

敏健国际[®]

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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公司簡介

敏健国际有限公司創立於 2003 年，是一家跨國經營的化學原料產品經銷代理商。總部設在新加坡，經營區域遍及全球，在上海,越南及台灣等地都設有分公司。此外，還有與我們關係緊密且合作多年的義大利合作夥伴 Tecnosintesi S.p.A., 顧守歐洲及俄羅斯市場。

敏健国际為亞太地區、中東、歐洲和美洲的客戶專業提供化學產品和特殊化學品的國際性貨源搜尋、採購及市場行銷...等服務。我們特別專精於從貨源及種類充足的中國大陸地區搜尋特用化學品，更擅長於幫助客戶將供應鏈做最完整的串連。敏健国际同時經銷代理多家全球知名廠商的產品。

我們努力地追求卓越的產品品質及客戶對我們服務的滿意度，不懈地鞭策自己努力求進，期盼未來在多變的全球市場上，不但能贏得我們的供應商、客戶及合作夥伴們較好的評價之外，還可以適時地尋求更多元化的發展，將所有危機化為轉機，與大家一起共同成長茁壯。

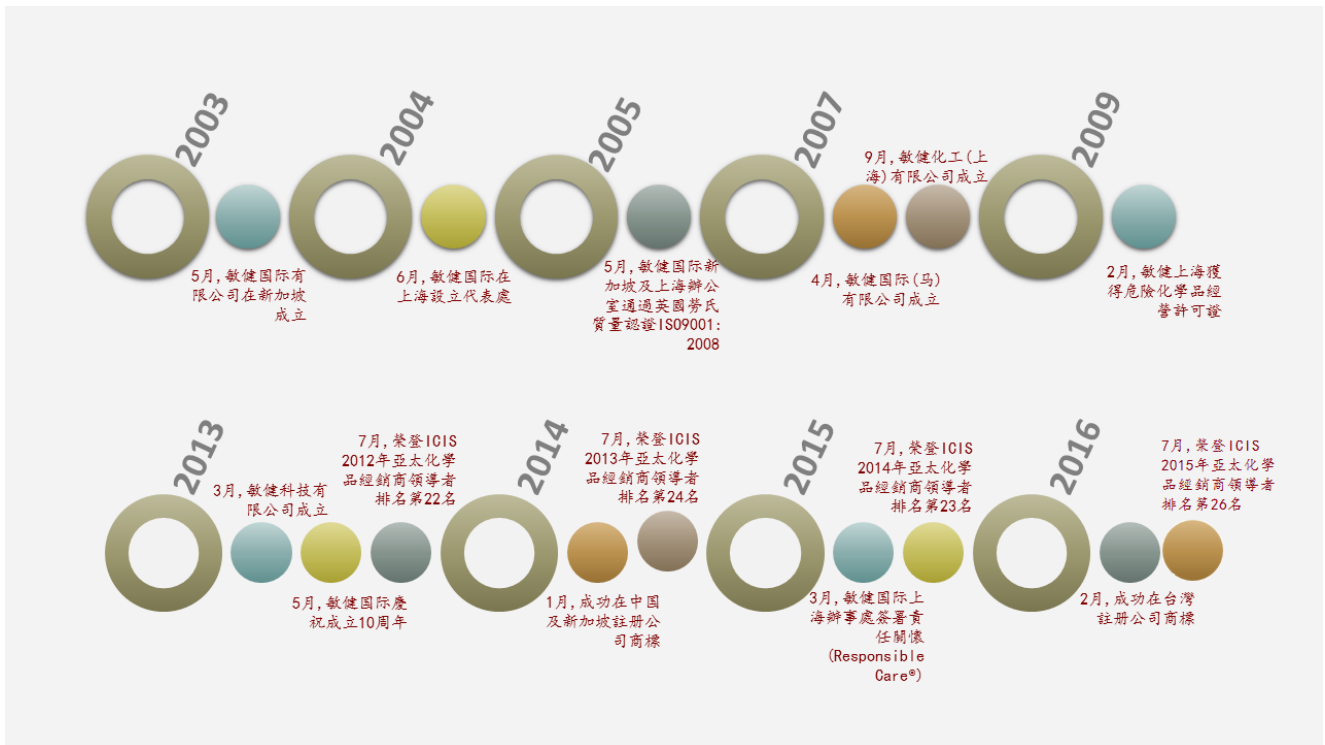
我們的使命：

為化工行業的客戶提供優質的產品，有競爭力的價格，安全及高效的服務。

我們的願景：

成為化工行業公認領先的供應鏈管理解決方案提供者。

重大里程碑



我們連接您的供應鏈

一家領先國際的化學品代理經銷商

承諾



迅速的反應, 優良的產品,
有競爭力的價格, 安全及高效的服務

敏健国际已經通過了英國勞氏品質認證公司的 ISO9001 : 2008 認證，敏健国际上海辦事處同時也是“責任關懷”（Responsible Care®）的承諾單位。我們秉持著健康、安全、環保方面的理念，並將其融入到敏健国际及每位員工的使命和價值觀中。

