Key Findings

- Private firms in the $20 billion US cleaning products market supply a range of household and industrial and institutional (I&I) products, including all-purpose cleaners, floor care products, warewashing products, laundry detergents and other cleaners.

- Six private companies have total cleaning product sales of over $100 million, three of which have over $400 million.

- Two private firms combined to account for seven percent of the US household cleaning products market in 1999, and a third held six percent of the I&I market.

- California and Texas have the highest concentrations of private cleaning product establishments with over 200 each.

- The household cleaning products market is more concentrated than the I&I market and smaller private firms in the household market face substantial obstacles such as brand recognition and consumer loyalty.

- Demand for household cleaning products in the US is forecast to rise three percent per year to $15.6 billion in 2004, while I&I cleaning products demand increases 4.4 percent annually to $8.1 billion.
Forbest Cleaning Solutions Incorporated
45232 Rogers Road
Hammond, LA  70401
County: Tangipahoa
County Code: 22105
Phone: 225-334-6990
Web Address: http://www.forbest.com

Annual Sales: $1 million (company would not verify, 5/00)
Employment: 5 (company would not verify, 5/00)

Key Products: household and industrial cleaners and systems
Census Code SIC(s): 2842
SIC Description(s): specialty cleaning, polishing and sanitation preparations

Forbest manufactures environmentally safe cleaners and systems for household and industrial applications. The products are primarily pH neutral and consist of a blend of food-grade surfactants and oil degrading microbes. The cleaners have low volatile organic compounds and are nonflammable and non-toxic.

The Company’s products are marketed under the SEA WASH brand name. For example, SEA WASH-7 can be used for a wide range of cleaning applications, from normal household to heavy-duty industrial applications. Household cleaning applications include stove, oven, sink, floor, carpet and exterior surfaces, while heavy-duty industrial cleaning encompasses parts, concrete, grease traps, and steam and press applications. Another product, SEA WASH 2000, also functions as a deodorant. The product is USDA and EPA approved. The Company’s ASCEPTOL contains two phenolic germicides which kill bacteria, viruses and fungi. The product is USDA and EPA approved. The Company’s KLEEM, a non-alkaline blend of soaps, synthetic detergents and a water emulsion, removes grease, oil and other soils from water washable surfaces. For floor care, Forbest manufactures cleaners, finishes, strippers and sealers. An example is forbest’s F-L CLEANER which removes grease, oil and other soils from water washable surfaces. For floor care, Forbest manufactures cleaners, finishes, strippers and sealers. An example is Forbest’s F-L CLEANER which removes grease, oil and other soils from water washable surfaces.

Cantol Incorporated (continued)

Among the Company’s all-purpose cleaners is F-L CLEANER which removes grease, oil and other soils from water washable surfaces. For floor care, Cantol manufactures cleaners, finishes, strippers and sealers. An example is DUG-OUT, a carpet and upholstery cleaner designed for use in hot water extraction equipment. The product is biodegradable and also contains an anti-soiling agent. In addition, Cantol produces sanitizers and enzyme deodorants for use on carpets.

Cantol Incorporated
2211 North American Street
Philadelphia, PA  19133
County: Philadelphia
County Code: 42101
Phone: 215-425-1966
Fax: 215-425-1468
Web Address: http://www.cantol.com

Annual Sales: $5 million (company would not verify, 4/00)
Employment: 10 (company would not verify, 4/00)

Key Products: industrial and institutional cleaners and specialty chemicals
Census Code SIC(s): 2841; 2842; 2879; 2891; 2899; 2892
SIC Description(s): soap and other detergents, except specialty cleaners; specialty cleaning, polishing and sanitation preparations; miscellaneous pesticides and agricultural chemicals; adhesives and sealants; miscellaneous chemicals and chemical preparations; lubricating oils and greases

Cantol manufactures industrial and institutional cleaners and specialty chemicals such as turf products, lubricants and insecticides. The Company operates manufacturing plants in Philadelphia, Pennsylvania and Toronto, Ontario, Canada, and has sales and distribution offices in Indianapolis, Indiana; Mechanicsville, Virginia; Montreal, Quebec, Canada; Calgary, Alberta, Canada; and Ponce, Puerto Rico.

