# Stories of Success: Tosoh Bioscience

*Christian Rohrer, Director of Sales and Marketing, Tosoh Bioscience, shares key successes in the 50 years since Tosoh's initial HPLC column launched, the secrets to these successes, and what the future holds for the company*

It's been 50 years since the TSKgel HPLC column launched, kickstarting Tosoh's journey to success in macromolecule analysis. Could you tell me a little about this?

In 1971, Tosoh developed the first TSKgel column for GPC analysis – very shortly after HPLC was first described in a 1966 publication. Later, we developed a full suite of columns for HPLC, but size-exclusion chromatography (SEC) columns are still a core part of our expertise today. Of course, other chromatography media, SEC instrumentation, and MALS detectors have been added in the years since, but it's the TSKgel column brand that really kicked off our chromatography story.

What has been Tosoh's key success over the years?

We are particularly proud of the fact that our columns (and associated SOPs) are used around the world in many different quality control departments. This is a huge achievement for us because it shows that a lot of customers – particularly in the biopharmaceutical arena with SEC – rely on Tosoh's columns for high-quality results. It has been great to see Tosoh continue to be a leader in this space.

What are some of the secrets to that success?

As chromatography experts ourselves, the different teams within Tosoh have always developed methods and products in close collaboration with customers and other experts around the globe to help our clients develop therapies against life-threatening diseases. I think that has been key to our success; it has allowed us to not only meet customer needs, but also foresee and anticipate future trends.

What are you most excited about for the company's future?

Monoclonal antibodies have been the go-to biomolecule for the last decade. As challenging as the COVID-19 pandemic has been – and still is – it has led to amazing developments in mRNA-based technologies and I'm very excited about the use of such technologies in other disease areas. When you look at biomolecules that are currently approved for therapeutics – such as siRNA or antisense oligonucleotides – I think we'll start to see a lot of new technologies entering this space. Then, there are also the delivery vehicles involved in these therapies, such as virus-like particles and lipid nanoparticles; these are as important as the drug itself.

We're in a very good position at Tosoh. Our background in SEC and our range of current products means that we can help customers across these areas analyze and produce biomolecule-based therapies. I think Tosoh's chromatography solutions will play an important part in the development of these technologies within the medical sector – and that's very exciting.

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