質量承諾

- * 提供優質的產品，有競爭力的價格，安全及高效的服務以全面滿足客戶的需求
- * 提供及時、有效的回饋以應對快速變化的市場



ISO9001 Certificate (Singapore)



ISO 9001 Certificate
(Shanghai, English)



ISO9001 Certificate
(Shanghai, Chinese)



危险化学品经营许可证

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一家領先國際的化學品代理經銷商

產品



敏健国际作為全球多家國際知名的化學品製造廠在指定市場的獨家代理商，負責產品的市場開發和銷售。

敏健国际在中國市場擁有非常廣泛的客戶群和供應商網路，並與客戶和供應商保持著密切與友好的合作關係。憑藉豐富的經驗和對中國的充分瞭解，我們致力於為全球市場提供特殊化學品的資源採購搜尋。

我們的產品涵蓋以下領域：

- * 塑料添加劑及原料
- * 農業用化學品
- * 阻燃劑
- * 油脂化工
- * 個人護理產品
- * 增塑劑
- * 膠粘劑，塗料，不飽和樹脂，聚氨酯，熱塑性聚氨酯彈性體原料
- * 塑料添加劑
- * 溶劑
- * 水性丙烯酸樹脂

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一家領先國際的化學品代理經銷商

主要產品

(Part 1 of 3)

產品	貨源	HS Code
丙烯酸樹脂		
1 Water Based Solid Acrylic Resins	China	3906909090
助劑及催化劑		
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
阻燃劑		
1 Antimony Trioxide	China	2825800000
2 APP (Ammonium Polyphosphate)	China	2835399000
3 Chlorinated Paraffin 70%	China	3404900000
個人護理		
1 Amino Acid Surfactants	China	3402110000
2 AOS (Sodium Alpha-Olefin Sulfonate)	China	3402110000
3 SLES (Sodium Lauryl Ether Sulfate)	China	3402110000

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一家領先國際的化學品代理經銷商

主要產品

(Part 2 of 3)

產品	貨源	HS Code
溶劑		
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
膠粘劑，塗料，不飽和樹脂，聚氨酯，熱塑性聚氨酯彈性體原料		
1 Adipic Acid	China	2917120001
2 HEMA (2-Hydroxyethyl Methacrylate)	China	2916140000
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

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主要產品

(Part 3 of 3)

產品	貨源	HS Code
橡膠添加劑		
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
9 TMCH (1,1-Di (Tert-Butylperoxy)- 3,3,5-Trimethylcyclohexane)	China	2909600000
溶劑		
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

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阻燃劑

(Part 1 of 2)

產品	HS Code (CAS No.)	應用
磷系阻燃劑		
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 TCPP (Tris (1-Chloro-2-Propyl) Phosphate)	2919900090 (13674-84-5)	Rigid and Flexible PU Foams, PVC, Adhesives
鹵素阻燃劑		
1 BDDP (Tetrabromobisphenol A Bis Dibromopropyl Ether)	2909300090 (21850-44-2)	PP, Polystyrene
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

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一家領先國際的化學品代理經銷商

阻燃劑

(Part 2 of 2)

產品	HS Code (CAS No.)	應用
無機阻燃劑		
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
氮阻燃劑		
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

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一家領先國際的化學品代理經銷商

塑料添加劑及原料

(Part 1 of 1)

產品	HS Code	應用
基本原料		
1 CHDM (1,4-Cyclohexane-Dimethanol)	2906199090	PETG, PCT, PCTG, PCTA, etc.
2 (Epoxidized Soybean Oil ESO)	1518000000	Used in all PVC products and also special printing ink, paint, coating, CCL & PCB and liquid compound stabilizer
添加劑		
1 DBM (Dibutyl Maleate)	2917190090	Plasticizer for PVC resin and methacrylate resin
2 DBP (Di Butyl 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
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, asphalt modification, compounding, adhesive

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一家領先國際的化學品代理經銷商

不飽和樹脂及塗料原材料

(Part 1 of 2)

產品	HS Code (CAS No.)	應用
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.
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 MHPA (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

