

# **The World Manufacturers of Adhesives 1998**

**© IAL CONSULTANTS SEPTEMBER 1998**

109 Uxbridge Road, Ealing, London W5 5TL  
Tel: +44 181 810 0919 Fax: +44 181 566 4931  
Email: [ial@brg.co.uk](mailto:ial@brg.co.uk)  
Web site: [www.brg.co.uk](http://www.brg.co.uk)

All rights reserved. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form, or by any means, electronic, mechanical, photocopying, recording or otherwise without the prior permission of the copyright owner.

---



## **NOTE**

The information given in this report has been compiled from published sources, and interpreted from fieldwork based on informed opinions. Whilst every care has been taken in the preparation of the report, there may have been some errors in the information obtained. Although it is impossible to verify every single detail by cross checking, we believe the general picture we have provided is reasonably accurate and comprehensive.

Many IAL reports contain an overview of selected company financial information and capabilities, based on published sources where available. Although the companies represented are believed to be the major suppliers, the profiles are meant to be indicative rather than definitive.

It is fundamental to the philosophy of IAL Consultants to constantly to seek to extend and improve our service to clients.

In pursuit of these aims, we shall be pleased to consider all requests for regular or periodic updating of all or any part of the information contained in this report, or for extensions in coverage in terms of product areas, market sectors and/or geographic regions.

We are, of course always happy to discuss with any subscriber the possibility of undertaking further work, whether arising out of this report or in different business areas.

## **MORE INFORMATION ON IAL CONSULTANTS**

At the end of this report you will find a copy of our corporate brochure, and a list of our latest published reports. Should you require more information on either our published reports or our private client services, please contact us at the address given.

---



# CONTENTS

<b>1. INTRODUCTION.....</b>	<b>1</b>
1.1 OBJECTIVES & SCOPE.....	1
1.2 METHODOLOGY.....	1
<b>2. SUMMARY .....</b>	<b>3</b>
2.1 MAJOR MANUFACTURERS.....	3
<b>3. PROFILES OF MAJOR MANUFACTURERS.....</b>	<b>7</b>
3.1 3M.....	7
3.1.1 Contact Details .....	7
3.1.2 Summary of Operations.....	7
3.1.3 Subsidiaries & Sites .....	8
Principal Sites.....	8
3.1.4 Company Activity.....	8
Group Financial Summary.....	8
Sales Breakdowns.....	10
Employees .....	11
Acquisitions.....	11
Divestitures.....	11
3.1.5 Product Range.....	11
Main Product ranges.....	11
New Products .....	12
3.2 AKZO NOBEL .....	13
3.2.1 Contact Details .....	13
3.2.2 Summary of Operations.....	13
3.2.3 Subsidiaries & Sites .....	13
Principal Subsidiaries .....	13
Principal Sites.....	14
3.2.4 Company Activity.....	14
Group Financial Summary.....	14
Sales Breakdowns.....	16
Employees .....	17
Acquisitions.....	17
Divestitures.....	17
Joint Ventures.....	18
3.2.5 Product Range.....	18
Main Product ranges.....	18
New Products .....	18
3.3 AVERY DENNISON .....	19
3.3.1 Contact Details .....	19
3.3.2 Summary of Operations.....	19
3.3.3 Subsidiaries & Sites .....	19
Principal Sites.....	19
3.3.4 Company Activity.....	19
Group Financial Summary.....	19
Sales Breakdowns.....	21
Employees .....	21
Acquisitions.....	21
Divestitures.....	22
3.3.5 Product Range.....	22
Main Product ranges.....	22
New Products .....	23
3.4 BOSTIK GROUP.....	24
3.4.1 Contact Details .....	24
3.4.2 Summary of Operations.....	24
3.4.3 Subsidiaries & Sites .....	25

