



KÖRBER MEDIPAK
pharma packaging systems



1|2012

**One solution – many
advantages: new StickPack-
Line by MediSeal**

facts

KÖRBER MEDIPAK - Customer Magazine

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Dear Customers,



In our mobile society, one thing is becoming increasingly important: convenience. This means that packaging that is quick and easy to use, especially while on the go, is becoming more and more popular with consumers. The stick pack format offers precisely this kind of flexibility combined with precise doses of active ingredients. At the same time, manufacturers benefit from reduced material costs and the ability to differentiate from the competition with modern packaging.

MediSeal has developed an integrated StickPack-Line: the optimal solution for primary and secondary packaging of free-flowing powders, granulates, pellets and fluids. The sticks are packaged side-loaded and at high speed. High process reliability paired with excellent output quality guarantees high overall equipment efficiency (OEE).

The optimal combination of flexibility and efficiency in the packaging process is a significant competitive advantage in the pharmaceutical industry. To produce printed cartons quickly, inexpensively and, above all, flexibly, Rondo invested in an integrated production line with digital printing technology.

The days in which packing machines ran in one format for days or even weeks are history. Machines today work with different package dimensions and changing presentations for different countries, which makes it necessary to change formats many times a day. When these changes function quickly and smoothly, changeover times are minimized, ensuring overall system efficiency. Since Dividella took format changes into account when designing the packaging machines, they are easy to perform and only require one operator.

With the newly established T&TSolutions business unit, Seidenader is adapting its organizational structures to the increasing global demand for serialization solutions. As a pioneer in this area Seidenader will continue to expand its operations in this segment.

Last but not least, I would like to invite you to visit us at ACHEMA, June 18-22, 2012 in Frankfurt. More information about what's new at our exhibit this year you can find in this issue.

My very best wishes,

Gerhard Breu

ACHEMA 2012: Welcome to Körber Medipak

When ACHEMA – the world's largest trade fair for process engineering – opens its doors on June 18, 2012, the Körber Medipak Group companies will exhibit together once again. Dividella, MediSeal, Seidenader and Rondo will show their solutions for the healthcare industry at Stand G 71 in Hall 3.1.

ACHEMA 2012

Register online and reserve
your entry ticket:

www.koerber-medipak.com/achema

Körber Medipak
Hall 3.1, Booth G 71



Seidenader
syringes inspection

NEW at ACHEMA: LA600 SP-P1600 – complete StickPack-Line by MediSeal

The new stick pack line is based on the high-performance LA600 SP system and is capable of manufacturing and processing up to 600 sticks/min and cartoning up to 100 cartons/min. Consistent guidance of the sticks along the process chain makes it possible to package them in an organized way using the high-performance side-loading process. High process reliability paired with excellent output quality ensures high overall equipment efficiency (OEE). The transfer system functions as a buffer zone, so the stick pack machine and the cartoner are not directly connected to one another. This allows the buffer to absorb small disruptions without causing downtime for the stick pack machine, ensuring efficient line operation. This results in lower reject rates and improved OEE.

For detailed information,
please see page 8.

NEW: Reducing the breakage by verifying the glass tension

As a complementary technology to optical inspection of pre-filled vials Seidenader presents a module to verify the tension of the glass container, stationed on a MS-30 inspection machine. This technology actually illustrates tension in glass; an indicator for stress by displaying potential weak points and cracks in the glass container. A special imaging polarimeter is used to visualize double light refractions in the glass.

Seidenader T&TSolutions: SingleUnit and CaseStation

Seidenader T&TSolutions offer serialization solutions, from the smallest retail unite to the aggregation for bundles, cartons and pallets – i.e. complete traceability to prevent counterfeit products.

The T&TSingleUnit enables the serialization of the smallest retail unit. With a label applicator and a tamper-evident seal, it complies with the current legislations for labeling medications and can easily be adapted to future requirements. With the T&TCaseStation it is possible to aggregate data to ensure traceability.



White-Line by MediSeal: Maximum system efficiency even at the smallest batch sizes

Specially developed for batch sizes from 1 to 2,000 blisters, the innovative White-Line concept revolutionizes the entire supply chain – the different countries variants can be combined in one batch.

