-85-6)	Plastics
5	Zinc Borate	28402000 (1332-07-6)	Plastics (EVA, PP, PE, ABS, PA, PVC), Rubber, Coating, Adhesives
Nitrogen Flame Retardants			

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1	MCA (Melamine Cyanurate)	2933699090 (37640-57-6)	Synthetic Resin, Synthetic Rubber, Plastics
2	Melamine	2933610000 (108-78-1)	Amino Plastics, High-Grade Paint, Dope, Current Intensifier, Textile Auxiliary

Additives & Raw Materials for Plastics (Part 1 of 1)

S/No	Product	HS Code	Applications
Basic Raw Materials			
1	CHDM (1,4-Cyclohexane-Dimethanol)	2906199090	PETG, PCT, PCTG, PCTA, etc.
2	ESO (Epoxidized Soybean Oil)	1518000000	Used in all PVC products and also special printing ink, paint, coating, CCL & PCB and liquid compound stabilizer
Additives			
1	DBM (Dibutyl Maleate)	2917190090	Plasticizer for PVC resin and methacrylate resin
2	DBP (Dibutyl Phthalate)	2917341090	Plasticizer for nitrocellulose, cellulose acetate & polyvinyl chloride
3	DPHP (Di -(2 -Propyl Heptyl) Phthalate)	2917349000	As Plasticizer to be used in wire and cable, car interior, leatherette, flat roof material and advertising film.
4	MTM (Methyltin Mercaptide)	2931909090	Heat Stabilizer

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5	Sodium Acetate Anhydrous	29152910	Raw materials used in printing and dyeing, pharmaceutical, chemical reagents and industrial catalysts, additives, filled with PPD and anti-corrosion agent preservation
6	SEBS (Styrene-Ethylene-Butylene-Styrene)	4002991100	Plastics modification, compounding, adhesive

Raw Materials for UPR & Coatings

(Part 1 of 2)

S/No	Product	HS Code (CAS No.)	Applications
1	Adipic Acid	2917120000 (124-04-9)	Used in Nylon, Plasticizers, Lubricants and Polyester Polyols
2	BDO (1,4-Butanediol)	2905399002 (110-63-4)	Used in PBT, THF, γ -butyrolacton, Polyurethane Coatings and etc
3	CHDM (1,4-Cyclohexane-Dimethanol)	2906199090 (105-08-8)	Used in powder coating application
4	DEG (Diethylene Glycol)	2909410000 (111-46-6)	It is used in unsaturated polyester resin, polyester polyols, emulsifiers, lubricants, adhesives and coatings
5	DMAC (N,N-Dimethyl Acetamide)	2924199090 (127-19-5)	Used in Synthetic Resins, Coatings, Drug Synthesis and Synthetic Fibers
6	Epoxy Resins	3907300090	Paint for ships, Primers for cars & Steel pipes, Electrical insulation materials, Adhesives and Glues, PVC production
7	Furfuryl Alcohol	2932130000 (98-00-0)	Foundry industry and Resins of anticorrosive paints. It also can be used as Solvent, Diluent and material in organic synthesis
8	HEMA (2-Hydroxyethyl Methacrylate)	2916140000 (868-77-9)	Widely used in plastics, pigments, oil and electric industry
9	HHPA (Hexahydrophthalic Anhydride)	2917399090 (85-42-7)	Widely used in Epoxy resin curing agents, Adhesives, Coatings, Plasticizers.

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10	HPMA (2-Hydroxypropyl Methacrylate)	2916140000 (27813-02-1)	Mainly used in producing Hydroxyl acrylic resin with active group, used as additive and adhesive.
11	MHHPA (Methylhexahydrophthalic Anhydride)	2917399090 (25550-51-0)	Widely used in Epoxy resin curing agents, Adhesives, Epoxy Adhesives, Pesticide and Plasticizer
12	MTHPA (Methyl Tetrahydrophthalic Anhydride)	2917209090 (11070-44-3) (26590-20-5)	Used in Epoxy resin curing agents, solvent free paints, laminated boards, epoxy adhesives

Raw Materials for UPR & Coatings

(Part 2 of 2)

S/No	Product	HS Code (CAS No.)	Applications
13	Pentaerythritol	2905420000 (115-77-5)	Used in Alkyd Resins, Paints, Printing Inks, Rosins, Stabilizers and Cosmetics
14	THPA (Tetrahydrophthalic Anhydride)	2917201000 (935-79-5)	Used as hardener for epoxy resins, intermediates for Pesticides and Agrochemicals.
15	TEG (Triethylene Glycol)	29053990 (112-27-6)	Used in UPR, Lubricants, Polyester Polyols and Plasticizers

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Materials for Adhesives Production (Part 1 of 2)