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一家領先國際的化學品代理經銷商

不飽和樹脂及塗料原材料

(Part 2 of 2)

	產品	HS Code (CAS No.)	應用
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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一家領先國際的化學品代理經銷商

膠黏劑原料

(Part 1 of 2)

	產品	HS Code	功能
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	3907309000	Binder
9	Epoxy Resin	39072090	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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一家領先國際的化學品代理經銷商

膠黏劑原料

(Part 2 of 2)

	產品	HS Code	功能
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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一家領先國際的化學品代理經銷商

農業用化學品

(Part 1 of 2)

	產品	HS Code	功能
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. By direct application to mounds, it is effective in destroying imported fire ants.
4	Aromatic Solvent	27075000	It can be used in agrochemical or Pesticide Formulations 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 agro chemicals 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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一家領先國際的化學品代理經銷商

農業用化學品

(Part 2 of 2)

	產品	HS Code	功能
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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一家領先國際的化學品代理經銷商

市場研究



中國市場報告



敏健国际是中國化工資訊中心產業經濟研究院指定的海外代理。該機構主要是針對海外客戶如何獲得石化及化工產品在中國的快速發展與變化所做的深度追蹤研究，並為他們提供快速、專業和準確的研究、分析並提出建議。這些報告包括年度報告、月度報告及市場調研報告。

該研究報告涵蓋了 100 多個化工產品和衍生品，範圍覆蓋廣泛，如石油化工，有機化工中間體，新材料，有機矽和有機氟化學品，農藥化學品和無機化學品，化工產品及衍生工具。您可以瀏覽網站瞭解更多關於中國化工資訊中心的資訊：www.cncic.cn 您也可以透過電子郵件告訴我們您的需求和聯繫方式：jacobc@mkchem.com.tw

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一家領先國際的化學品代理經銷商

CONTACT US 聯繫我們



Website (網址) www.mkchem.com.tw

Singapore – Headquarter (新加坡總部)

McKinn International Pte Ltd

敏健国际有限公司

(Company Registered No. 200304840C)

McKinn Technology Pte Ltd

敏健科技有限公司

(Company Registered No. 201307989Z)

5001 Beach Road, #09-85 Golden Mile Complex, Singapore 199588

Tel : +(65) 6299 4843, 6396 3237, 6396 8958

Fax : +(65) 6396 5512

Email : sales@mckinn.com.sg

Shanghai Office (上海辦事處)

McKinn International (Shanghai) Co., Ltd.

敏健化工 (上海) 有限公司

上海市浦东新区东方路 69 号

裕景国际商务广场 A 座 2006 室 , 邮编 : 200120

電話 : +(86) 21-6355 0258, 6355 3208, 6355 3216, 6355 3218, 6355 3226, 6355 3236

傳真 : +(86) 21-6355 3219

電子郵件 : china@mckinn.com.sg

No.69 Dongfang Road, Eton Place, Tower A, Room 2006, Pudong, Shanghai 200120, CHINA

Tel : +(86) 21-6355 0258, 6355 3208, 6355 3216, 6355 3218, 6355 3226, 6355 3236

Fax : +(86) 21-6355 3219

Email : china@mckinn.com.sg

Taiwan Office (台灣辦事處)

McKinn Chemical (Taiwan) Co., Ltd.

敏健化工有限公司(統一編號 : 24876902)

新竹縣竹東鎮(31063) 南寧路 137 巷 3 號

電話 : +(886)-3-511-0001

傳真 : +(886)-3-510-1553

電子郵件 : jacobc@mkchem.com.tw

(31063) No.3, Ln. 137, Nanning Rd., Zhudong Township, Hsinchu County, Taiwan

我們連接您的供應鏈

一家領先國際的化學品代理經銷商

Tel : +(886)-3-511-0001
Fax : +(886)-3-510-1553
Email : jacobc@mkchem.com.tw

Vietnam Office (越南辦事處)

McKinn Vietnam

F19 Indochina Park Tower, No. 04 Nguyen Dinh Chieu Street, District 01, Ho Chi Minh, Vietnam
Tel : +(84) 982 458 679
Email : sales@mckinn.com.vn

Italy Alliance Partner (意大利聯盟夥伴)

Tecnosintesi S.p.A.,

Via Don Luigi Palazzolo, 16
24122, Bergamo, Italy
Tel : +(39) 035 803 1578
Fax : +(39) 035 803 1579
Email : info@tecnosintesi.com
Webpage : www.tecnosintesi.com

我們連接您的供應鏈

一家領先國際的化學品代理經銷商