Instead of processing many country-specific packaging materials and inserts, the White-Line concept is based on unprinted (white) materials. Lid foil, cartons and inserts are not printed with the country-specific information until they are on the packaging line.

On a traditional production line, these many small batches result in long changeover times, while this system treats all the units as one big batch. The changeover to a different language is fully automatic and controlled by the line management system, and takes only 10-12 minutes.



Körber Medipak at ACHEMA 2012



Dividella

NeoTop 804

Top-loading cartoner for combi-packaging

MediSeal

New: LA600 SP-P1600

Complete packaging line for stick packs

White-Line by MediSeal

Late Stage Customization

CP400-P3200

Blister line for up to 400 blisters/min and up to 300 cartons/min

Seidenader

T&T Single Unit

Serialization of the smallest retail unit

T&T Case Station

Data aggregation to ensure traceability

MS-30

High-performance inspection machine for pre-filled vials

VI-60-S

High-speed inspection of pre-filled syringes

V90-AVSB

Semi-automatic particle inspection

VPE-C

Handheld device for visual and camera based sample inspection

SyWalker

Infeed and separator system for syringes

Dividella NeoTOP 804:

TopLoading cartoner for combi-packaging

This cartoner was developed to combine different products in the same packaging fully automatically. NeoTOP represents the optimal combination of great format flexibility – from 1 to 10 objects per package – and high-performance packaging. Using carton as a mono-material also offers considerable advantages as it is a high-performance, environmentally-friendly solution, which results in low total cost of ownership (TCO).

Rondo: Carton with scratch card – an inexpensive compliance solution

This innovation helps patients take their medications on a regular basis. Studies show that more than 50 % of patients do not comply with dosage instructions. The most common problem is forgetting to take medications. This inexpensive compliance solution from Rondo responds to this need and also offers many marketing and communication options.



Fig. above:
Rondo Tamper Evidence – the patented folding box with integrated tamper evidence

Fig. below:
Folding box with scratch card

ACHEMA

June 18 – 22, 2012 | Frankfurt Main (Germany)

Chinapharm

September 24 – 27, 2012 | Beijing (China)

Fachpack

September 25 – 27, 2012 |
Nuremberg (Germany)

Interphex PR

October 04 – 05, 2012 | San Juan (Puerto Rico)

CPhI

October 09 – 11, 2012 | Madrid (Spain)

ScanPack

October 23 – 26, 2012 | Gothenborg (Sweden)

Packexpo

October 28 – 31, 2012 | Chicago (USA)

Salon de l'Emballage

November 18 – 22, 2012 | Paris (France)

P-MEC India

November 21 – 23, 2012 | Mumbai (India)

Pharmtech

November 26 – 29, 2012 | Moscow (Russia)

One solution – many advantages: new StickPack-Line by MediSeal

The new packaging solution for free-flowing powders, granulates, pellets and liquids is celebrating its launch at ACHEMA 2012 in Frankfurt.

**Be there – Market launch
at ACHEMA 2012:**

**Monday, 18/06/2012
Hall 3.1, booth G 71**

More information: www.mediseal.de

Our world is constantly accelerating and daily routines are becoming increasingly irregular. More than ever, people are required to be both mobile and flexible. So one thing is becoming increasingly important in our society: convenience.

Stick pack packaging is becoming more popular with consumers. Consumers find the portioned packaging convenient, as well as how quick and easy it is to use, especially on the go. This modern type of packaging is also excellent for precise doses of active ingredients. Beyond convenience, stick packs also offer promising advantages to producers.

