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Introduction from the Editor

Welcome to this year’s Outsourcing Special Publication from Speciality Chemicals Magazine.

‘Outsourcing’ has become something a scare word in recent years. In the UK at least, it is increasingly seen in terms of big consumer-oriented firms moving their call centres to India; on a wider scale, it is taken to mean factories closing in the US or Europe to re-open next week in Mexico or China.

In reality, outsourcing is a fact of life. It always has been, albeit that it has picked up pace in the last generation. In the media, where I work, there was a time when every publisher printed their own magazines; it was a core capability. Virtually none do now. Outsourcing means simply taking the decision to pay a third party to do what you could - at least at the outset - do yourself because it makes sense to do so. Outsourcing is pretty much the history of civilisation in microcosm.

In the fine and speciality chemicals sector, companies compete with each other for the outsourced manufacturing business of third parties but they have also been outsourcing certain reactions to each other for years. It is hard to imagine Chemspec and Speciality Chemicals Magazine coming into being if they did not.

All this may sound obvious, but it is well to remember that outsourcing is neither a one-way street nor a novelty. And the above definition of what it means reminds us that the companies who offer contract manufacturing services are competing as often as not with spare capacity at the customers’ own sites.

This is a hard competition to win. Having invested in capacity, companies naturally incline to using it. To win the order, CMOs must offer real added value that makes their offer more attractive than those from other CMOs, more viable than the alternative chemical and/or biological routes and a better all-round bet than the low-cost alternatives from China and India.

All of the companies featured in this special publication have banked their futures on being a top ranking player in the field, either in terms of size, breadth of capabilities, special expertise or value-added service. They realise that there is no future in being a generic supplier of low-value products any more and have invested in an extraordinarily wide array of technologies and competencies on offer. We invite you to take a look and see what they can do for you.

Dr Andrew Warmington
Editor - Speciality Chemicals Magazine
Your Preferred Partner for cGMP advanced intermediates & APIs

AMI is a fast growing, privately owned, Indian pharmaceutical company, focusing on pharmaceutical intermediates and Genetic Active Pharmaceutical Ingredients, and our motto is leadership through partnership.

- Solution for advanced pharma intermediates & APIs
- Custom synthesis & toll manufacturing
- European DMFs in common format
- WHO cGMP certified
- An ISO 9001:2000 certified company
- Fully licenced manufacturing facilities
- High GMP standards/documentation support
- Non-infringing product development & IP protection

Our key products:
- Itopride HCl
- Venlafaxine HCl
- Oxcarbazepine
- Carbamazepine
- Diacerein
- Doxophylline

Derivatives:
- Piperazine
- Piperidine
- Acetal
- Coumarine
- Pyrrolidine
- Quinoline

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VISIT US : www.amidrugs.com

* Patent infringement is the responsibility of buyers.
CU Chemie Uetikon GmbH:
We offer a broad expertise to our pharmaceutical and biotechnology partners: custom syntheses of advanced intermediates and APIs, orphan drugs and specialty chemicals are our core competencies.

We offer a high level of quality compliance (cGMP), a 20 year history of successful FDA inspections and state-of-the-art production facilities.

The Lahr facility has a total reactor volume of 100 m³ and approval for 34 different chemical reaction types. We produce intermediates and APIs for the generic and innovator pharmaceutical industries. Furthermore, we offer more than 250 advanced intermediates in our general catalogue. Beside our established products, we also perform custom synthesis

CU Chemie Uetikon GmbH has developed specific expertise in the areas of hydrogenation, high pressure reactions and Grignard reactions. We have special experience in protected amino acids and chiral compounds. We develop multi-step syntheses and can offer the full scale of auxiliary services, like analytical method development and the elaboration of DMFs.

Our expertise is your success.

Dishman: an India- and UK-based global provider of contract R&D, custom manufacture for pharmaceutical and fine chemicals.