Principal Sites.....	25
3.4.4 Company Activity.....	25
Group Financial Summary.....	25
Sales Breakdowns.....	27
Employees.....	27
Acquisitions.....	28
Divestitures.....	29
3.4.5 Product Range.....	29
Main Product ranges.....	29
3.5 DAINIPPON INK AND CHEMICALS.....	31
3.5.1 Contact Details.....	31
3.5.2 Summary of Operations.....	31
3.5.3 Subsidiaries & Sites.....	31
Principal Subsidiaries.....	31
Principal Sites.....	33
3.5.4 Company Activity.....	33
Group Financial Summary.....	33
Sales Breakdowns.....	35
Employees.....	35
Acquisitions.....	35
Divestitures.....	36
3.5.5 Product Range.....	36
Main Product ranges.....	36
New Products.....	36
3.6 ELF ATOCHEM.....	37
3.6.1 Contact Details.....	37
3.6.2 Summary of Operations.....	37
3.6.3 Subsidiaries & Sites.....	38
Principal Subsidiaries.....	38
Principal Sites.....	38
3.6.4 Company Activity.....	39
Group Financial Summary.....	39
Sales Breakdowns.....	39
Employees.....	40
Acquisitions.....	40
Divestitures.....	40
3.6.5 Product Range.....	40
Main Product ranges.....	40
New Products.....	41
3.7 H B FULLER.....	42
3.7.1 Contact Details.....	42
3.7.2 Summary of Operations.....	42
3.7.3 Subsidiaries & Sites.....	42
Principal Subsidiaries.....	42
Principal Sites.....	42
3.7.4 Company Activity.....	43
Group Financial Summary.....	43
Sales Breakdowns.....	44
Employees.....	44
Acquisitions.....	44
Divestitures.....	45
Joint Ventures.....	45
3.7.5 Product Range.....	45
Main Product ranges.....	45
New Products.....	46
3.8 HENKEL.....	47
3.8.1 Contact Details.....	47
3.8.2 Summary of Operations.....	47
3.8.3 Subsidiaries & Sites.....	47
Principal Subsidiaries.....	47
Principal Sites.....	48
3.8.4 Company Activity.....	49
Group Financial Summary.....	49
Sales Breakdowns.....	50

Employees .....	50
Acquisitions.....	51
Divestitures.....	51
Joint Ventures.....	51
3.8.5 Product Range.....	51
Main Product ranges.....	51
New Products .....	53
3.9 KONISHI .....	54
3.9.1 Contact Details .....	54
3.9.2 Summary of Operations.....	54
3.9.3 Subsidiaries & Sites .....	54
Principal Sites.....	54
3.9.4 Company Activity.....	55
Group Financial Summary.....	55
Sales Breakdowns.....	56
Employees .....	56
3.9.5 Product Range.....	56
Main Product ranges.....	56
New Products .....	57
3.10 MORTON .....	58
3.10.1 Contact Details .....	58
3.10.2 Summary of Operations.....	58
3.10.3 Subsidiaries & Sites .....	58
Principal Sites.....	58
3.10.4 Company Activity .....	59
Group Financial Summary.....	59
Sales Breakdowns.....	60
Employees .....	61
Acquisitions.....	61
Divestitures.....	61
3.10.5 Product Range.....	61
Main Product ranges.....	61
New Products .....	63
3.11 NATIONAL STARCH & CHEMICAL .....	64
3.11.1 Contact Details .....	64
3.11.2 Summary of Operations.....	64
3.11.3 Subsidiaries & Sites .....	64
Principal Subsidiaries .....	64
Principal Sites.....	64
3.11.4 Company Activity .....	65
Group Financial Summary.....	65
Sales Breakdowns.....	66
Employees .....	66
Acquisitions.....	66
Divestitures.....	67
3.11.5 Product Range.....	67
Main Product ranges.....	67
New Products .....	68
3.12 SIKA .....	69
3.12.1 Contact Details .....	69
3.12.2 Summary of Operations.....	69
3.12.3 Subsidiaries & Sites .....	69
Principal Subsidiaries .....	69
Principal Sites.....	69
3.12.4 Company Activity .....	69
Group Financial Summary.....	69
Sales Breakdowns.....	71
Employees .....	72
Acquisitions.....	72
Divestitures.....	72
3.12.5 Product Range.....	73
Main Product ranges.....	73
New Products .....	73
3.13 NOTES TO THE COMPANY PROFILES.....	74

