

Customer Requirements

An American multi-national company needed to improve the effectiveness of its supply chain for formulating a key Plant Growth Regulator (PGR) soluble granule.

The client was in the process of establishing a new Active Ingredient supply via a joint venture plant in China and was looking for an EU based formulation partner because the main markets for the granular PGR were in Europe.

Exwold had been in discussion with the client for several years about a number of agrochemical products, so when the decision was made to transfer production of this PGR to Europe, Exwold was chosen as the contracting partner.

Exwold's Solution

The specialised extrusion plant design at Exwold's Haverton Hill facility was perfect for the acid/base neutralisation process which the client required for their product. An initial three year supply agreement was signed in 2006 and over 5,000 mt of the granular PGR have been manufactured by Exwold since then.



In 2010 the client also decided to further improve the supply chain costs of this product by moving the final re-packing operations from another smaller UK contractor to Exwold's Hartlepool site.



At the Hartlepool site our higher tier COMAH (Control of Major Accidents and Hazards) authorisation allows the storage of bulk granular pesticide products, which are then packed into smaller sales units according to our client's seasonal/geographical demands.

In 2018, the EU regulatory requirements for impurities in this product changed significantly and there was a risk the product would not meet requirements. A joint task force was formed between Exwold and the client, working on potential ways to reduce the impurity.

A new lodge mixer was installed in the plant and modifications to the process made. This was successful in achieving the extremely low levels of impurity required and the client was able to gain market share.

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