Headquartered in Ahmedabad, Gujarat, India, Dishman started as a PTC producer and later applied this experience to the manufacture of intermediates and APIs. Now it is a major supplier of quaternary ammonium & phosphonium salts and is Asia’s leading contract R&D and custom manufacture provider to multinational chemical and pharmaceutical companies.

Dishman provides process development, API route optimisation and kilo synthesis. It services clients in Europe and America via London and New Jersey offices, with local technical/commercial support in Germany, Italy, the Netherlands and France.

Technology and intermediates are available for the following APIs: Alizapride, Butethamate, Cisapride, Citracturium besylate, Ethyphenaconemide, Glibencamide, Lansoprazole, Levomepromazine, Loratadine, Losartan, Omeprazole, Pantoprazole, Perimetazine, Rabeprazole and Venlafaxine.


dishman
DyStar
Chemical solutions you can trust

DyStar is your first choice as competent partner for tailor-made products, with a long track record in the production of agricultural, pharmaceutical, cosmetic, fine and specialty chemicals.

We are a single-source supplier of unique solutions for a wide variety of problems involving the manufacture of advanced intermediates.

Our services cover the entire process chain from lab and pilot trials to bulk production. Our experienced chemists can help you to achieve optimum manufacturing conditions and make sure your products meet all necessary specifications.

We are committed to Responsible Care and our plants in Europe, South America and Asia operate to top ecological standards.

We have a strong background in the production of textile dyes and the legal permits required to handle all types of chemicals, intermediates and solvents.

Our reaction vessels range from 1 m$^3$ to 60 m$^3$, enabling us to manufacture different batch sizes economically.

We offer a rapid response to help you cut the time to market and benefit from new business opportunities as soon as possible.

Our aim is to be your partner, not a competitor.

---

Dottikon Exclusive Synthesis AG
Your Specialist for Hazardous Reactions.

DOTTikon EXclusive synThesis is an SWX-listed Swiss custom manufacturer with almost 100 years of experience in hazardous reactions. At the production site in Dottikon, APIs, preformulated drugs and high quality intermediates are manufactured for the leading pharmaceutical and chemical companies. DOTTikon ES is specialised in robust and efficient process development for rapid scale-up, either in batch or continuous mode. Large-scale syntheses of up to 15 steps have been performed, including strongly exothermic reactions and highly reactive, unstable or highly potent compounds.

Currently, DOTTikon ES is in the process of expanding one of its multi-purpose production plants by adding six new reactors (18 m$^3$ in total), including a new 1600 l Hastelloy reactor for processes performed at temperatures as low as -100°C. Further, a new containment system was installed in one of the pilot plants, allowing for the handling and production of Class-IV HAPIs (OEL = 1 - 20 µg/m$^3$) in 1,200- and 750 l stainless steel and glass-lined reactors, respectively.

---

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Gee Lawson

Founded in 1939, Gee Lawson was established to supply a range of fine chemicals, dyes, stains and indicators for research and industry worldwide.

Sourced Serviced Satisfied

Gee Lawson’s traditional business is the sourcing of semi-bulk quantities of speciality chemicals. Our computerised database, which is constantly updated, allows us to identify supply sources quickly and offer a broad range of competitively priced products.

Through our extensive worldwide supply network, our Specialist Team works with our customers to solve supply issues across a wide range of methodologies including to date:

- Esterification
- Addition
- Elimination
- Reduction
- Oxidation
- Bromination
- Nitration
- Friedel-Crafts
- Diarotisation
- Formylation

Shipping and Packing Services

With the knowledge and experience of our in-house Dangerous Goods Safety Advisor, we can help you to ship hazardous material worldwide, safely, in accordance with appropriate regulations.

Additionally, we can re-pack all types of air sensitive and hazardous materials to single use quantities, allowing customers to purchase in semi-bulk but with the convenience of pre-pack.