<b>4. DIRECTORY A-Z OF ADHESIVES &amp; ADHESIVE RAW MATERIAL MANUFACTURERS &amp; SUPPLIERS.....</b>	<b>75</b>
4.1 ARGENTINA .....	75
4.2 AUSTRALIA .....	75
4.3 AUSTRIA .....	77
4.4 BELGIUM .....	79
4.5 BOLIVIA .....	84
4.6 BRAZIL .....	84
4.7 CANADA .....	85
4.8 CHILE .....	87
4.9 CHINA .....	87
4.10 COLOMBIA .....	89
4.11 COSTA RICA .....	90
4.12 CUBA .....	90
4.13 CZECH REPUBLIC .....	90
4.14 DENMARK .....	91
4.15 DOMINICAN REPUBLIC .....	93
4.16 ECUADOR .....	94
4.17 EGYPT .....	94
4.18 EL SALVADOR .....	94
4.19 ESTONIA .....	95
4.20 FINLAND .....	95
4.21 FRANCE .....	97
4.22 GERMANY .....	106
4.23 GREECE .....	125
4.24 GUATEMALA .....	125
4.25 HONDURAS .....	126
4.26 HONG KONG .....	126
4.27 HUNGARY .....	127
4.28 INDIA .....	128
4.29 INDONESIA .....	128
4.30 IRELAND .....	130
4.31 ISRAEL .....	132
4.32 ITALY .....	132
4.33 JAMAICA .....	139
4.34 JAPAN .....	139
4.35 KENYA .....	144
4.36 LIECHTENSTEIN .....	144
4.37 LITHUANIA .....	144
4.38 MALAYSIA .....	144
4.39 MALTA .....	146
4.40 MEXICO .....	146
4.41 NETHERLANDS .....	148
4.42 NEW ZEALAND .....	151
4.43 NICARAGUA .....	152
4.44 NORWAY .....	152
4.45 PAKISTAN .....	153
4.46 PANAMA .....	154
4.47 PERU .....	154
4.48 PHILIPPINES .....	155
4.49 POLAND .....	156
4.50 PORTUGAL .....	156
4.51 PUERTO RICO .....	160
4.52 RUSSIA .....	160
4.53 SAUDI ARABIA .....	161
4.54 SINGAPORE .....	161
4.55 SLOVENIA .....	164
4.56 SOUTH AFRICA .....	164
4.57 SOUTH KOREA .....	165
4.58 SPAIN .....	165

4.59 SWEDEN .....	173
4.60 SWITZERLAND .....	177
4.61 TAIWAN .....	179
4.62 TANZANIA .....	180
4.63 THAILAND .....	180
4.64 TURKEY .....	181
4.65 UAE .....	182
4.66 UNITED KINGDOM .....	182
4.67 URUGUAY .....	202
4.68 USA .....	202
4.69 VENEZUELA .....	209
4.70 VIETNAM .....	210
4.71 ZIMBABWE .....	210
<b>5. APPENDIX .....</b>	<b>212</b>
5.1 EXCHANGE RATES .....	212