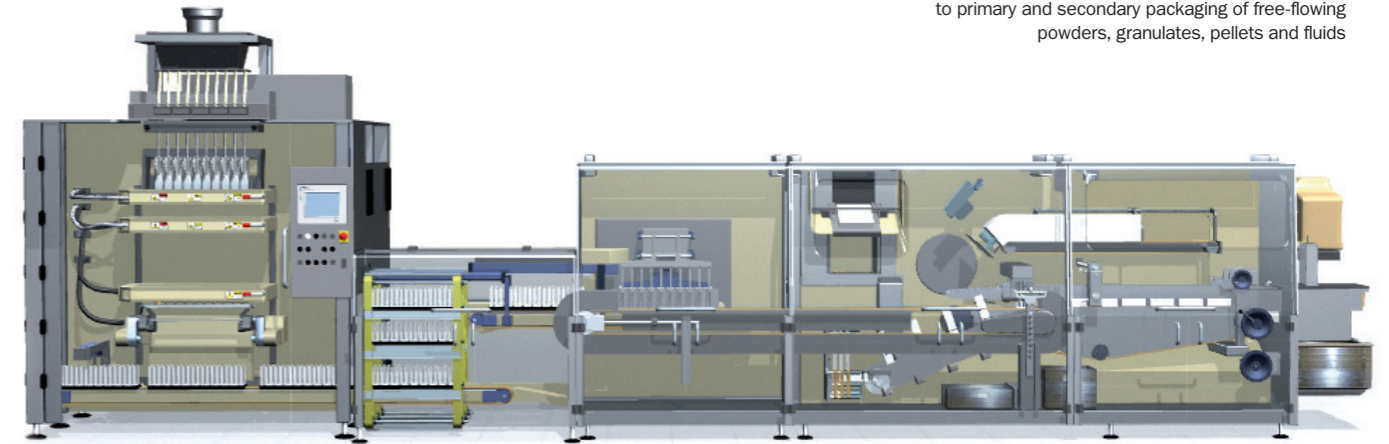
The potential for full surface printing allows brands to express their brand identity and the modern type of packaging differentiates the product from the competition. They also reduce consumption of foil and cardboard by up to 30 %. This means reduced materials costs and an improved CO₂ footprint per product.

With its new StickPack-Line, MediSeal introduces an excellent solution to primary and secondary packaging of free-flowing powders, granulates, pellets and fluids. The new line is based on the existing LA600 SP stick pack machine. It was tailored specifically to the requirements of the pharmaceutical market and is the only one of its kind – until now. The LA 600 SP and the popular P1600 cartoner make for an ideal combination of proven technologies.

The sticks are packaged side-loaded and at high speed. This is provided by a fully defined guide track that keeps the sticks in order along the process chain. This consistently prevents the sticks from free-falling or being randomly distributed. High process reliability paired with excellent output quality ensures customers high overall efficiency effectiveness (OEE).

The line's strictly modular structure provides maximum mobility. Though the basic version is extremely compact, the line layout can be customized to any existing architectural elements. It can be arranged in an L-form or U-form.

New StickPack-Line: an excellent solution to primary and secondary packaging of free-flowing powders, granulates, pellets and fluids



The line also offers flexibility in terms of implementing additional custom functions for customers at a later time. For instance, it's easy to add a leak detection system or scale later on.

Optimal line access gives the operator the best insight into the packaging process. Short down-times for maintenance and the exciting option of wet-cleaning the carriers also contribute to excellent system efficiency.

The new solution combines flexibility, mobility and system efficiency – which makes it the ideal solution for packaging sticks.

In short: efficient, modern and environmentally friendly!

The MediSeal StickPack-Line



Flexibility

- Fluids, free-flowing granulates, powders and pellets
- Large-width format for the sticks
- Large-width format for the cartons
- Wide range of stacking templates

Mobility

- Modular design makes it possible to customize it to virtually any existing architectural features
- Implementing a wide range of functions
- A smart investment for the future since it can be retrofitted at a later time

System efficiency

- Directly guiding the sticks makes the production process stable
- Quick machine access for cleaning and maintenance
- Buffer between the LA600 SP and the cartoner balances out small disruptions

Inspection of pre-filled syringes to detect perforated needle shields

Ensuring the integrity of pharmaceutical containers using high voltage.

Besides cracks and pin holes in the glass body of pharmaceutical containers, perforated needle shields on pre-filled syringes are a major cause for compromised sterility in parenteral products – one of the greatest risks to patient health.