"Taking the problems out of sourcing products"

An Integrated Resource of Custom Manufacturing

Genzyme Pharmaceuticals, a business unit of Genzyme Corporation, provides over 25 years of experience to pharmaceutical and biotechnology companies in the area of custom manufacturing of speciality chemicals and pharmaceutical materials. From early R&D phase through full commercialisation, build your success around our integrated resource of highly trained people, state-of-the-art cGMP Swiss facility and history of chemical excellence, with products including complex custom-manufactured chemicals, registered intermediates, APIs, and drug delivery materials.

Our corporate infrastructure allows for the flexible autonomy of a distinct business within the stability of a premier biotechnology corporation. We extend this unequaled value in custom manufacturing to customers through an integrated resource of:

Core competencies
- Speciality chemicals
- Amino acid derivatives & building blocks
- Peptide synthesis
- Synthetic phospholipids, sphingolipids, other lipids
- Polymers
- Carbohydrates
- Project management

Chemistry excellence
- Exceptional command of fundamental chemistries
- R&D & kilo lab facilities to support early stage chemical development

Manufacturing capabilities
- Production capacities from kilo to tonne quantities
- Equipment flexibility to suit development needs
- FDA inspected plant for APIs

Analytical and regulatory support
- GMP certificate
- Filing and maintenance of DMFs
- CMC quality documentation in CTD format

AN INTEGRATED RESOURCE OF CUSTOM MANUFACTURING

PRINCIPAL CONTACT

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NOTOX B.V.

NOTOX was founded in 1983 to provide full safety and toxicology services for the pharma, chemical and agro industries. Privately owned NOTOX continued its organic growth strategy over the years.

In July 2005 NOTOX became part of a world wide group of autonomous companies providing toxicology research services. This trans-Atlantic presence was built with a vision to seamlessly address the service needs of international industry partners.

We provide regulatory services for the evaluation of existing chemicals (HPV and REACH). For REACH we have developed a 10 step programme to compliance. From the inventarisation pre-registration, data evaluation including IUCLID5 completion of robust summaries and hazard/exposure assessments (CSA/CSR) to dossier submission and follow up. These services are provided for companies and consortia. We can also act as your “only-representative”, third party representative or organize SIEF/consortium meetings and activities if needed. (e-mail:reach@notox.nl)

The facility in ’s- Hertogenbosch is located conveniently close to major airports and employs now over 300 staff. The latest major extension of the facility became operational in July 2008, allowing a 40% growth. The service profile consists of in vitro and in vivo toxicology, kinetics and metabolism studies, genetic and environmental toxicology as well as physical-chemical testing for pharmaceutical and (agro-) chemical industries. The toxicology research is supported by an extensive (bio-) analytical laboratory facility with state of the art equipment, method validation and metabolite identification. Operations have been endorsed by the Dutch GLP-Inspectate and are in accordance with the principles of OECD/EPA/FDA Good Laboratory Practice.

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17 – 18 JUNE 2009
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johnlane@dmgworldmedia.com
A RESEARCH & MANUFACTURING HOUSE OF QUALITY PRODUCTS OF BROMINE & LITHIUM COMPOUNDS

Made precisely to order, Monsieur

We at Neogen produce world-class speciality chemicals precisely according to your specifications. So, the next time you have a specific requirement, it would be our pleasure to serve you....

We Specialise in :-
- Alkyl Bromides
- Cyclo Alkyl Bromides
- Dibromo Alkanes
- Benzene Based Bromo Compounds
- Bromo Acids and their Esters
- Any other Bromo Compounds
- Alkyl Chlorides
- Cyclo Alkyl Chlorides
- Bromo Chloro Alkanes
- Benzene Based Bromo Chloro Compounds
- Grignard Reagents
- Any other Chloro Compounds
- Lithium Compounds

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Speciality Chemicals Magazine

The leading fine and speciality chemical industries publication delivered straight to your inbox

"I found this to be a great idea! It is very useful and well done!"

