

Milan, July 2009

Dear Visitor,

this first newsletter opens the way for a series of useful information and news regarding the next edition of Pharmintech 2010 and the pharmaceutical business community.

Our staff is at your complete disposal to provide you with all the information you may need to consider a successful participation.

Enjoy your reading!



The last edition: a picture of success

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A comprehensive showcase

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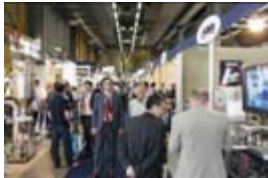
The Pharmintech Observatory Research Project

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Events and seminars: Pharmintech in the front line

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Pharmintech, the international exhibition taking place every three years at BolognaFiere exhibition center - Italy, is Europe's top showcase for technology, materials and services for the processing and packaging of pharmaceutical, nutraceutical and personal care products. The next edition is scheduled May 12 to 14, 2010. The results of the last edition exceeded all Pharmintech's expectations, attracting over 4,000 visitors, including a significant number (23%) traveling to Bologna from foreign countries. Equally impressive was the 263 exhibitors, of which 30% were from outside of Italy.

More than 80% of exhibitors of Pharmintech 2007 evaluated visitors' quality as "good" or "excellent", and 83% of the exhibitors stated they were impressed with the visitors' "decision-making power". The high percentage of new contacts made by exhibitors with prospect clients also received high marks: the average of new contact was as high as 43%.

[For more information download the facts & figures of Pharmintech 2007](#)

A comprehensive showcase



The focus of Pharmintech 2010 will be on strengthening the main technological areas of the pharmaceutical industry, giving them as much visibility as possible. At the same time the exhibition will reach out to small and medium-sized companies, which make up an innovation-oriented, competitive public: suppliers of middle products, contractors, companies offering clinical research services.

Pharmintech is a specialized, all-comprehensive, highly technological exhibition, where to find the market's best for processing and packaging machines for the pharmaceutical, personal care and nutraceutical industry, packaging materials and containers, ancillary equipment, accessories and components, raw materials, infrastructures, plants, logistics and services.

A niche and global-oriented show at the same time, fulfilling the needs of the most demanding operators. In synthesis, Pharmintech is a unique chance to view the international pharmaceutical and nutraceutical industry's "state of the art."

[View the list of the exhibiting areas](#)

The Pharmintech Observatory Research project



One of the many highlights of the upcoming Pharmintech 2010 exhibition to be held next May will be a presentation of the most current findings of the Pharmintech Observatory, which is a on ongoing research project led by Giampaolo Vitali, a CNR (Italian Research Council) researcher and secretary of the Industrial Economists' Association.

The research is based on a sample of 61 companies employing a total of 7,300 people with a turnover of 1,600 million euros. The majority of the companies sampled are small to large size and supply machinery, materials and services to the Italian pharmaceutical industry.

They also have a tight economic bond with the pharmaceutical industry: nearly 30% sell over 80% of production to pharmaceutical companies.

The Observatory studies the Italian firms whose contributions take place before the pharmaceutical production cycle. Taken as a whole, this segment of the Italian pharmaceutical industry represents 61,000 employees, which is almost half of all the employees in the Italian pharmaceutical industry. The processing and packaging segment represents 11 million Euros and value added of 3.5 million Euros.

The Pharmintech Observatory reports that have been release thus far, are available to Pharmintech' exhibitors upon request.

[Read the Press Release](#)



Pharmintech 2010 is supported by an aggressive marketing campaign which includes sponsorship of pharmaceutical events and seminars linked to the pharmaceutical business community. Among these international events, Pharmintech recently sponsored the international panel session at the April 2009 Pharmaceutical Packaging Forum held in Philadelphia in the United States.



The Joint Conference organised by [PDA \(Parenteral Drug Association\)](#) and [EMA \(European Medicine Agency\)](#) in Berlin, Germany, being held October 13-16, 2009, will be the next international event sponsored by Pharmintech.

The Joint Conference theme will be "**Ensuring Patient Safety through Supply Chain Control and GMP**". It will cover a variety of reports on current GMP issues and inspection activities. This unique conference provides the opportunity to learn relevant information on legislation, guidance, GMP annexes, and related initiatives from the perspectives of the pharmaceutical industry, the European Commission, the EMA and working inspectors.

The three parallel tracks at the heart of the conference will address: - supply chain quality, - implementation and impact of ICH Q8-9-10, and hot topics in manufacturing and GMP, including (a track sponsored by Pharmintech). The organizers are providing "early bird" rates for those who subscribe before September 18 2009.

[For further information visit the website](#)



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