

Analysis of Major Features of Hplc Solvents Considered By Users in Pharmaceutical Industry in Procurement And in Their Analytical Application



Management

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ABSTRACT

Most business firms across the world are in the race to target more and more clients and customers to generate revenue through sales. The different business firms according to their nature or types of business or products or services they use the various sales techniques and methods. Fine Chemicals Inc.'s goal is to build long term relationships with its customers by providing consistently high quality products, dependable service and on-time delivery at highly competitive prices. From this strong base, we have expanded our product lines and services to many other industries including Pharmaceutical, Aerospace, Pyrotechnics, Energetic Materials, Coating-Printing, Agriculture and Cosmetics. HPLC chemical processes of distribution between the two phases, the mobile and stationary, while the analysis goes on, and there is a need for a minimum understanding of their theoretical basis to operate the system correctly. Also, a minimum understanding of the method, in which the system performs data analysis, is needed so that no false data or results will be obtained in the analysis.

INTRODUCTION OF FINE CHEMICALS

The basic principle for definition of the "Fine chemicals" is a tree tire segmentation of the universe of chemicals in to commodities, fine chemicals and specialty chemicals. Fine chemicals account for the smallest part, about 4-5% of the total \$ 1.8trillion turnover of the chemical industry.

Fine Chemicals Inc.'s goal is to build long term relationships with its customers by providing consistently high quality products, dependable service and on-time delivery at highly competitive prices.

From this strong base, we have expanded our product lines and services to many other industries including Pharmaceutical, Aerospace, Pyrotechnics, Energetic Materials, Coating-Printing, Agriculture and Cosmetics. A list of the main chemicals offered by us to various industries is presented on this web site.

Fine chemicals are complex, single, pure chemical substances. They are produced in limited quantities (<1000 metric tons per year) in multipurpose plants by multistep batch chemical or biotech processes. They are sold for more than \$ 10 per kg.

CORE COMPETENCY

At Finar, conformance to our Quality as well as Environment Policy in each and every aspect is what we aim, at all times. We have developed certain core competencies enhancing our levels and delighting our customers.

Instantaneous shipping: Deploying a world-class inventory management system, we ensure instant availability of almost all products in the requested grade and pack size at any given time. Safety stocks & re-orders levels are constantly monitored for optimized inventory levels. Orders received, are instantly processed and shipped on the next working day. In exceptional cases of delays, our customers are constantly updated on their order status.

Flexibility: Our systems have been developed keeping in mind the most "out of the ordinary" customer requests. Be it a specific sizing or delivery requirements, quality concerns, documentation or conformance certifications, we manage it all for our customers, assisting them in complying with their own stringent QA requirements.

PEOPLE AT FINAR

Just as FINAR is passionate about Growth, we realize this

passion to be an inherent characteristic prevalent in our employees as well. Our team comprises of such highly motivated individuals who have profound experience as well expertise. Within just a span of eight years, FINAR has become one of the fastest growing companies in this industry and needless to emphasize, this has been possible by all those people who have contributed great dedication, hard work, knowledge & sincerity. FINAR realizes these attributes in its team members, and rewards them suitably, from time to time. Growth of the company and growth of its employees go hand in hand.

NETWORK AND LOGISTICS

Finar's extensive distribution network is widely spread across the entire Indian subcontinent, with authorized stockiest & distributors appointed at all strategically important destinations. Our supply chain & logistics management team is the backbone of our "instantaneous shipping" concept. Consistency in terms of information on availability, pricing confirmations and order processing is an integral part of our modus operandi.

Our market penetration is to the deepest levels thereby facilitating our end users to receive products on their shelves with minimum lead-time. Please mail us your interests and we shall direct our nearest stockiest to get in touch with you.

PRODUCT AND SERVICE

FINAR has developed over 1000 products in its portfolio comprising of various analytical reagents, research & specialty chemicals, indicators & stains, pharmacopoeia grade chemicals, phase transfer catalysts, HPLC grade solvents, Gradient grade solvents, ion-pairing reagents and more. These products have been created to uncompromisingly withstand every stringent Quality Control procedure, and to surpass customer expectations. Sure enough, it is this consummate sense of commitment towards quality that has kept FINAR's patrons more than satisfied with its products and services through the years. We have left no stone unturned in meeting every demand of our customers, paying special heed to their needs and preferences. In response to their continued requests towards introducing new products, our marketing prepares a comprehensive analysis of each product requested, and strives to add these products to our upcoming sales programs. Please browse through our extensive database of chemicals or learn about related services offered by us through this section.

