

## Ibuprofen and co. – active pharmaceutical ingredients from a single source

The category active pharmaceutical ingredients covers a wide range. It includes, among others, many substances that have proven themselves universally over the course of many years and are sold in large quantities. One of the most recognisable examples is the painkiller ibuprofen, but disinfectants such as PVP iodine, nutritional supplements like omega-3 fatty acids, and menthol as an additive in skin creams also count as active pharmaceutical ingredients. BTC customers can obtain all high-margin products in this category via a single contact person. "We guarantee total compliance with BASF's commitment to quality," states Thiebaut Wenzler, Head of Sales Pharma Ingredients & Services Europe at BTC.

### Even more focus on core competencies

In future, BASF will focus more closely on its core competencies when it comes to active ingredients in the pharmaceuticals sector. This includes production and further development, especially of substances for which the company is already a market leader. The new strategy can be seen in the production of ibuprofen, for example. The site in Bishop, Texas, USA is planning a double-digit increase in the production quantity over the next few years. "This promises efficient processes and a high level of innovation for the many producers who obtain ibuprofen from us for further processing, both now and in the future," says Wenzler.



### BTC still contact partner, even after partial portfolio sale

As part of BASF's changing orientation with regard to active pharmaceutical ingredients, the company sold three production sites to the pharmaceutical company Siegfried Holding AG. This meant saying goodbye to Custom Synthesis and part of the current Active Pharma Ingredients (API) portfolio. "However, for a transitional phase until the end of 2016, BTC will remain the contact partner for the distribution of all APIs sold," says Wenzler. Even after this, contact will be maintained in many cases. "Many of our customers who buy active ingredients also procure BASF auxiliary materials, such as binding agents or stabilisers." There are no plans to change fields of responsibility here.

## Our expert

Thiebaut Wenzler, Head of Sales Pharma Ingredients & Services Europe, has been at BASF and BTC for two decades. The chemical engineer was initially responsible for regional pharmaceutical distribution in Europe, was later a Key Account Manager and then became fully responsible for distribution in Europe – i.e. business in 34 countries. Making an important contribution to the health of millions of people is what motivates and drives Wenzler. After all, BTC's service makes sure that the medication is ultimately ready for use in the right place at the right time. But this is only possible if business customers are successful on the market – Wenzler hopes to contribute to this goal with technical support and individualised solutions.



You can find additional information about active pharmaceutical ingredients and contact your local BTC contact partner directly using the [Solution Finder](#).

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