Perforated needle shields cannot be consistently detected visually or using machine vision systems. To ensure the integrity of sy-

ringes, Seidenader developed a new process to reliably verify this defect; it involves a 100 % inline check in machines at production speeds of up to 600 syringes/min. A compact station for inspecting needle shields using high voltage can be integrated into star wheel of a Seidenader VI-S or MS-S series automatic inspection machine as a supplement to camera stations (see image on right-hand side).



High voltage technology as a supplement to visual inspection

A needle that has perforated the rubber shield is usually still covered by the outer plastic shield. This kind of defect hidden by a cloudy polypropylene cover is hardly visible, making it hard for the camera to identify. The detection of such an error during quality control sample checks normally results in a complex follow-up inspection.

This effort can be saved through the use of a compact HV inspection station from Seidenader. High voltage applied to the lower part of the syringe reliably identifies defects in the needle shield by measuring a different resistance than in good containers, caused by the conductivity of the protruding needle – even when the needle is surrounded by a rigid plastic shield (RNS). A unit with a current higher than a defined maximum will be rejected. HV inspection stations can be used at both, the syringe manufacturer for empty syringes and in pharmaceutical filling operations.

With appropriate mechanical handling and HV test stations this technology can also be used to check the integrity of the entire syringe. With high-precision electrodes and high precision handling system, the entire surface can be inspected at speeds of up to 600 syringes/minute. High Voltage Leak Detection can be integrated as a module into a Seidenader high-performance inspection machine or used as a stand-alone machine.



High voltage reliably identifies defects in the needle shield by way of a spark caused by the conductivity of the protruding needle. Tests show that this method can even detect weak points in syringes in which the needle is surrounded by a rigid plastic shield (RNS).



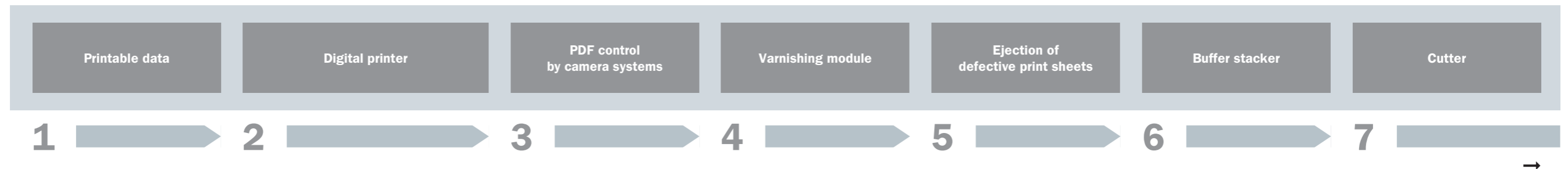
Rondo invests in the digital future

A pioneer in manufacturing secondary packaging for the pharmaceutical industry, Rondo is investing in an integrated production line for digitally-printed cartons.

Challenges in the pharmaceutical market

The pharmaceutical market is changing comprehensively. New regulatory provisions, cost pressure, the introduction of new, highly specialized products, as well as rapid growth in the so-called “pharmerging markets” all place high demands on pharmaceutical manufacturers. Differentiation from the competition and optimized process costs become crucial competitive advantages in this environment.

Fig. 1:
Computer to Carton – fast and flexible production
with digital printing technology



Rondo

Falling batch sizes

A study Rondo conducted recently among selected pharmaceutical manufacturers confirmed the trend toward increasingly small batch sizes.

52 % of respondent manufacturers predict that smaller batch sizes will become increasingly important in their future production operations.

42 % of respondent manufacturers reported that their smallest batch sizes are under 500 pieces (fig. 2).

