

**Specialty Chemical Manufacturer producing Light-Weight, Environmentally Friendly Conductive Polymer Additives for Coatings and Plastic Materials**



**Volha Hrechka**  
Chief Executive Officer & Founder

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Interview conducted by:  
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“We innovate with passion. We work with transparency and we earn our customer trust... It is all about what I call the theory of large numbers; you have to talk to all of them in order to find 1-2 partners that will match your core values and value proposition.”  
- Volha Hrechka

**CEOCFO: Ms. Hrechka, would you tell us about PolyDrop?**

**Ms. Hrechka:** We are a specialty chemical manufacturer. We create coatings and plastics that conduct electricity and we are shockingly good.

**CEOCFO: What is special about your products?**

**Ms. Hrechka:** We make a light-weight material, meaning that we reduce a weight of paints and plastics by 10X. The current materials that are being used are carbon black or metal particles, which are very dusty and heavy. Our materials are very light and you only add 1-3wt% percent of a material and you achieve the same properties.

**CEOCFO: Why does the weight make a difference?**

**Ms. Hrechka:** If you think about the airplanes and cars, companies are always looking for our light-weight materials because it has a huge impact on fuel usage as well as CO2 emissions. That is where we come into play, we reduce weight and therefore we are saving the environment.

**CEOCFO: Are you products in use or are you still in development?**

**Ms. Hrechka:** We are currently at 2 metric ton capacity production. We have fourteen employees on site. We are at full capacity this year. This is our first year to break even and several our products are already being used and sold on the market today.

**CEOCFO: When you are presenting your products do people understand immediately if you are presenting to the right person? Is there any skepticism?**

**Ms. Hrechka:** Usually we are pretty innovative in the way we present to our customers. The majority of them already know about our products. In material science or in the materials field you are competing with ten different materials and there is always something better but where we win in terms of our materials is that our processability of our materials is easy compared to others. We also tailor materials towards customer needs, meaning that if they share some information with us we actually can tweak that formulation and make sure our formulation works in their system. That is the majority of how we win our customers, we tailor and work closely with them in order to understand their issues and try to tailor our products into their system.

**CEOCFO: Would you give us an example of where you are able to customize that made a difference?**

**Ms. Hrechka:** We had a project with a company for one year, they just sold products initially. They were happy with the stability of our products but they wanted a more transparent color. Ours could give a little bit of a tint sometimes, so we