



GRUPO VALFER
ГРУПО ВАЛФЕР

COMPANY OVERVIEW



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ABOUT US

We at Química Valfer, are dedicated to national and international marketing of specialty chemicals. And are committed to offer the best products at the highest quality.

We offer a comprehensive solution in any part of the world since we have global coverage, with products of national and international recognition.

We have a highly efficient supply chain, at competitive prices worldwide, which allows us to offer our customers a complete solution.

We strive to make a positive contribution to our customers and thus optimize their resources by providing solutions to their needs through sustainable goods and services.



HISTORY



QUIMICA VALFER

2006

Promociones Valfer is created.

With Fernando Del Valle Fernández at the front of it, we started in the field of cleaning products, with an initial portfolio.

2007

The first specialty chemicals are introduced when entering the TPU market as a Huntsman distributor.

2010

We start marketing Huntsman polyurethane systems, with Integral Skin and Semi-Flexible foams.

2012

In December 2011, Fernando Del Valle Castellón negotiates his early retirement as General Director of the chemical division of Grupo Quimmco after 21 years of service. The decision is made to enter the market more firmly for polyurethane raw materials, and to reduce the participation in the cleaning products market to zero.

2014

Little by little we evolved from being a sub-distributor of large Mexican companies, to being direct importers of oriental manufacturers.

2013

Química VALFER, S.A. de C.V. is created, the operation of Promociones VALFER S.A. de C.V. is suspended. We enter the flexible polyurethane foam market with polyols and isocyanates (TDI). And in the rigid polyurethane market, we start promoting exclusively systems from Química Pumex S.A. de C.V.

2017

We grow in the field of construction chemicals (polyureas, polyurethane membranes, epoxies) through the distribution of European products.

2015

The non-competition agreements signed by FVC with Grupo Quimmco are terminated. The oriental raw material channels are consolidated for the flexible market, in the rigid market we continue with a "Toll Agreement" with Grupo Quimmco.

2016

With the projected growth, we turn to bank support for the first time. Our supply chain in the East grows more.

2018

We begin diversifying with new non-polyurethane-oriented product lines. In the flexible area, we take an important position in the market of medium and small manufacturers. We grow in the area of raw materials for the molding market for the automotive sector. We have greater freedom in the rigid segment.

2019

We experienced a growth of double digit again in US dollars gross revenues, we consider this growth remarkable in a country that did not change the GDP at all. The main factors for this positive growth were:-

1.- The addition of more product lines to our portfolio.

2.- Consolidation of our position as leaders in the flexible PU Mexican markets by getting more market share for our Company.

3.- An increase of warehousing capabilities for both bulk and IBC/Drum materials.

4.- Opening of our USA based Company, making our first sales directly from our USA Company to the American market, close to the end of the year.

5.- Enlarging our supply chain base, by getting new suppliers that make us more competitive.

6.- Maintaining our operational costs with almost no increase as compared to our sales increase.



PRODUCT LINES

PRODUCT LINES



Insulation

- Thermal (Sprayed Polyurethane Foam)
- Acoustic (Cellulose Foam)

Rigid Polyurethane

- Base Polyols (Amines / Neuters / Polyesters / Mannich)
- Propylene Glycols
- Flame Retardant (TCPP, Non-Halogenated)
- Catalysts (Amine / Organometallic)
- Silicones
- Cyclopentane
- Foaming Agents
- DMCHA
- PMDTA

Adhesives

- Isocyanate Base (Fibers / Wood / Flexible Agglomerate / Foam)

Flexible Polyurethane

- Conventional Polyol
- Polimeric Polyol (Graft)
- Silicones
- Amino Catalysts
- Organometallic Catalysts
- Flame Retardant (TDCP, Non-Halogenated)
- Additives
- Antistatic / Antibacterial
- Pigments / Dyes
- Methylene Chloride

Polyols / Rigid

- Sucrose
- Sucrose / Glycerin
- Sucrose / Amine
- Amines
- Mannich
- Diols / Triols

Isocyanates

- TDI
- MDI
- Prepolymers

Polyurethane Systems

- Pour in Place
- Sprayed
- Molded
- Cold Cure
- Semi - Flexible
- Integral Skin
- Shoe Industry
- Memory Foam

Flame Retardants

- TCPP
- TDCP
- Non - Halogenated
- TEP

OUR SYSTEMS

Cold Cure / Semi - Flexible:

Automotive, elastomers and specialized manufacturing parts.