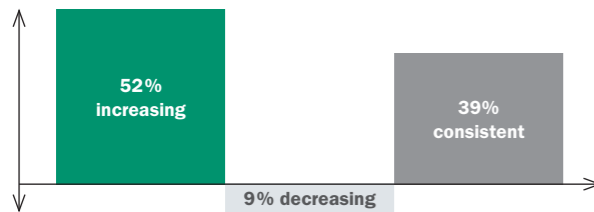


Fig. 2:
Impact of small batch sizes

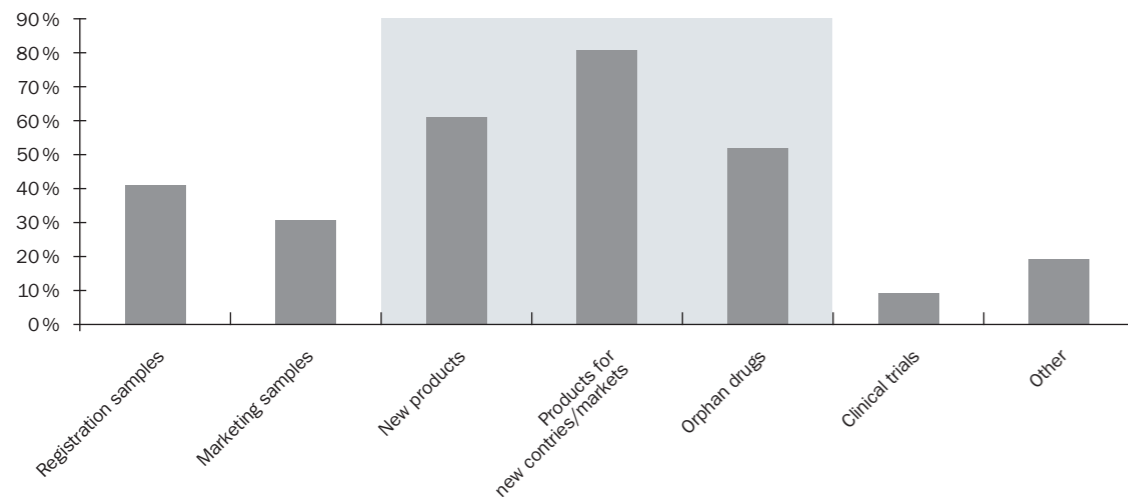
Reasons for small batch sizes.

After a temporary slump, the global market for generic drugs is growing at an annual rate of around 6 %. Time-to-market is a decisive factor for manufacturers of generics, enabling them to be the first to serve the market with a new product. It's a "first come, first served" market. Digital printing technology increases flexibility and reduces response time.

Niche products – including "orphan drugs" – treat rare illnesses (e.g. certain types of cancer, genetic disorders, etc.) and are produced in small or tiny quantities. For suppliers of cartons, this means being able to deliver small batch sizes on short notice at any time.

The common practice among pharmaceutical manufacturers of registering their medications not only with the EMA, but with all European countries, results in country-specific presentations and therefore smaller batch sizes. The associated multiple market launches require increased flexibility for supplying secondary packaging (fig. 3).

Fig. 3: Reasons for small batch sizes
(survey with selected pharma companies)



Dividella

Dividella machines are designed for smooth format changes

Effectiveness and efficiency are concepts we automatically associate with packaging technology in the pharmaceutical industry. The days in which packaging machines ran in one format for days or even weeks are history. Quick-response production is the need of the day.

Why? Today it's common for packaging machines to produce different products with different packaging dimensions and various country presentations. This means the batches are usually small and as a result several format changes a day are necessary.

This is why the pharmaceutical industry requires packaging machines to integrate smoothly into the flow of variable production. This often means that it's necessary to compromise between higher performance (for larger batches) and maximum flexibility.

For that reason all Dividella machines feature smooth and quick format changes – as standard. The Swiss company has been dealing with these issues since inception, as virtually none of the delivered packaging machines has ever been used for just one format. All machines are designed in a way that different packaging configurations can be packaged on one machine with short changeover times. Frequent format changes are already an important factor in the design process.



On Dividella NeoTOP and NeoWallet packaging lines, all adjustment parameters are displayed to the operator on an LED display at the place where the adjustments are to be done. This means adjustments can be made quickly and without error.

Factors that promote safety are also decisive when it comes to quick and easy changes of the format parts. All format parts are rugged and small, which makes them light. The design allows a single operator to easily perform any format change – without tools or equipment.

NeoTOP 304 with over 20 formats

“We are currently working 3-shift rotation and have an average of 2-3 format changes in 24 hrs. The quick and easy changeover runs almost incidentally and does not take more than 2 hours.”

