

Latest News – July 2011

- (1) MDP Marketing Advertisement (Classified) In Chemical & Engineering News
July 18, July 25, and August 1

Business Development Specialist

Tired of waiting for sales to improve? Veteran chemical marketing executive helps companies attract new customers and identify new markets for their products. Benefit from 15 years of consulting experience in chemicals, plastics and biotechnology. Contact Harold L. Durkin, PhD at MDPMarketing@optimum.net or call 800-250-7721. Member of ChemConsultants.Org

- (2) Biotransformation Industry and Sustainable Raw Materials

Biotransformation companies convert low cost agriculture products into high value, sustainable raw materials for chemicals, coatings and plastics using a mixture of fermentation and enzymes. The new biotransformation industry is a mix of well funded startup companies and traditional chemical producers such as Dow Chemicals and DuPont. Working with client Bio-Research Products, I have been active over the past 6 months in promoting enzyme catalysts to this new and growing industry. Also working to find a source of bio-propylene glycol for a client.

- (3) New Agriculture Plastics

In 2007, eight companies announced they were building a plant to produce propylene glycol from biodiesel. Of these, only one company proceeded with their building plan. ADM announced in an April 2011 press release that their plant to convert glycerine (a byproduct of biodiesel production) into propylene glycol is now online. MDP Marketing is working to source this bio-glycerine for a new plastic to be based on two non-petroleum raw materials.

- (4) Startup Companies

It is a new age for university professors and the dictate of “publish or perish” is being replaced with a push for professors to commercialize their technology through startup companies. This raises a number of complex issues for these professors including what their University experts consider to be “ready for commercializing” technology. MDP Marketing is able to bring an unbiased look at technology and guide clients into how to begin a startup including budgeting, funding and hiring. I believe that most exciting new technologies still requires a research breakthrough to become commercial and that most startup companies begin as research companies.

Harold L. Durkin/MDP Marketing – July 11, 2011