

New faces from 'across the pond'

Many North American companies in the fine and speciality chemicals industries want to increase their presence in the international marketplace. And several of them have chosen Chemspec Europe as the ideal venue to spread the word about their products and services. PepTech, Syrgis Performance Products, **The Datamyne** and VanDeMark Chemical are all first time exhibitors, while Chemical Information Services is returning after missing the 2007 show in Amsterdam.

Founded in 1994 as a manufacturer of unnatural amino acids, **PepTech** (153) has since expanded its portfolio and now provides a broad range of synthetic chemistry services in addition to its catalogue of 1,500+ chiral building blocks. Its stand (153) is located within Pharmaspec in Hall 1.

Vice-president of business development Bruno Tse wants visitors to know that, despite its name, PepTech is much more than a 'peptide' company. "Our company has branched out and grown significantly in the last decade and now offers large-scale process development and manufacturing services and small-scale medicinal chemistry support, along with a wide range of unnatural amino acids and chiral building blocks," he explains.

Medicinal chemistry services include small-scale synthesis, the generation of compound libraries, hit follow-up, SAR development and lead optimisation. PepTech also collaborates with various companies that conduct animal studies, molecular modelling evaluations and other screening services.

Process R&D capabilities include large scale manufacturing, experimental design, route identification, process development and optimisation, impurity synthesis and characterisation and technology transfer assistance. Core chemistry competencies include chiral synthesis and separation and heteroaromatic reactions.

Over the years, the company has established competency in most organic chemistry areas as it has developed

its catalogue and service offerings. With these capabilities, Tse hopes to reach new customers from beyond the pharmaceuticals and cosmetic markets.

The fact that Chemspec attracts visitors from a wide range of fine and speciality chemicals sectors was a factor in PepTech's decision to exhibit. "We want to increase our name recognition in the pharma sector. On the non-pharma side, we are using this opportunity to reach new customers in markets we don't yet have a strong position in," he says.

Currently the company does smaller-scale chemistries in its R&D centre and can produce up to the 100 kg scale at its pilot plant facilities in Shanghai, China. By the end of 2008, PepTech's new commercial-scale manufacturing facility will be operational for the production of complex intermediates and final products on a tonne scale. With its headquarters in Massachusetts and production work in China, the company claims to offer the quality and reliability of a Western manufacturer at lower costs.

For **Syrgis Performance Products** (327), which is looking to grow its overseas business, Chemspec Europe provides an excellent opportunity to reach a wide variety of fine and speciality chemicals manufacturers. "The international markets are extremely important to Syrgis," states CEO Andy Harris.

He adds: "For the past few years we have experienced some of our greatest growth outside of North America. As we learn more about the markets in Europe, Russia, the Middle East and Asia, and customers there learn more about the Syrgis group, we are finding a great mutual fit for our niche chemicals and speciality knowledge. As a result, we are committing even greater resources to our customers in these markets. Chemspec Europe is one such investment."

Comprised of four complementary businesses, Syrgis offers chemicals for many different markets. Syrgis Performance Initiators (previously Norac Organic



PepTech's Bruno Tse speaking with Polish visitor yesterday

Peroxides) was added to the group by acquisition in August 2007. P Chem manufactures speciality corrosion inhibitors, scale inhibitors, chemical scavengers, blends and various other chemicals, primarily for the petroleum, petrochemical, natural gas production, and refining industries.

The two Syrgis companies of importance at Chemspec Europe are H&S Chemical and Lycus. The former manufactures speciality halogen compounds with applications for many different industries. Key products include 3-iodo-2-propynylbutyl carbamate, trichloromelamine, chloroamine-T, methyl fluoride, hydriodic acid and methyl iodide.

Recently, H&S introduced a high-purity version of methyl fluoride gas (certified 99.99% pure) for use in the electronics industry. For the pharmaceuticals industry, the company is registering with the US FDA as a drug manufacturer. Its plant in Covington, Kentucky, has been certified Q7A cGMP-compliant. The compounds it produces find use as antimicrobial actives, odour and corrosion control agents, chemical intermediates and pesticides, as well as drug products.

Lycus specialises in the manufacture of UV light stabilisers and inhibitors for use in plastics, coatings and adhesives, cosmetics and other personal care products. The company offers several proprietary products and contract manufacturing services. Its Maxgard line of broad spectrum inhibitors are designed for use in both solvent- and water-based formulations and helps to protect products from damage caused by exposure to UV light.