---



## TABLE OF TABLES

<b>1. INTRODUCTION.....</b>	<b>1</b>
1.1 OBJECTIVES & SCOPE.....	1
1.2 METHODOLOGY.....	1
<b>2. SUMMARY .....</b>	<b>3</b>
2.1 MAJOR MANUFACTURERS.....	3
Leading Manufacturers Sales of Adhesives & Total Sales, 1996 and 1997, US\$ millions.....	3
Leading Manufacturers Ranked by Sales of Adhesives, 1996 and 1997, US\$ millions.....	4
Leading Manufacturers of Adhesives : Market Shares by Region, 1997, US\$ millions.....	5
Leading Manufacturers of Adhesives : % Market Shares by Region, 1997.....	6
<b>3. PROFILES OF MAJOR MANUFACTURERS.....</b>	<b>7</b>
3.1 3M.....	7
3M Group Financial Summary, 1996-97.....	9
3M - Sales by Product Type, 1997, US\$ millions.....	10
3M - Sales by Geographic Region, 1997, US\$ millions.....	10
3M - Number of Employees 1994-1997.....	11
3.2 AKZO NOBEL.....	13
Akzo Nobel Group Financial Summary, 1996-97.....	15
Akzo Nobel - Sales by Product Type, 1997, US\$ millions.....	16
Akzo Nobel - Sales by Geographic Region, 1997, US\$ millions.....	16
Akzo Nobel - Average Number of Employees, 1997.....	17
Akzo Nobel - Number of Employees at Year End, 1994-1997.....	17
3.3 AVERY DENNISON.....	19
Avery Dennison Group Financial Summary, 1996-97.....	20
Avery Dennison - Sales by Product Type, 1997, US\$ millions.....	21
Avery Dennison - Sales by Geographic Region, 1997, US\$ millions.....	21
Avery Dennison - Number of Employees, 1994-1997.....	21
3.4 BOSTIK GROUP.....	24
Total Group Financial Summary, 1996-97.....	26
Total - Sales by Business Segment, 1997, US\$ millions.....	27
Total - Sales by Geographic Region, 1997, US\$ millions.....	27
Total - Number of Employees, 1994-1997.....	27
Total - Number of Employees by Geographic Region, 1997.....	28
Total - Number of Employees by Business Segment, 1997.....	28
3.5 DAINIPPON INK AND CHEMICALS.....	31
Dainippon Ink and Chemicals Group Financial Summary, 1996-97.....	34
Dainippon Ink and Chemicals - Sales by Product Division, 1997, US\$ millions.....	35
Dainippon Ink and Chemicals - Sales by Geographic Region, 1997, %.....	35
Dainippon Ink and Chemicals - Number of Employees, 1994-1997.....	35
3.6 ELF ATOCHEM.....	37
Elf Atochem Group Financial Summary, 1996-97*.....	39
Elf Atochem - Sales by Division, 1997, US\$ millions.....	39
Elf Atochem - Sales by Geographic Region, 1997, US\$ millions.....	40
Elf Atochem - Employees by Geographic Region, 1997.....	40
3.7 H B FULLER.....	42
H B Fuller Group Financial Summary, 1996-97.....	43
H B Fuller - Sales by Product Type, 1997, US\$ millions.....	44
H B Fuller - Sales by Geographic Region, 1997, US\$ millions.....	44
H B Fuller - Number of Employees, 1994-1997.....	44
3.8 HENKEL.....	47
Henkel Group Financial Summary, 1996-97.....	49
Henkel - Sales by Product Division, 1997, %.....	50
Henkel - Number of Employees, 1994-1997.....	50
Henkel - Number of Employees by Geographic Region, 1997.....	50
3.9 KONISHI.....	54
Konishi Group Financial Summary, 1996-97.....	55
Konishi - Sales by Product Type, 1997, %.....	56