Angela Di Pietro-Buonomo, Momentive Performance Materials

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Novel microencapsulation techniques
Sugar walls
Cyclodextrin inclusion compounds

www.specchemonline.com
OmniChem offers a blend of high technology know-how, a level of quality that matches the demands and expectations of today’s pharmaceutical world, flexibility and trustworthiness, based upon personnel of the highest competence, on adapted equipment and multi-purpose facilities on three different sites.

OmniChem has strong expertise in azide chemistry, catalytic hydrogenation, hydride reduction, organometallic chemistry, oxidation, phosgenation, nitrations, low temperature (-100°C for which it has the world’s largest capacity), high pressure, cytotoxic handling and natural product extraction.

OmniChem’s assets:
- worldwide marketing network
- broad technology base
- key technologies
- multi-purpose facilities
- total GMP capacity of 590 m³
- specific equipment
- Highly Potent Compounds development and manufacturing.
- highly-skilled R&D support
- regulatory compliance
- GMP, FDA approval
- From gram to multi-tonnes.

Contact OmniChem for a detailed list of core competencies.

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Website: www.omnichem.com

ORGANICA Feinchemie GmbH Wolfen

The high demands placed on quality, strict customer orientation, outstanding reliability and a high level of science and technology have elevated ORGANICA from a traditional manufacturer of photographic chemicals to a valuable and recognised partner for Custom Manufacturing of pharmaceutical intermediates, functional dyes and agrochemicals.

Located in the ChemiePark Bitterfeld-Wolfen, where it was established in 1995, ORGANICA Feinchemie GmbH has focused on syntheses of high quality and refined organic specialties for a variety of industrial applications. In its long pre-history the company gathered chemical experience in a lot of laboratory and production processes and is now able to perform 70 listed reaction types, which, today, makes it possible to act quickly and flexibly. A particularly strong expertise is enjoyed in the performance of processes with specific hazardous reactants such as azide chemistry, alkylation, cyanation, halogenation, nitrations and sulphonation, as well as in heterocyclic syntheses and high pressure reactions.

The innovative and highly motivated team of chemists and researchers and their permanent endeavour for excellent results, accompanied by the Quality Assurance System and in connection with the ISO 9001 certification, has guaranteed the realisation of numerous custom synthesis projects and the successful launch of many new products during the last years.

With its own fully-equipped R&D laboratory as well as pilot plant and multipurpose facilities with a total reactor capacity of 100 m³ the company is flexible enough to perform custom synthesis and toll manufacturing in a wide range, whereby the service covers the complete project cycle, from process design through pilot scale up to commercial production. A recently FDA inspected GMP kilo lab accomplishes the possibilities for producing pharmaceutical products and parenteralia.

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Potasse et Produits Chimiques (PPC)

Where chemistry advances

Located in the east of France on the Swiss-German border, Potasse et Produits Chimiques SAS (PPC) is a combined research and production centre. PPC has forged an excellent reputation thanks to two centuries of know-how and its highly skilled workforce. Our core competences are bromination and chlorination. This is emphasised by our production of chlorine on site and our capacity to recover bromide residual solutions.

Our objective is to provide the best solution to all our customers’ needs in terms of manufacturing quality, reliability and confidentiality, while at the same time satisfying the environmental and safety requirements.

When we use our expertise to meet your needs, innovation yields success.

A full tool box for customised solutions

High-level core competencies
- Research and development laboratory experts
- Analytical scientists
- Pilot plant chemists/engineers
- Production plant chemists/engineers

Non-cGMP capabilities
- Synthesis laboratories
- Multi-purpose kilo-lab
- Pilot plant 1m³
- Multi-purpose production
- Reaction vessels (up to 100 m³)

Technologies

- Air sensitive synthesis
- Alkylation
- Amination
- Bleach oxidation
- Bromination
- Chlorination
- Cyclization
- Dehydrobromination
- Dehydration
- Esterification
- Ether formation
- Friedel-Crafts reaction
- Hoffman degradation
- Hydrobromination
- Iodination
- Mesylation, Tosylation
- Methoxylation, Propoxylation
- Methylation
- Oxidation
- Phosphorylation
- Reduction
- Transesterification
- Wittig reaction
- ... and others

Expansion – Dahej SEZ

Sajjan India has acquired 100,000 m² of land in India’s first chemical SEZ. Sajjan will develop this site for the manufacture of specialty chemicals on a contract manufacturing basis.