Mr. Köppe
Head of production mibe GmbH Arzneimittel
March 2012

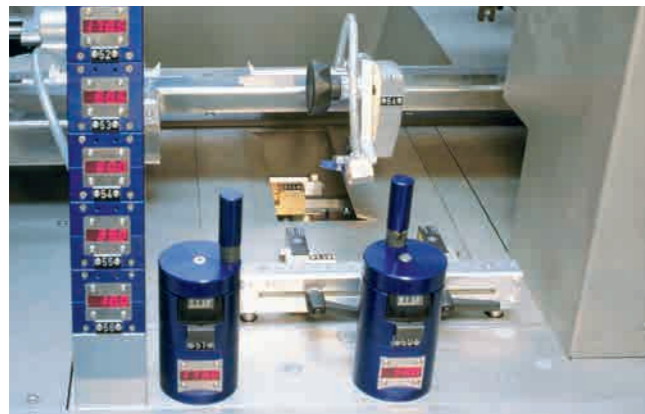


Fig. above:
HMI module at NeoTOP

Fig. below:
Digital display at the handwheel

The format parts are designed so that they cannot be mixed up. They can also be given customer-specific features, such as colors, codes or RFID tags.

This sounds easy – and for operators who complete training it is. The video training supplied by Dividella helps to optimize the changeover so that after watching it, operators can perform their job with confidence.

This service commitment is part of the Dividella philosophy – along with delivering new or modified format sets. This makes it possible to continually expand the range of pharmaceuticals running on one packaging machine.

New Business Unit “Track&Trace” – Seidenader continues to expand its operations

Counterfeited drugs are getting increasingly an issue, bearing a tremendous risk for patients’ health and safety. To respond to this problem, legislators worldwide have been issued or are working on regulations and standards for anti-counterfeiting solutions, with the goal to detect counterfeit drugs in the supply chain, ultimately preventing that these are delivered to patients. Accordingly, the demand for so-called serialization and e-pedigree solutions has been continuously growing during the past years.



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In response to the increasing demand and to further expand its leading position Seidenader has now integrated all activities related to Serialization and ePedigree in a dedicated business unit.

Successful implementation of Serialization solutions requires experience and expertise in a variety of areas. The new business unit Track&Trace combines many years of experience in camera, labeling and software systems with expertise in implementation and validation of complex IT projects, product handling and the entire packaging process. With that, Seidenader is able to offer custom solutions for Serialization and e-pedigree from a single source.