3.10 MORTON .....	58
Morton Group Financial Summary, 1996-97.....	59
Morton - Sales by Business Division, 1997, US\$ millions .....	60
Morton - Speciality Chemicals Division Sales by Product Type, 1997, US\$ millions .....	60
Morton - Sales by Geographic Region, 1997, US\$ millions .....	61
Morton - Number of Employees, 1994-1997.....	61
3.11 NATIONAL STARCH & CHEMICAL .....	64
National Starch and Chemical Group Financial Summary, 1996-97 .....	65
National Starch and Chemical - Sales by Product Type, 1997, % .....	66
National Starch and Chemical - Sales by Geographic Region, 1997, % .....	66
National Starch and Chemical - Number of Employees, 1994-1997 .....	66
3.12 SIKA .....	69
Sika Group Financial Summary, 1996-97.....	70
Sika - Sales by Business Sector, 1997, % .....	71
Sika - Sales by Main Product Group, 1997, %.....	71
Sika - Sales by Geographic Region, 1997, %.....	71
Sika - Employees by Business Sector, 1997, %.....	72
Sika - Employees by Geographic Region, 1997, % .....	72
Sika - Number of Employees, 1994-1997.....	72
3.13 NOTES TO THE COMPANY PROFILES.....	74
<b>4. DIRECTORY A-Z OF ADHESIVES &amp; ADHESIVE RAW MATERIAL MANUFACTURERS &amp; SUPPLIERS.....</b>	<b>75</b>
4.1 ARGENTINA .....	75
4.2 AUSTRALIA .....	75
4.3 AUSTRIA .....	77
4.4 BELGIUM .....	79
4.5 BOLIVIA .....	84
4.6 BRAZIL .....	84
4.7 CANADA .....	85
4.8 CHILE.....	87
4.9 CHINA.....	87
4.10 COLOMBIA .....	89
4.11 COSTA RICA .....	90
4.12 CUBA.....	90
4.13 CZECH REPUBLIC .....	90
4.14 DENMARK .....	91
4.15 DOMINICAN REPUBLIC .....	93
4.16 ECUADOR .....	94
4.17 EGYPT.....	94
4.18 EL SALVADOR.....	94
4.19 ESTONIA .....	95
4.20 FINLAND .....	95
4.21 FRANCE.....	97
4.22 GERMANY .....	106
4.23 GREECE .....	125
4.24 GUATEMALA .....	125
4.25 HONDURAS .....	126
4.26 HONG KONG.....	126
4.27 HUNGARY.....	127
4.28 INDIA .....	128
4.29 INDONESIA.....	128
4.30 IRELAND .....	130
4.31 ISRAEL.....	132
4.32 ITALY.....	132
4.33 JAMAICA.....	139
4.34 JAPAN .....	139
4.35 KENYA.....	144
4.36 LIECHTENSTEIN.....	144
4.37 LITHUANIA.....	144
4.38 MALAYSIA .....	144
4.39 MALTA .....	146

4.40 MEXICO.....	146
4.41 NETHERLANDS.....	148
4.42 NEW ZEALAND.....	151
4.43 NICARAGUA.....	152
4.44 NORWAY.....	152
4.45 PAKISTAN.....	153
4.46 PANAMA.....	154
4.47 PERU.....	154
4.48 PHILIPPINES.....	155
4.49 POLAND.....	156
4.50 PORTUGAL.....	156
4.51 PUERTO RICO.....	160
4.52 RUSSIA.....	160
4.53 SAUDI ARABIA.....	161
4.54 SINGAPORE.....	161
4.55 SLOVENIA.....	164
4.56 SOUTH AFRICA.....	164
4.57 SOUTH KOREA.....	165
4.58 SPAIN.....	165
4.59 SWEDEN.....	173
4.60 SWITZERLAND.....	177
4.61 TAIWAN.....	179
4.62 TANZANIA.....	180
4.63 THAILAND.....	180
4.64 TURKEY.....	181
4.65 UAE.....	182
4.66 UNITED KINGDOM.....	182
4.67 URUGUAY.....	202
4.68 USA.....	202
4.69 VENEZUELA.....	209
4.70 VIETNAM.....	210
4.71 ZIMBABWE.....	210
<b>5. APPENDIX.....</b>	<b>212</b>
5.1 EXCHANGE RATES.....	212
Exchange Rates.....	212