The Dahej SEZ will have world class infrastructure & a large petrochemical complex.

The combination of technology & spare space will make Sajjan your ideal supplier, since our focus has always been on:

- Developing cutting-edge technologies
- Transforming them into customer-driven products.

We offer a wide range of specialty chemicals & pyrimidines for many clients under secrecy agreements. Strict confidentiality & the protection of the commercial & technical interests of our clientele are of paramount importance to us.

We have demonstrated both integrity & reputation in this field.

SAJJAN INDIA LIMITED

A leading manufacturer of specialty chemicals, with its manufacturing site in Ankleshwar, India’s largest chemical zone, Sajjan is a 100% export-oriented unit, whose customers include major multinational companies. With its state-of-art, ISO-9001, certified facility in Ankleshwar and its new site in Dahej, a Special Economic Zone (SEZ), Sajjan will make an ideal partner for customers requiring products on a contract manufacturing basis.

Sajjan also offers specialty chemicals which have applications in agrochemicals, pharmaceuticals, dyes, pigments & electronics.

The manufacturing site built on 75,000 m² of land, houses three plants comprising a total reactor capacity of 3,700 m³.

The core technology matrix includes:
- High Pressure Ammonolysis
- Chlorosulphonation
- Catalytic Hydrogenation
- Heterocyclic Chemistry
- Polychlorination

It is well-complemented by large-scale capacities for:
- Acetylation
- Friedel-Crafts
- Nitration
- Diazotisation
- Alkali Fusion

PRINCIPAL CONTACT

Sajjan India Limited
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The Schirm Group was established in 1957 as a packaging contractor. Today, the company is a full-service manufacturing partner for the chemical industry. Our scope of services comprises custom synthesis in our own multi-purpose plant, processing of solids and liquids, formulation of agrochemicals and packaging of final products, as well as storage, lab support and dispatch of samples. Schirm operates three sites in Germany and one in the US.

Synthesis offer:
- reactions with isocyanates
- reactions with phenols
- reactions with aldehydes
- reactions with cyanamide
- polymerisations
- active substance purification
- synthesis route development

Processing offer:
- mixing
- milling/micronisation
- sieving

Formulation offer:
- WG, WP
- EC, SC, SL, SE, EW
- pastes
- formulation development

Packaging offer:
- 0.5g to bulk / solids and liquids
- standard & special packaging
- water soluble/ low melting film

Additional offers:
- dangerous goods storage
- dispatch of samples
- analytics support
- sourcing of active ingredients
- packaging design support

Certificates
- ISO 9001, 14001, 18001
- audited by numerous leading chemical companies

We look forward to serve you.

As a dynamic and highly skilled team of 16 (including 5 PhD graduates), our goal is to provide fast and effective synthesis of fine organic intermediates for the chemical and allied industries.

Our team has over 100 years of experience, in both academic and industrial areas, giving us a strong problem solving capability for which we have become renowned.

We specialise in the research and development of procedures for up to multi hundred kilo production from gram-scale methodology either provided by clients, obtained from literature or developed in-house.

All projects are carried out under strict confidentiality and we pride ourselves on maintaining close working relationships with all of our clients to mutual benefit.

Our well equipped pilot plant includes:
- Two 50 l cryogenic vessels
- Five glass-lined reactors (75-900l capacity)
- 600 l stainless steel reactor
- 200 and 900 l vessels capable of hydrogenation (up to 3 and 6 bar respectively)

Our laboratory scale capabilities include:
- Microwave synthesis
- Ozonolysis
- Biotage chromatography system

We have chemical expertise in a number of areas including nitration, halogenation, oxidation, reduction and the use of pyrophoric reagents as well as many more.