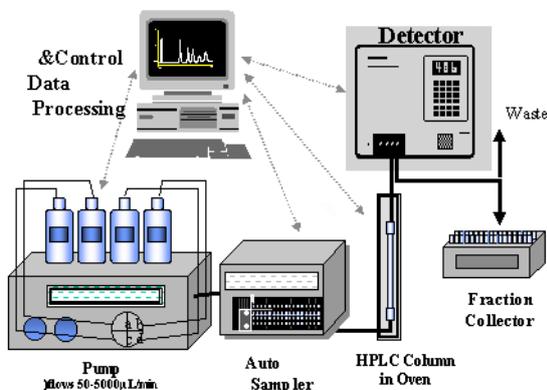
QUALITY CONTROL

The Quality Control & Quality Assurance department is the heart of our operations. Very well equipped with ultra-modern equipments such as UV, GC, FPM, KFR, Analytical balances etc, our expert chemists cater to the need of In-process & Finished Goods testing & analysis. We also carry out R&D as well as process development activities, to improve our production processes as well as adding new products.

INTRODUCTION OF HPLC

Before beginning to work with any HPLC instrument one must understand the basic principles of liquid chromatography at its various modes.

The liquid chromatography is very complex and it consists of sophisticated technology and sometimes delicate and total ignorance in the manner it works might sabotage its parts which are very expensive. In addition, there are chemical processes of distribution between the two phases, the mobile and stationary, while the analysis goes on, and there is a need for a minimum understanding of their theoretical basis to operate the system correctly. Also, a minimum understanding of the method, in which the system performs data analysis, is needed so that no false data or results will be obtained in the analysis.



Introduction to HPLC & Spectroscopy solvents

Solvents are used in HPLC for formulating mobile phases, for dissolving the sample, and for carrying out sample preparation. Mobile phase solvents are of primary concern, because their properties must often fall within narrow limits for acceptable performance.

Finar's selective state-of-the-art manufacturing & packaging facility delivers highest purity of "HPLC & Spectroscopy" grade solvents. These solvents offer lowest background reproducible UV absorbance profile and the UV curves constantly conform to theoretical limits. Finar provides two grades in HPLC Solvents

- HPLC & spectroscopy Solvent
 - HPLC Gradient grade
- All solvents are offered with their respective UV absorbance profile graph, guaranteeing the quality of each product.

- **Features of the HPLC Solvents**
 - Filtered with 0.2 micron membrane
 - Ensuring high reproducibility
 - Low in moisture
 - High resolution and detection of trace impurities
 - Minimum baseline noise in gradient analysis
 - Accurate peak quantification

- **HPLC Solvents are ideally suited for**
 - Sample Preparation
 - Preparative chromatography
 - Analytical application
 - Method development

RANGE OF HPLC SOLVENTS

Finar offers a range of commonly used solvents for HPLC application as well as gradient applications:-

- 30010 Acetic acid
- 30020 Acetone
- 70030 Acetonitrile for preparative HPLC
- 30030 Acetonitrile
- 40030 Acetonitrile Gradient grade
- 30270 Benzene
- 30330 Butan-1-ol
- 30334 tert-Butanol
- 30340 Butan-2-one
- 30376 tert-Butyl methyl ether for HPLC
- 30346 Carbon tetrachloride
- 30370 Chloroform
- 30540 1,2-Diethylamine
- 30550 Dichloromethane
- 30575 Diethylamine
- 30580 Diethyl ether
- 30590 N,N-Dimethylacetamide

RESEARCH METHODOLOGY

Research objective:

- To know the awareness about HPLC Solvents.
- To know the purpose of HPLC Solvents in Pharma Industry.
- To know the Pharma industry purchasing parameters
- To know the features of HPLC Solvents
- To know the rank of Finar chemicals in HPLC Solvents in computation.
- To find out customer of HPLC Solvent of Finar Chemicals Ltd.

