

NiCHE Case Study



3-Mercapto-3-methyl-1-butanol

Problem:

Based on its own sourcing of 3-Mercapto-3-methyl-1-butanol as part of a manufacturing process, an EU-based company confirmed pricing and lead times of product with its customer. However, the supplier of 3-Mercapto-3-methyl-1-butanol failed to honour its commitment to the order and withdrew its offer, so the manufacturing company needed to find a reliable, alternative source to be able to fulfil its customer's order.

NiCHE Solution:

NiCHE Materials identified a suitable source that had 3-Mercapto-3-methyl-1-butanol in its product portfolio as a regularly manufactured item. This new supplier was able to offer the product within the previously agreed lead time, and meet the end user target specification, at half the cost quoted by the original supplier.

Long-term Outcome:

The manufacturing partner sourced by NiCHE Materials was able to supply the material within the customer's previously quoted timeframe.

