

Industry: Veterinary APIs

Experience, expertise and commitment to the customer lead to success



> THE CUSTOMER

A leading manufacturer of generic animal health pharmaceuticals serving the veterinary pharmaceutical industry for over 20 years. Their product offerings include: liquids, gels, powders, tablets, ointments and topicals that treat a wide variety of animals-from large herds in the agricultural industry to companion animals.

> THE CHALLENGE

The customer was having serious delays regarding the delivery of their API from their contracted supplier. Part of the challenge was their product was considered a “Dangerous Good,” making it difficult to deliver because of tightened regulatory requirements. As a consequence, the customer was seriously concerned that API problems would delay their market entry thereby reducing their revenue potential.

CHEMWERTH

FIRST TO QUALITY.
FAST TO MARKET.

SUCCESS STORY



> THE SOLUTION

The customer called ChemWerth asking for help to expedite the process and reduce delays in what they referred to as “crunch time.” The customer knew, from previous history with ChemWerth, that ChemWerth’s regulatory expertise and in-China logistics resources are top notch. ChemWerth kicked into high gear to solve their logistic & regulatory problems.

- ChemWerth took swift action finding an API manufacturer which could source high quality material without compromising the customer deadlines.
- ChemWerth made sure that the product was of excellent quality and cGMP Compliant. ChemWerth’s Regulatory Department was able to approve the COA and specifications in one day!
- Resources in China were tasked with delivering the large quantity of API required and to ensure API specifications were acceptable.
- The Purchasing and Logistics department communicated with our Shanghai office every step of the way including over a holiday weekend. We were able to cut down on the delivery time by pre-clearing with the FDA and Customs while the shipment was still in the air.

> THE RESULT

ChemWerth’s ability to supply API on short notice, manage through the regulatory hurdles and fast track logistic requirements allowed the customer to not only get to market but to gain additional market share and increase their revenues on the finished dosage by about 30% more than was forecasted.