



Richman Chemical Develops New Supply of Essential Monomer

Frequent mergers and acquisitions in the fine chemical industry create problems for companies trying to maintain consistent raw material supply chains. Such was the case recently for a biopharmaceutical company notified by its overseas supplier that they would be phasing out production of a key product-- Trimethylene Carbonate. The company contacted Richman Chemical for help in replacing the loss in its supply chain.

RCI's project managers understood the challenges in this request, particularly as no process information was being provided. In order to successfully meet the required production volumes and stringent technical specifications, a large-scale production process would need to be developed. A product-specific, analytically intensive quality system was needed to monitor and control batch-to-batch variance.

Both existing and new users of Trimethylene Carbonate now have a new, reliable supplier in Richman Chemical....this pro-active approach by RCI allowed users of this critical raw material to convert to the new supply without interrupting their well-established product sales.

There were no published monographs for this material. RCI developed a new lean analytical protocol that helped reduce user testing costs. Initially, high residual solvents caused problems in certain applications. After several process improvements, RCI optimized both the physical and chemical properties of the material. RCI's material is now suitable for use in a multitude of markets, including medical devices, semi-conductors and polymer backbones. A further plus for many customers is that RCI product is domestically manufactured.

Both regular and new users of Trimethylene Carbonate now have a new, reliable supplier in Richman Chemical. Feedback to date has been overwhelmingly positive, as this pro-active approach by RCI has allowed users of this critical raw material to convert to the new supply for all of their existing products.

RCI's domestically produced material is now suitable for use within multiple markets, including medical devices, semi-conductors and polymer backbones.

Richman Chemical's project managers, using their technical and management expertise, were able to develop commercial scale manufacturing of a critical raw material without the benefit of any process information. Further, scale up met required production volumes within a realistic timeline. By paying close attention to the trends of the fine chemical marketplace, Richman Chemical was able to help our client maintain business continuity for a key product, as well as offer a valuable fine chemical to an important domestic market.

More about Custom Synthesis Services at Richman Chemical

Identifying, vetting and managing laboratories to meet specific manufacturing/production needs is a core component of RCI custom synthesis services. Companies come to RCI when they need to identify a laboratory that can provide a highly controlled production environment for commercial production, a laboratory that can work with materials that are highly sensitive in terms of handling, or when they require an extra level of regulatory oversight.

RCI has the industry relationships, experience with a wide range of domestic commercial and research laboratories, and the expertise to meet the many challenges of custom synthesis. Look for additional information on our custom synthesis projects in coming issues of our newsletter.

Richman Chemical, Inc. (RCI) was founded in 1987 and pioneered the independent outsourcing model. It is the only company in the market that provides its services throughout many markets including biotech, pharmaceutical and medical devices, specialty chemicals, nanotechnology, food and beverage, and flavor and fragrance.

Christopher Kulp serves as Vice President, Contract Services Business, at RCI.

Representative services outsourced to RCI:

- New life science product development and commercialization (cGMP)- Drug Substance (API), Drug Products, Medical Device Excipients
- Personal care and cosmetic ingredient development and production
- Specialty polymer and organic compound development and production in the high-value coatings industry and other chemical markets
- Key ingredient production for formulations utilized by market leaders within the food and beverage industry
- Toll distillation, separation, and on-going solvent recycling