Since its establishment in June 1989, SCC (Scientific Consulting Company) has consolidated its standing as a consulting company with the focus on regulatory compliance services for agrochemicals, chemical substances, biocides, etc. We asked Friedbert Pistel, the company’s president, about how the company will continue to expand its business network in the Asia region with a view towards future growth, and how it should continue to respond to various regulations.

Q: You have established a business in Japan, your first company outside Germany.
A: When we started, we had first no Japanese clients, but from 1991 on we have gradually been able to build relationships. We opened a representative office in Tokyo in 2007, and then we established a Japanese company on July 30, 2018, in order to deepen our relationships with Japanese enterprises and further strengthen our support functions for Japanese enterprises.

Q: How will you continue to fully utilise your business results in Japan in the Asia region, which is a growing market?
A: I want to continue to expand the network in the Asia region in the future. At that time, I will continue to advance “step by step” in the same way that we did it in Japan. First, we will establish representative offices, and then we will continue to strengthen the business system. The business activities that we have tackled in Japan will serve as the base for network expansion in the Asia region.

Q: What kind of issues are chemical enterprises facing?
A: Uncertainty – especially Brexit (the United Kingdom’s departure from the EU) and the trade problems between the main countries – serves as the backdrop to the sudden changes in the environment surrounding the chemical industry in Europe. At the same time, SCC’s clients in Europe are citing as one of the issues the fact that the costs of dealing with the chemical product regulations in South Korea, Turkey and Russia are increasing.

Q: How should you prepare for Brexit?
A: Brexit will likely have a major effect on the business activities of SCC’s clients in the United Kingdom and EU member states. If the end result is a no-deal Brexit, greater efforts for maintaining supply chains will be required. It is necessary for enterprises to analyse the product portfolio that they have developed in the United Kingdom as early as possible and prepare for Brexit. Our company will continue to firmly support such enterprises.

Q: What are the key points for attention as regards REACH?
A: In Europe, there are quite a few enterprises that are hard pressed in dealing with the compliance inspection checking whether or not the registration dossiers (related documents) for chemical substances meet the information requirements of the REACH regulation, and also the updating of the dossiers. SCC is anticipating that in the long run ECHA (the European Chemicals Agency) will undertake compliance inspections for all chemical substances. ECHA has further announced that it will check periodically to see whether or not the registration dossiers have been updated. There may be quite a few enterprises headquartered in EU non-member states that still do not fully understand this state of affairs.

Interviewer: Takanashi Masato, the Chemical Daily