Sprayed:
Ceilings, walls and cold rooms.

Shoe Industry:
Polyether base systems.

Pour in Place:
Continuous and discontinuous, doors, refrigeration and manual pouring.

Molded:
Automotive, high density, wood imitation and furniture industry.

Memory Foam:
Viscoelastic, latex and super soft.

Valfer joins *the cause.*



GRUPOVALFER



GLOBAL PRESENCE

GLOBAL PRESENCE



Locations: Monterrey / Querétaro / CDMX / Cancún

The background features a complex, abstract design. On the left, a molecular structure is depicted with grey spheres of varying sizes connected by thin, light grey rods. To the right, a smooth, liquid-like surface with a subtle gradient of light blue and white is shown, with a few droplets or ripples visible. The overall aesthetic is clean, modern, and scientific.

SALES & MARKETING

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» México

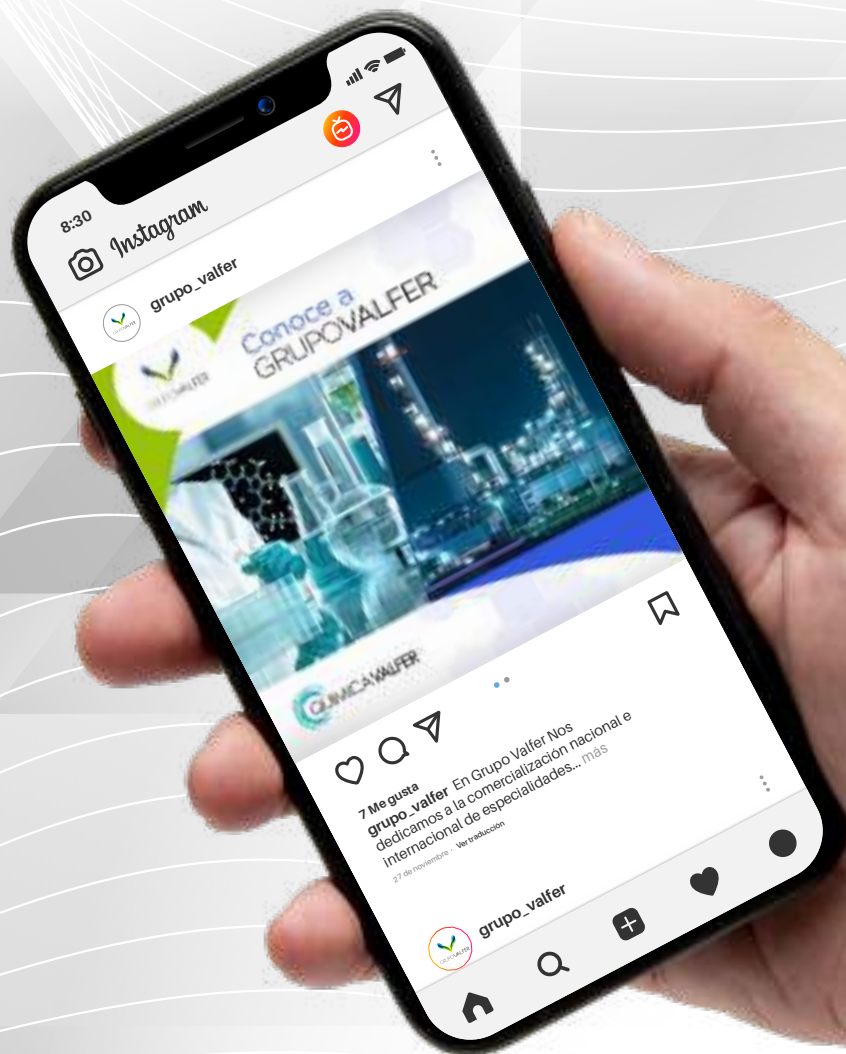
- Monterrey
- Torreón
- CDMX

» USA

» Industries:

- Polyurethane (Raw materials and systems)
 - Mattresses
 - Automotive
 - Furniture
 - Miscellaneous Decorative Pieces
 - Isolation
 - Waterproofing
- Pharmaceutical
- Food and Beverages
- Construction

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GRUPOVALFER

"We are leaders in marketing and distribution of chemical specialties."



Thank you!



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