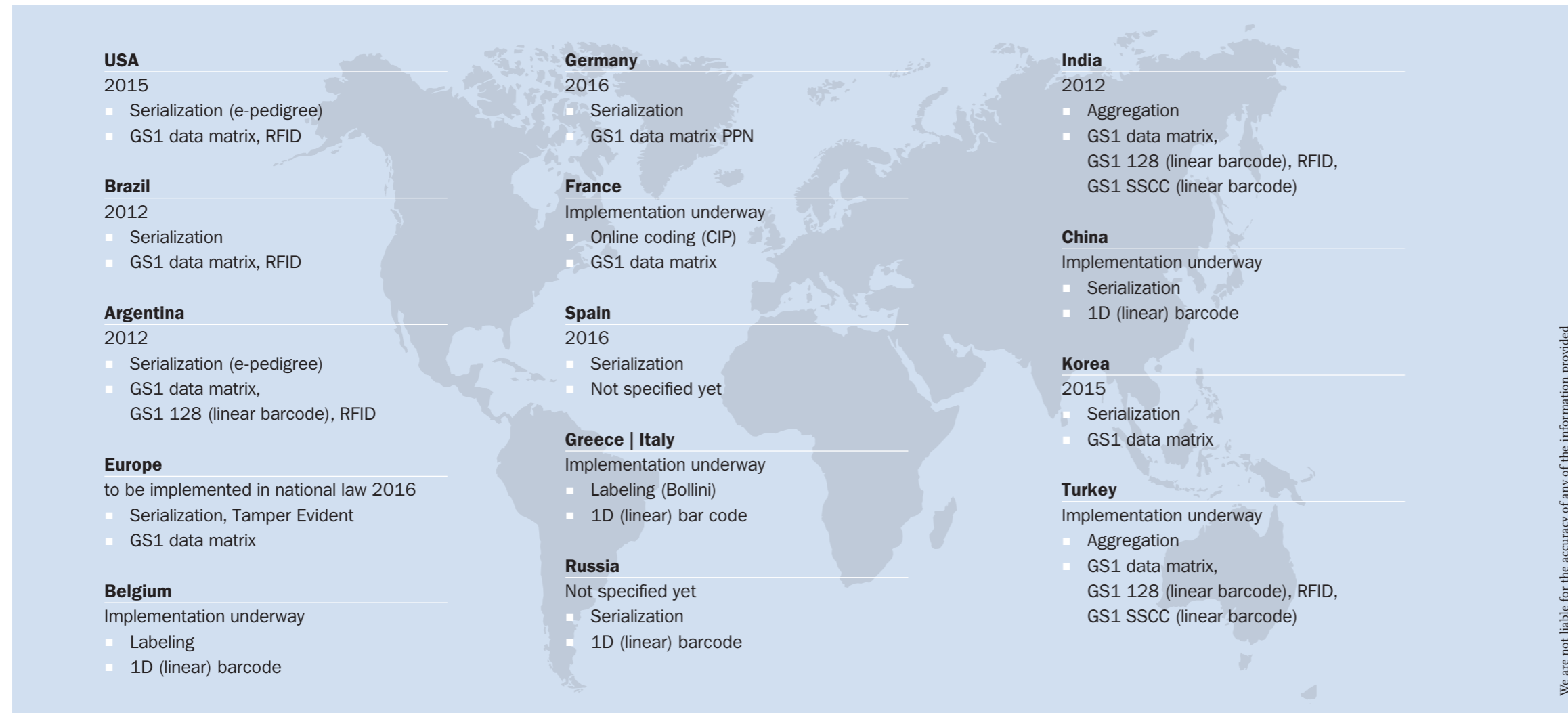
“We create flexible and market-oriented structures by bundling expertise and experience, which enables us to take a proactive stance in the market and respond quickly,” says Gerhard Breu, CEO of Körber Medipak GmbH.

The existing capacities for Sales and Customer Service in North America will be integrated and further expanded within Körber Medipak North America Inc. (KMNA). This enables our customers to benefit from regional presence, as well as bundled expertise for all Körber Medipak products.

Seidenader “Track&Trace Monitor” – international demands at a glance

Since different countries have different requirements and regulations for labeling medications, we will use this platform to present information about the most important current developments on an ongoing basis.

All information and regular updates:
www.seidenader.de



We are not liable for the accuracy of any of the information provided

We'd like you to meet ...



Tieme Jan Slomp
Head of Pharma Technology Business Unit
Körber Medipak GmbH

Starting November 1st, 2011 Tieme Jan Slomp (46), as a member of the management of the company, took over as Head of the Pharma Technology Business Unit at Körber Medipak. In his position he is jointly responsible, together with the respective managing directors, for the Dividella, MediSeal and Seidenader companies. Tieme Jan Slomp has many years of management experience in the packaging machinery industry, including as project manager and divisional manager.



Jens Wihsinger
Head of Customer support and service
MediSeal GmbH

As of January 2012 Jens Wihsinger (38) took over as Head of customer support and service at MediSeal. Jens Wihsinger has long term experience in service management and customer support, most recently at Fette Compacting in Schwarzenbek. He started his career as a customer service technician and after further education as process specialist he took over the management of process engineering, support and training.



Patrick Plocher
Director Marketing & Sales
Rondo Europe

As of March 01, 2012 Patrick Plocher (43) took over as Director Marketing & Sales for Rondo Europe. Patrick Plocher brings 17 years of experience in sales of secondary packaging and therefore a broad know-how working for the pharmaceutical industry. He worked for companies like Tovenca and Avery Dennison Roll Materials most recently he has been employed as Sales Director Industry Europe at Stralfors-EsonPac.



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