The Datamyne (NAZ 1) will introduce its extensive database of international trade information to potential European customers in Munich. Companies can use the information in the database to track competitor shipments, evaluate market share, review supplier activities and identify new sourcing opportunities, among other things. Because bills of lading for chemical goods are highly detailed, the company says that it has very robust data for this industry.

According to business development manager Tiffany Jom, The Datamyne hopes that Chemspec Europe will provide a good venue for connecting with the right people at international companies with headquarters in Europe.

"We have established a strong presence in both the US and South American markets," she notes. "More recently we have been receiving requests from European based firms. With the current dollar/euro exchange rate, we have become an even more cost-effective source of information. We hope that Chemspec Europe will give us the opportunity to reach more people and heighten the level of interest in our unique product."

The company's database contains import and export information collected from authorised customs and government agencies in 42 countries in the Americas, Asia and Europe. Updates occur regularly, and the company is always working to gain access to data from additional countries. Customers access it via an online interface, with different subscription levels available. The Datamyne will also generate customised reports.

VanDeMark Chemical (409) was formerly part of France's Groupe SNPE and was present at the Isochem stand at Chemspec Europe 2007. Shortly thereafter, Buckingham Capital Partners acquired it and gave it back the name it had before Isochem owned it. During its time with SNPE, the company expanded its portfolio and developed into a more international player. Today, one third of its revenue comes from each of the three major regions of the world.

"With so much business in Europe, and largely with major players in fine chemicals, we need to have a real

physical presence in Europe. Chemspec is an ideal fit, given the types of exhibitors and attendees that the show attracts," remarks president and CEO Mike Kucharski. He has organised meetings with current customers before and during the show, and plans to use his stand to educate visitors about VanDeMark's core capabilities in phosgene chemistry.

The company's custom and speciality chemicals are used for the synthesis of pharmaceuticals, agrochemicals, polymers, coatings, dyes and pigments, biocides, photographic chemicals and many other applications. Because phosgenation is used to produce a broad array of compound types, it can be used in most market sectors. Kucharski hopes that participating at Munich will lead to interest from some markets where the company is not active yet.

VanDeMark's facilities include lab, pilot plant and commercial sized equipment, so that custom work can be carried out at any scale. The company is also ISO 9001:2000-certified. Services include new product synthesis, process development, lab-scale production and the development of analytical procedures. Products offered include paratoluene sulphonyl isocyanates, benzyl chloroformate, phenyl chloroformate and Vilsmeier reagent, plus other chloroformates, isocyanates, acid chlorides, carbonates, etc.

Whilst VanDeMark focuses mainly on phosgene, Kucharski is interested in expanding into other areas as well. "The sophisticated techniques we have developed for producing and handling phosgene and carrying out various phosgenation reactions can be readily transferred to other hazardous chemistries," he asserts.

Chemical Information Services (CIS, 387a) is returning to Chemspec Europe after missing the 2007 show in Amsterdam. "We skipped a year and have come to realise the benefits of participating," says managing director John Kuranz. "Chemspec Europe provides a great opportunity for both maintaining relationships with existing customers and attracting new clients, and it has become important to CIS to have a presence here."

The company offers structure-searchable information on producers of all types of chemicals, users of bulk chemicals and chemical intermediates and holders of DMFs, VMFs and Certificates of Suitability.

The *Directory of World Chemical Producers* (DWCP) covers many sectors of the industry, including bulk pharmaceuticals, fine and speciality chemicals, intermediates, laboratory chemicals and reagents. It includes over 206,000 product titles, 83,000 unique substances and nearly 15,000 producers located in 100 countries.

The *Pathfinder* database is used to find customers of chemical intermediates and includes more than 12,000 pharmaceutical, agrochemical, dye and pigment products. The *Worldwide Contract Manufacturers Directory* covers nearly 1,000 companies and allows the user to search for a primary contract manufacturer by reaction type, production scale, regulatory certification and manufacturing equipment

Structure: Search & Sketch is the newest product from CIS and is being highlighted at the show. This database combines the search power and breadth of the DWCP, with more than 63,000 structure diagrams, each of which can be viewed in various different modes. Searching can be done by sub-structure and functional group, structure similarity, exact structure match, molecular formula, CAS registry number or chemical name.

CIS has set up a number of meetings with customers and is holding several product demonstrations for people interested in learning about the databases. For those that schedule appointments or attend a demonstration, CIS is offering a flash drive as a free gift.