S/No	Product	HS Code	Purpose
1	1,6 HD (1,6-Hexanediol)	2905399090	Raw Material for Polyurethane Adhesives
2	1,6- Hexanediol Diacrylate (HDDA)	29161290	Diluting Agent
3	2-EHA (2-Ethylhexyl Acrylate)	2916124000	As Solvent in Pressure Sensitive Adhesives (PSA)
4	Benzophenone	2914399090	Photoinitiator
5	BA (Butyl Acrylate)	2916123001	Solvent
6	Chlorosulfonated Polyethylene Rubber	4002991100	Flexibilizer
7	DBP (Di Butyl Phthalate)	2917341090	Plasticizer
8	Epoxy Acrylate	39072090	Binder
9	Epoxy Resin	3907300090	Binder
10	EB (Ethylene Glycol Monobutyl Ether)	29094300	Diluting Agent
11	Melamine	2933610000	Raw Material
12	MMA (Methyl Methacrylate)	2916140000	Solvent
13	Petroleum Resin (C5/C9) and Hydrocarbon Resin	3911100000	Tackifier
14	Photoinitiator P184	2914399090	Photoinitiator
15	Polyether Polyol	39079999	Raw Material for Polyurethane Resin Adhesives

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Materials for Adhesives Production

(Part 2 of 2)

S/No	Product	HS Code	Purpose
16	PVA (Polyvinyl Alcohol)	3905300000	Raw Material for PVA Glue
17	SEBS (Styrene-Ethylene/Butylene-Styrene)	4002991100	Thermoplastic Elastomer, as Block Copolymer, Used in Pressure-Sensitive Adhesives (PSA)
18	SIS (Styrene-Isoprene-Styrene)	4002991100	Thermoplastic Elastomer, as Block Copolymer, Used in Pressure-Sensitive Adhesives (PSA)
19	TPGDA (Tri(Propylene Glycol) Diacrylate)	29161290	Diluting Agent
20	TMPTA (Trimethylolpropane Triacrylate)	29161290	Diluting Agent
21	VAE Emulsion	3905210000	Raw Material of VAE Emulsion Adhesives
22	VAM (Vinyl Acetate Monomer)	2915320000	Raw Material of PVA, Used in PVA Emulsion Adhesives

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Agrochemical Products

(Part 1 of 2)

S/No	Product	HS Code	Purpose
1	2,4-D DMA Salt (2,4-D Dimethyl Amine Salt)	3808931990	It is mainly used to control rice and wheat crops dicotyledonous weeds.
2	Abamectin EC	38089190	Abamectin is used to control insect and mite pests. It is also used by homeowners for control of fire ants.
3	Acephate 80% SP	29299040	It is used primarily for control of aphids and in horticulture.
4	Aromatic Solvent	27075000	It can be used in agrochemical or Pesticide and Insecticide Formulations.
5	BPMC (2-sec Butylphenyl Methylcarbamate)	2922499915	Insecticide
6	CAN (Calcium Ammonium Nitrate)	31022900	It is used as basic fertilizer, seed fertilizer and top dressing.
7	Cypermethrin 92% TC	2926909031	It is used for the prevention and treatment of a variety of crops on a variety of insect pests.
8	Dimehypo	3808919000	Used for prevention and control of insect pests of rice.
9	DMAPA (Dimethylaminopropylamine)	2921290000	As an intermediate it is used for example for the synthesis of agrochemicals and surfactants.
10	DMF (N,N-Dimethyl Formamide)	29241910	DMF is used in the development and production of pesticides.
11	Glyphosate	2931901916	Widely used in the fields of forest, agriculture, tea, herd, industry and transportation.
12	Lambda Cyhalotrin	2926909034	Used for prevention and control the pests on crops, such as cotton, vegetables and tobacco.
13	Metsulfuron Methyl 20 WDG	3808931100	Used in the prevention and control of crop annual and perennial broadleaf weeds.

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Agrochemical Products

(Part 2 of 2)

S/No	Product	HS Code	Purpose
14	Paraquat 42%	3808931910	It kills a wide range of annual grasses and broad-leaved weeds.
15	SAN (Ammonium Phosphorus Nitrate)	31055100	It promotes the growth of the soil, loosen the soil microbes and significantly improve the soil structure.

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Market Study



China Market Reports



McKinn International is the appointed overseas agent for Research Institute of Industrial Economy of CNCIC (China National Chemical Information Centre) in China. This agency is intended to help overseas clients acquire a deep understanding of petrochemicals & chemical products with rapid developments and changes in China and provide them with quick, professional and accurate studies, analyses and suggestions. The reports include Annual Report, Monthly Report and Market Research Report.

The study covers more than 100 chemical products and derivatives in a wide range of sectors such as petrochemicals, organic chemical intermediates, new materials, organosilicon & organofluorine chemicals, agrochemicals and inorganic chemicals. You can know more about CNCIC at <http://www.cncic.cn/en>. Interested party can email the request to jacobc@mkchem.com.tw

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