

## Richman Chemical Inc.: The Sourcing Experts

Richman Chemical, Inc. (RCI), entering its 17<sup>th</sup> year of business, provides reliable project management, custom/contract manufacturing and sourcing services to the chemical and life sciences industries. Enabling “one stop shopping”, RCI helps clients satisfy sourcing needs with one phone call, thus saving significant time and money they might otherwise spend researching sources themselves. RCI has an extensive chemical and pharmaceutical raw material and intermediate product range from research to full-scale production quantities. Because of its widespread custom/contract services activities, RCI can offer customers access to its extensive network of worldwide suppliers. Raw material sourcing and established relationships with suppliers continue to be strengths of the company. Hard to find products not listed in the RCI Chemical Directory, are also sourceable. Even if a product source cannot be located, the company possesses the expertise and capabilities to develop a new supplier through its Custom Manufacturing Division.

RCI sells products in all quantities demanded by the market. Lab scale materials include p-methoxybenzylbromide, 4-chloromethylthiazole, 6-cyanoindole, di-(2-picolyamine), and 6-bromoisatin. Examples of kg quantities offered include tetracyanoethylene, 2-indanone, 2-hydroxybenzyl alcohol, and 2, 5-dihydroxybenzoic acid. Drum quantity materials offered from inventory include EPI, MSA, MSC, DMSO, Sodium Ethylate and Sulfur Pyridine trioxide complex. Other materials will be placed into inventory to meet a particular need.

Inquiries come to RCI from general internet searches, the company website: [www.RichmanChemical.com](http://www.RichmanChemical.com) (via product inquiry link or product listing), and chemical directories/buyers guides. The inquiry is first qualified for quantity needed, timing and specifications. With this information, RCI quickly develops a price and timing idea. In the rare cases, RCI cannot meet the customer’s needs, a referral can be given. The growing list of repeat customers proves that time and cost savings justify working with RCI.

To allow RCI's resources to be more readily available, RCI has partnered with Strategic INFO Systems (Fairfax, VA) to develop both the Analytical Sourcing Guide (ASG) and the Custom Manufacturing Sourcing Guide (CMSG). These two new comprehensive, web-based, interactive databases are based on RCI's extensive industry knowledge and outsourcing experience, offering benefits to a multitude of end users. Each database is available through an annual subscription.

CMSG provides reliable, current, and detailed information on the capabilities of over 1100 custom/contract manufacturing facilities worldwide. This database is a tool to promote business development, keep current on custom and contract capabilities, and to identify custom manufacturing service providers. Subscribers can match parameters such as scale of operations, processes, chemical reaction types, equipment, regulatory compliance and geographical constraints.

The Analytical Sourcing Guide contains detailed information on over 125 analytical laboratories, including their capabilities, equipment, regulatory compliance, services offered and company background. Fast and easy to navigate, ASG is a turnkey web-based solution that enables searches based on capabilities, equipment and services.