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Friulchem - “Research and development that is always attentive to client needs”

"Friulchem is a highly innovative CDMO that has always aimed to offer something more to the market, and research and development activity in drug delivery (delivery routes) plays a fundamental role in this," says Disma Giovanni Mazzola, CEO of Friulchem, in an interview with Market Insight.

“An activity to which Friulchem allocates investments equal to around 5-6% of the turnover of the veterinary BU and 8 internal staff members, as well as leveraging partnerships with external research institutions, especially universities”.

In particular, R&D, explains Mazzola, "always aims to identify new ways to administer products and improve existing modalities to offer technology platforms to the market which are applicable to different active ingredients, both pharmaceutical and non-pharmaceutical, or natural”.

"These are therefore solutions that we study, develop and propose proactively to our partners who are involved in the marketing of the product. All this to meet customer needs that we are able to identify thanks to constant contact with other companies in the sector, as well as with farmers for large animals and veterinarians for small animals”.

In addition, the CEO points out, "we are also working to select molecules that are interesting and applicable to Friulchem technologies, with the aim of offering the best possible solutions to the market”.

"An example of what we are looking for are the FC-CUBE chewable tablets for cats and dogs, which we have developed and patented and which have allowed us to respond to a very common market need, the administration of products to small animals. We worked to find a particular solution, and once found, we subsequently patented and industrialized it. In addition, we have been in contact with partners interested in applying this solution in the pharmaceutical field and in other areas, and we have also recently decided to invest in one of these contacts, a company that makes finished products based on our technology”.

“Another of our patented solutions”, continues Mazzola, “is FC-BALLS, characterized by electrically charged 'microbeads' containing active ingredient, natural product, or complementary feed to be applied with a spray directly on the animals’ fur, or in the water in the case of aquaculture, with different applications for large and small animals. A technology about which we are talking to a number of companies in order to identify new possible applications”.