In late 1999, Cantol introduced five products: CANTOL SHOWER MIST for daily removal of scum and deposits on shower walls, EPHECTIVE cleaner with soy bean-based solvent, TACKLE floor finish, MARBLE THERAPY marble maintenance product and STEP-RIGHT no-glare floor finish. These products complement the Company’s all-purpose cleaners; floor, carpet and hand care products; food processing cleaners; deodorants; disinfectants; drain chemicals; industrial cleaners; and other specialty products. Many of Cantol’s products are biodegradable and environmentally friendly.

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Four private US firms have total disinfectant and antimicrobial sales over $2.5 million. Three of these supply cleaning products, while the fourth produces chemical additives. In addition, 27 other private competitors have sales in excess of $25 million, including other products. This report profiles over 130 private companies including GJO Industries, SC Johnson & Son, Johnson Wax Professional and Troy Corporation. It also projects industry demand, analyzes acquisitions, and lists companies by product and location.

- #1331 .......................... 09/2000 ............................. $3200
- **Industrial & Specialty Enzymes**

Specialty and industrial enzymes demand in the US will rise over 7% annually, spurred by the advent of novel biocatalysts targeted at a myriad of end uses (e.g., textiles, cosmetics). Medical and diagnostic enzymes will remain the leading end use by value. The enzyme industry will continue to benefit from biotechnology-based approaches to production. The study details the $1.8 billion US enzymes industry to 2004 and 2009 by product and market. It also presents market share and profiles key competitors.

- #1318 .......................... 09/2000 ............................. $3500
- **Amines**

US amines demand will exceed 2.5 billion pounds in 2004. Both commodity and specialty amines will register gains due to the sustained performance of key end-use markets, including detergents and cleaning products, personal care products, natural gas processing, agricultural chemicals, petroleum, plastics and rubber. This study analyzes the US amines industry to 2004 and 2009 by product and market. It also examines the market environment, presents market share and profiles key companies.

- #1283 .......................... 06/2000 ............................. $3700
- **Industrial & Institutional (I&I) Cleaning Chemicals**

US demand for industrial and institutional (I&I) cleaning chemicals will exceed $8.1 billion in 2004. Growth will be driven by needs for multifunctional and biodegradable products which are cost effective and regulatory compliant. Shifts toward higher value-added cleaning chemicals will also boost value gains. This study analyzes the US I&I cleaning chemicals industry to 2004 and 2009 by raw material, product and end use. The study also evaluates market shares and profiles key firms.

- #1258 .......................... 04/2000 ............................. $3600
- **Cosmetic & Toiletry Chemicals – Private Companies Report**

Hundreds of private firms participate in this $5.1 billion US industry. Five have total cosmetic and toiletry chemical sales of at least $50 million each. Another 23 have total corporate sales of at least $50 million each, including products other than toiletry and cosmetic chemicals. This report profiles over 130 privately-held firms (e.g., Belmay, Firmenich, Huntsman, Lipo Chemicals, Noville). The report forecasts industry demand, reviews acquisitions, and lists firms by chemical function and location.

- #1238 .......................... 03/2000 ............................. $3200
- **Disinfectant & Antimicrobial Chemicals**

Gains in US demand for disinfectants and antimicrobials will be driven by products that reduce food-borne illnesses, combat resistant organisms and are compatible with other formulations. The marketing value of antibacterial products and the need for good hygiene will also support growth. This study analyzes the US disinfectant and antimicrobial industry to 2003 and 2008 by type, end use and function. It also presents market share and profiles key industry players.

- #1133 .......................... 07/1999 ............................. $3400
- **Cosmetic & Toiletry Chemicals**

US demand for chemicals utilized in cosmetics and toiletries will grow over 5% annually. Market value gains will be driven by a shift toward more drug-like active ingredients, and by rising demand for products that protect from sun, heat, pollution, etc. Ingredients used in products targeted at aging and ethnic markets will further spur growth. This study analyzes the $5 billion US cosmetic and toiletry chemical industry to 2003 and 2008 by type, market and function. It also presents market shares and profiles key companies.

- #1109 .......................... 05/1999 ............................. $3400

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