Working under new management, the company is looking to expand its portfolio and invites new enquiries to Dr Kate Pepper.

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As a specialist in custom manufacturing, Saltigo provides tailor-made solutions for your specific requirements. Supplying a world class range of high quality chemical intermediates and final products we already serve customers active in markets as diverse as: cosmetic & personal care, flavors & fragrances, feed & food ingredients, polymer additives and auxiliaries, high-tech monomers, electronic chemicals, dyes, pigments, photo and others. Saltigo adds value and flexibility to your speciality chemicals’ business, providing a large portfolio of multi-customer products. With our full service you save time and money right from the start. Saltigo – our focus is your success!
Tokyo Chemical Industry Co., Ltd.

Tokyo Chemical Industry Co., Ltd., known as TCI, is a leading Japanese chemicals producer with over 60 years’ experience of reagents and specialty chemicals. Headquartered in Tokyo, Japan, with production facilities in Tokyo, the USA (Oregon) and China (Shanghai), TCI boasts a unique specialty product portfolio comprising over 20,000 organic laboratory chemicals.

TCI has earned an international reputation in the provision of high-quality bulk manufacturing and custom synthesis services. Our advanced proprietary technologies can be applied to the needs of your individual project, and we stand ready to service contracts of any size, from milligrams to kilogram and more as your project grows.

TCI earned ISO 9001:2000 accreditation in 2002 and ISO 14001:2004 in 2006, reflecting its focus on customer satisfaction through total quality and environmental management. FDA- inspected cGMP facilities are available in Japan and the USA to support every area of your work.

Your business, and ours, stands or falls on quality. And no-one takes Quality Control more seriously than TCI. Our QC procedures are rigorous and extensive and we always operate to the highest standards.

Your outsourcing needs a reliable and professional partner that matches technical expertise and talented people with flexible, world-class production, all handled with complete confidentiality. If your requirement is for complex, multi-step synthesis or an application-specific product made to high specification, for use in pharmaceutical, agrochemical, electronic or cosmetic applications, then you need look no further than TCI.

TCI is an Ideal partner for you.

Valsynthèse

Valsynthèse was established in 1983 as a subsidiary of Société Suisse des Explosifs. The broad expertise acquired by the group in the field of explosives since its foundation in 1894 today allows Valsynthèse to position itself as an expert in hazardous chemistry (e.g. nitration, oxidation and diazotisation).

Valsynthèse is dedicated to custom synthesis and contract manufacturing of intermediates and APIs. We can provide our customers with a comprehensive offer from process development and piloting to industrial production.

Our services include the preparation (including Validation batches, stability tests) and submission of DMFs. Our prime objective is a strong partnership with our customers. We are ready to meet their expectations through confidentiality responsiveness, superior quality and ethical performance.

Valsynthese is certified to ISO 9001 and is cGMP approved.

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The WeylChem group offers custom-made and catalogue products from its US plants in Elgin and Augusta, from Mannheim and Frankfurt in Germany and from Thann in France.

These assets provide access to a broad range of cutting-edge technologies. R&D labs, pilot facilities and technical reactor equipment in the range of 6-16 m³ are available at all of the sites, coordinated via a global management team.

Core technologies are:
- Photochlorination,
- Catalytic Oxidations,
- Halex exchange reaction,
- Bromination
- Diazotization/Sandmeyer,
- Grignard Chemistry,
- Ullmann coupling,
- Allylations,
- Skraup reaction,
- Enzymatic Reductions.

Weylchem is part of the International Chemical Investors Group (www.icig.de) which is a privately held investment company focusing on mid-sized chemicals businesses. Since its inception in 2004, ICIG has acquired 15 independent chemicals businesses, with total sales of approximately €600 million.

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**2009**

**15 – 17 APRIL 2009**

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www.chemspecindia.com
# Expertise Matrix

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