Research problems:

- As there are 10 Pharmaceuticals companies of Finar chemicals so it becomes compulsory to know their using Parameters for purchasing HPLC Solvents.

Limitation of study:

- It is very difficult for a student to enter a company without an internal reference.
- Due to limited training time period, the researcher cannot cover all industries.
- This study will be limited to only the Bavl Industrial Area.
- Due to limited time and unavoidable circumstances.
- The researcher has considered the survey with only 10 respondents for knowing
- About customers' Parameters for using HPLC Solvents.
- Lack of an executive approach since the researcher is a student.

Source of data collection:

Primary Data:

- It is the first-hand information collected directly from companies. The primary data is that which is collected first time from the companies.
- In this survey, primary data has been used as a questionnaire to collect the data.

Secondary Data:

- Data through internet sources.
- Data through journals.
- Data through weekly chemicals reports.
- Data through Price list 2011-12.
- Data through finer booklet.
- Data through website and map.

Research design:

- Research design is the arrangement for conditioning for the data collection and analysis of the data in a manner that aims to combine relevance to research purpose with economy in procedure.
- The research conducted by me is an exploratory research. This is exploratory in nature because the study is a focus on fact finding.

Research plan:

- For completing this research, I went for a sample study because, looking at the size of Pharmaceutical industries and the time limitation, it was not convenient for me to cover entire Pharmaceutical industries.

Sampling plan:

- A sample design is a definite plan for obtaining a sample from a given Pharma industries.
- A sampling plan is determine before data are collected.

Sampling frame:

- The list of sampling unit from which sample is taken is called sampling frame.
- The area of Ahmadabad District studied thoroughly and sample were selected from the place in mahagujarat pharmaceutical SEZ to get effective results.

Sample size::

- Total sample size is 10. The following sample size according to areas wise is a follow, like
- 2 from mahagujarat industrial estate
- 1 from gotta GIDC
- 2 from Pharma SEZ
- 2 from Kerala GIDC
- 1 from Dholka
- 2 from other

Sampling method:

Non Probability Sampling (Convenience Sampling Method)

FINDINGS

From the research work that has been conclude that; Researcher have come to certain findings. Every research has its own result or conclusion or problem so formed. A finding means the outcomes that have been derived from the research are summarized as below:

- On observation it is found that the companies report not so poor. And hence they have the limited duration, but even they didn't find any difficulty.
- It is found that the price is somewhat higher for the chemicals products but when considering about the quality and availability the price can paid.
- Most of the companies are satisfied with the price, because of the chemicals quality and Brand.
- On the observation one company's quality controller say that problem of the delay in supply and packaging.
- Finally researcher can say that the most of the companies are using HPLC solvents for analytical purpose and some are use for the production propose.
- So researcher can say that our solvents are mostly using for the analytical purpose.

- In research area most of the companies are using Finar chemicals but some companies use Merck chemicals. This is because it is very essential for them to deal with the customers. They are in need to their various kinds of customers.

SUGGESTION

The main objectives of every analysis is to find the faults and road block of the business Some of the suggestion, the companies told and some from the findings of the analysis are listed below.

1. Most of the companies give major preference to the quality of HPLC Solvents.
2. Most of the companies are satisfied with the HPLC Solvents quality so first objective is that to maintain quality.
3. Continue improvement in HPLC Solvents is important for the company.
4. The second preference given by companies to packaging of the HPLC Solvents.

CONCLUSION

On visit of 10 industry and interaction with area and owner of the organization. They have given on their preference to various features which researcher has asked through Questionnaire. Ranking of various parameters on analysis are as follows:

1. Quality
2. Packing of the product
3. Brand & service
4. Availability & Technical matters
5. price

Researcher feel that the company should focus on there are to improve their brand image and market share.

MANAGERIAL IMPLIMENTATION

A researcher says that this research is helpful for management and other marketing research consultancy for finding a problems of business and look other parameters affects while a customer purchase product.

After this research company and top management implement for improve the quality and packing of the HPLC Solvents. Because in research it is found that most of company give first preference to quality and packing.

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