

Diverse, effective and unique

An Interview with CG Chemikalien's director Uwe Klass about advantages of the new "Pharma & Nutrition" division

For over 50 years CG Chemikalien has been a staple in the trade of bulk and specialty chemicals. Thanks to numerous acquisitions and mergers the small business has grown into the CG Group, with 700 employees and an annual turnover of 400 million Euro. In the interest of its continued development the new division "Pharma & Nutrition" was founded in 2017. CG's managing director Uwe Klass lays out the strategy surrounding the investment in a modern "Pharma & Nutrition" facility.

CHEManager: *Mr. Klass, why did you decide to expand the division "Pharma & Nutrition" with a new facility, thus somewhat distinguishing it from other departments?*

Uwe Klass: Our obligation is to plan ahead and react promptly to changing environments. To meet rising quality standards set by the field of Life Sciences we conceptualised and built a new production plant and storage facility for pharmaceutical and nutritional products. As a distributor we are economically well established, as CG we are known for services and innovation. Now, with a manufacturing authorisation in accordance to §13 of the German Drug Law (AMG), we have reached the first milestone of our future development through the department Pharma & Nutrition: We have successfully moved into pharmaceutical production, which makes CG as a whole even more diverse, effective and unique.

How does the new facility in Laatzen strengthen the Pharma & Nutrition division?

U. Klass: We created an independent complex spanning over 5000 m², featuring several production areas classified as GMP C and D clean rooms, as well as an adjoining high rack storage area. The new facility offers an optimal environment for the production, storage and distri-



Production facilities for purified water and water for injection.



Clean room class GMP D for filling of liquid pharmaceutical precursors.



Uwe Klass, managing director, CG Group

bution of active pharmaceutical ingredients (API), excipients and food additives.

Our manufacturing authorisation allows us to produce pharmaceutical precursors and bulk products within the new clean rooms. To that end, our facility is outfitted with grinding, sieving, mixing and filling equipment. Additionally, we produce Purified Water (AP) according to EP/USP and Water for Injection (WFI) according to EP/USP. With the help of special reaction vessels made from stainless steel and plastic and usable volumes of up to 5000 L, our

team is able to produce and fill a variety of solutions and mixtures of various unit sizes in accordance with GMP standards.

Quality and security standards continue to rise, particularly in regards to raw materials, excipients and active pharmaceutical ingredients for the pharmaceutical and food industries. What improvements can your customers look forward to? How and in what ways will your offer expand?

U. Klass: For decades the subjects of service, safety, and quality have been fundamental to our philosophy within the entire CG Group. Our investment into Pharma & Nutrition meets any and all of our requirements, which benefits clients, associates, and staff equally. As confirmed by the Trading Standards Office – having reviewed all relevant areas of operation – design and implementation of our state-of-the-art facilities are of the highest quality. The inspection authority certifies that CG follows procedure according to GMP standards in each and every step of the production and control of pharmaceuticals, qualifying us to produce and package, assess, approve, store and distribute medical products.

This enables us to take over further steps in the value chain for

our clients and business partners and sets us on an innovative path into the future.

Where lies the focus of your activities in this department regionally?

U. Klass: The CG Group and its subsidiaries form a compact international network. We are globally active. This applies particularly to the division Pharma & Nutrition. The roots of our joint success lie in the German-speaking area. The experience we accumulate here forms the basis both for new challenges and further international growth.

What is your assessment of future development of this department in Europe and globally?

U. Klass: Health, quality of life and nutrition are central talking points of our times, increasingly important throughout our society as well as beyond our borders. The pharmaceutical industry contributes heavily to medical advancement, saving lives and enabling innovation; it is a piece of the future and a vital part of healthcare. It also represents one of the economical pillars of society as an internationally growing market. Considering both annual development and future prognoses, continued growth in double-digit

percentages is to be expected. We as the CG Group therefore anticipate excellent progress for our companies.

Investing into the ancillary field of Pharma & Nutrition presents us with new options in national and international markets alike.

What advantages lie within the consolidation of several companies? Is this a method allowing competition with big corporations?

U. Klass: We are proud to represent one of the larger mid-sized companies in Germany's chemistry sector. Our development has been positively impacted by consolidating several companies within the CG Group, made possible by efficient decision making, effective supply routes and fully integrated storage facilities with high product availability and powerful logistics. These attributes position us very well within our markets and prepare us for future challenges. CG is widely networked, future-oriented and excels in the details, which sets us upon a promising path going forward.

Consolidation remains a major factor within the sector of chemical distribution. What does the future for this area hold, in your opinion?

U. Klass: This rests primarily with how Monopolies and Mergers Commissions intend to handle future consolidations in the chemical distribution sector, whether they will allow them and whether such transactions will remain ecologically worthwhile in light of possible related restrictions or limitations.

What is the CG Group's future?

U. Klass: We expect continued progress within our specialty departments, our extended services and notably for the Pharma & Nutrition division. The foundation for this development was laid over two decades ago.

We intend to further strengthen the network between individual companies and are currently implementing a new, standardised ERP-system at all facilities within the CG Group for this purpose. Completion of this project will enable a more efficient and personalised performance for our customers. The company has grown continually over the past decades and we will vigorously yet sensibly maintain this course over future generations.

■ www.cg-chemikalien.de