



1st Edition

Global Wax Suppliers: Company Profiles

To Be Published 1st Quarter 2019
Base Year: 2018

Regional Coverage: Asia-Pacific ■ Europe ■ North America ■ Latin America ■ Africa and the Middle East

The global wax supply landscape is changing, with the focus increasingly shifting from conventional petroleum wax-based products towards synthetic and vegetable waxes, a trend that started more than a decade ago. In such a market scenario, wax suppliers are striving to create value in supplying customized wax products that can coalesce better with end users' requirements. Rising market competition is also driving some players to evaluate their value chains to improve their bottom lines, as well as integrate their business processes to keep competitors at bay. This report will provide detailed company profiles of the key suppliers of waxes, such as petroleum, synthetic, and vegetable. Industry participants will have access to a repository of wax suppliers by product type, along with their regional coverage and market strategies.

This Report Will Help Subscribers to:

- Understand the supplier landscape for petroleum, synthetic, and vegetable
 - Product range supplied
 - Geographic areas of operation
 - Key application areas catered to/
displacement of products
- Evaluate strengths and value proposition for key wax suppliers, in terms of product quality, specifications, uniqueness, value-added services, and target markets
- Understand emerging wax products, their performance specifications, target applications, and channels of distribution
- Evaluate opportunities for backward or forward business integration
- Assess the opportunities for mergers, acquisitions, and alliances

Tentative Report Contents*

Introduction

Wax Industry Overview

- Wax types – definitions and specifications
- Wax supply chain
- Wax supply trends
- Description of wax applications
- Market overview – current and future demand

Primary Wax Suppliers

- Petroleum wax suppliers
- Polyolefin wax suppliers
- Fischer-Tropsch wax suppliers
- Alpha Olefin wax suppliers
- Vegetable wax suppliers

The following information will be covered for all primary wax suppliers:

- Supplier background
- Geographic areas of operation
- Product range: types of wax products supplied
- Key application areas catered/displacement of product
- Strengths and value proposition

Secondary Wax Suppliers

- De-oiler profiles
- Blenders/upgraders/formulators/specialty suppliers profile

The following information will be covered for all secondary wax suppliers:

- Supplier background
- Geographic areas of operation
- Product range: types of wax products supplied
- Key application areas catered
- Strengths and value proposition

* Subject to charter subscriber input





Table 1: List of Suppliers

PRIMARY WAX SUPPLIERS***Petroleum wax suppliers***

PetroChina
ExxonMobil
Sinopec
Petrobras
HollyFrontier
LUKOIL
Calumet
H&R Wasag
Shell
ENI
Indian Oil
Thai Oil
Ergon
Pemex
IRPC
ROSNEFT
Repsol
NRL
Mol Danube
American Refining

Polyolefin wax suppliers

Honeywell
Westlake Chemical
Clariant
BASF
Innospec Leuna
Trecora Resources
Vektan Chemical
Wiwax
Parmenion Manufacturing
Polymir
Keim Additec
Marcus
Mitsui
Sanyo
Lotte Chemical

Fischer-Tropsch wax suppliers

Shell
Sasol
Yitai
Luan
Others

Alpha Olefin wax suppliers

CPChem
Shell
Mitsubishi
Idemitsu Kosan

Vegetable wax suppliers

Elevance/Cargill
AAK Wax
IOL Loaders Croklaan
Haining Hongli
Dongteng wax
Rudong Kaita
Yihai Kerry

SECONDARY WAX SUPPLIERS***De-oiler profiles***

IGI
Sasol
Orlen Oil - Naftowax
Mineral Wax Plant
Alborz Paraffin
Nippon Seiro
JXTG Group

Blenders/upgraders/formulators/specialty suppliers profile

Sonneborn
Muticeras
Koster Kuenen
Paramelt
Starhl & Pitch
Micropowders
Michelman
Global Waxes
Blended Waxes
Haze Petroleum
Industrial Raw Materials
Moriss wax
C.J. Robinson
Wax India
Raj Petro
Gandhar Oil
Aiglon
SER Spa
Kerax
Bogdany Petrol
Amedeo Nappi Spa
Illumina
Belwax
Bolsius

Scope

This report will provide detailed company profiles of the key wax suppliers, including producers of petroleum, synthetic, and vegetable waxes, as well as wax de-oilers, blenders, and other processors. The report will be an excellent resource for wax industry participants to evaluate their market presence. The study will be global in nature, covering the following regions:

- Asia-Pacific
- Europe
- North America
- Latin America
- Africa and the Middle East

Key Benefits

Subscribers of the study will receive an in-depth understanding of the current wax supply chain for petroleum, synthetic, and vegetable waxes. They will also receive an in-depth understanding of the wax supply business of the key de-oilers, blenders, upgraders, formulators, and other specialty wax suppliers. This report will also:

- Assist wax producers, de-oilers, blenders, marketers, and other market participants in evaluating their own market presence
- Help wax market participants in developing business strategies by understanding the latest developments among suppliers
- Act as a useful tool for sales, marketing, finance, technology, and strategy personnel to quickly understand the array of products being supplied, as well as the competitive position of other market participants



Methodology

Kline’s approach places principal emphasis on primary research techniques to ensure that the foundation of business intelligence and insight is accurate, current, and reliable. Building on our 50-plus years in the business and leveraging our worldwide network of offices, our teams of seasoned professionals draw upon pragmatic industrial and commercial experience to understand and interpret global impacts and local perspectives.

Primary Research

We Know Who to Talk to. We Know How to Listen.



A high number of in-depth discussions are conducted by each analyst. All interviews are done with true industry insiders.

Kline’s analysts draw upon pragmatic experience to understand global impacts and local perspectives. Our interviews engage experts across all pertinent fields and sectors including:

- Marketers/manufacturers
- Distributors
- Government agencies
- Retailers
- Suppliers
- Trade organizations

Secondary Research

We Know Where to Look – Mining the Details.



Analysis is further supplemented by secondary research, consisting of constant tracking of annual company reports, national statistics bureaus, trade/industrial/professional associations, and the like.

Relevant developments are diligently followed and their impact closely monitored. Reports also draw upon non-confidential data from Kline’s internal database, consisting of over half a century’s syndicated research.

Comprehensive Market Intelligence

We Know How to Verify.



Data are rigorously analyzed, cross-checked, distilled, and validated. Kline’s proven methodology allows exceptionally effective, precise, and reliable market

intelligence, giving subscribers a solid foundation on which to grow, refine, and expand their business with confidence.

Kline Credentials

Kline is a leading global management consulting and market research firm offering the complete spectrum of services. The firm has served the management consulting and market research needs of organizations in the chemicals, materials, energy, life sciences, and consumer products industries for over 50 years.

A FULL SPECTRUM OF SERVICES



North America
+1-973-435-3407

Latin America
+55-11-3079-0792

Europe
+32-2-770-4740

China
+86-21-6012-6500

India
+91-124-4546-100

Japan
+81-3-3242-6277