Finding Natural Solutions

Focus on Dr. Willmar Schwabe Pharmaceuticals, a leading company in the phyto medicines and homeopathic products sector, based in Karlsruhe, Germany. The company has worked with the Marchesini Group since the end of the Eighties.

Marchesini Group - STE:
the first stickpack line

Marchesini Group enters the stickpack sector with the first fully automated stickpack line for powdered, granular or liquid products.

News

New Group branch opening

Called M.E.C.A. (Middle East and Central Asia), based in Geneva and managed by Carlo Galli.

Marchesini Group at upcoming trade fairs

Marchesini Group will be at “China Pharm 2005” (25 - 28 October) with the MST200 and at the “Andina Pack Exhibition” (8 - 11 November) with the MST200 mini. The blister line sold to Bagò of Santiago in Chile will feature at the “Equifar Expo” (5 and 6 December).

Leader

This is the third issue of the Marchesini Group Starletter, a youthful Group communication initiative which started with issue zero last May. It is an immediate and fast way to keep you informed about news, projects, collaborations, events relating to Marchesini. This edition features Dr. Willmar Schwabe Pharmaceuticals, a leader in the phyto medicines and homeopathic products sector, based in Karlsruhe, Germany, which has worked with Marchesini Group since the end of the Eighties. We then take a close look at the first fully automated stickpack line for powdered, granular and liquid products, made for pharmaceutical, cosmetics and food industries. This project was completely developed by the Marchesini Group R&D Centre and STE. There’s also information about the opening of a new Group branch, M.E.C.A. (Middle East and Central Asia), in Geneva, headed by Carlo Galli who will develop a marketing structure to cover a vast area between the Middle East and Central Asia. Finally, Marchesini Group will be present in Shanghai at “China Pharm 2005” (25 - 28 October) with the MST200, at the “Andina Pack Exhibition 2005” in Bogota, Colombia (8 - 11 November) with the MST200 mini and at Santiago in Chile with the blister line sold to Bagò, at the “Equifar Expo” (5 and 6 December).

Manuela Goldoni and Guido Rossi
Finding Natural Solutions

Focus on Dr. Willmar Schwabe Pharmaceuticals, a leading company in the phyto medicines and homeopathic products sector, based in Karlsruhe, Germany. The company has worked with the Marchesini Group since the end of the Eighties.

Brief history
A company with a strong family tradition, now led by the fourth generation, established in 1866 by Dr. Willmar Schwabe who, thanks to his pioneering work in the analysis and production of plant extracts, in Germany set up what has become one of the world’s leading specialised makers of phyto medicines. We are referring to Dr. Willmar Schwabe Pharmaceuticals, a company now based in Karlsruhe (initially it was located in Leipzig), specialising in phyto medicines and homeopathic products. Since 1978 it has shown strong growth in this sector, both at domestic and international levels, thanks to significant investments in R&D (more than €23 million per year) and plantations world-wide: in the United States, China, South Africa, France and Germany. The Dr. Schwabe group also includes, in Germany, companies such as Spitzner, Farmasan, Extracta, DHU and JSO, in addition to many partnerships and branches on all five continents, with more than 3200 employees and associates. As well as a widespread European presence, it is successful in the United States, Mexico, China, Japan and India, with new projects in Asia and Africa. Turnover in 2004 was more than €420 million (thanks to production of 2.3 billion tablets), 41% of which abroad. The most successful international product is Tebonin, made from EGB 761 extract of Ginkgo Biloba, the result of the first strategic partnership with French pharmaceutical company Beaufour Ipsen in 1969.

Group spirit and philosophy
With Dr. Rainer Oschmann, Production Manager at Dr. Willmar Schwabe Pharmaceuticals, and Volker Ulrich, Packaging Processes Manager, we took an in-depth look at both the spirit and work philosophy of the Group and the projects and relationship with Marchesini Group through the work of the German branch led by Gerhard Brüggemann. “Our company’s success – said Mr. Oschmann – is based on three main ideas: intense focus on research and development, production and a global presence at marketing level (which must always take into account the effective availability of the natural product). For each product, a lot of attention is paid to the patient’s rights”. “Our idea – continued the production manager – depends above all on the fact that we use natural products which are less..."
Invasive than those derived from chemical active ingredients, but from which extraction of the individual components is not easy, partly because each ingredient has a specific pharmacological nature. So, much attention to the extraction of natural active ingredients with 25 different steps designed to increase concentrations, eliminate impurities, clean, purify and dry the product. For example, 20 g of active ingredient is obtained from 1 kg of product. "In our plantations – emphasised Dr. Oschmann – insecticides are only used where strictly necessary. Our natural extracts are obtained using the most modern pharmaceutical technologies and the process is designed to increase the concentration of the active ingredient and, at the same time, reduce unwanted substances".

**Dr. Willmar Schwabe Pharmaceuticals and Marchesini Group**

The two companies first met and began the first two projects in 1988 in Berlin. The first four machines in the line (two per project), transferred to Karlsruhe, were followed by five more. "During that period – said Volker Ulrich – the relationship between our two companies got stronger and stronger. As time passed, members of the respective technical staff got to know each other and understand their respective roles, and it was from this that the positive part played by Marchesini Group technicians emerged, based on flexibility and the capacity to create a direct relationship". "I think that in terms of this and for project construction – said Mr. Oschmann – the similarity between the two companies is very important. Both have a strong family tradition and workers with extensive experience. Both really identify with the product". Co-operation in project construction and the possibility of guaranteeing continuous and rapid assistance both during machine delivery and maintenance are the main ingredients of the excellent relationship established between Marchesini and Dr. Willmar Schwabe Pharmaceutical.

**Blister thermoformers and Cartoners**

Since 1992 Marchesini Group has delivered 9 machines, of which 8 in line, to the Karlsruhe factory. Four high speed blister lines (MB440, MB451, MA350, MA352) and a MB451 blister thermoformer.
Marchesini Group has entered the stickpack sector with the **first complete automated stickpack line** for products in the form of powders, granules or liquids intended for the pharmaceutical, cosmetics and foods industries. The first examples of the new line for the production and packaging of stickpacks, previewed at Interpack 2005, will soon be installed in two factories belonging to a leading multinational pharmaceutical company. The design, completely developed by the Marchesini Group R&D Centre and by STE, combines the Marchesini Group experience gained in the cartoning sector with the know-how of Spanish company STE, specialising in the production of sachet filling machines. The result of this new design is a modular line that can be produced in two different versions, according to customer requirements:

1) for medium and low speeds, has an MTP sachet filling machine with an automatic connection to an intermittent motion cartoner, capable of packing up to 800 stickpacks in 80 cartons per minute;

2) for high speeds, has an MTP sachet filling machine with an automatic connection to a continuous motion cartoner, capable of packing up to 800 stickpacks in 150 cartons per minute.

This is all achieved while maintaining a fully automatic connection between the machines, without any intermediate passage in which efficiency may be reduced. At the start of each line is the new generation MTP multi-lane vertical sachet filling machine, which can be set up with 4-6-8-10 or 12 lanes, depending on the dimensions of the stickpacks to be produced. The volumetric spoon doser fitted can supply very different doses, from a minimum of 0.5 cc. to a maximum of 50 cc, allowing a wide variety of sizes to be packed. The machine has an integrated 12-head Hot Foil printer system for the variable data codes. A robotised pick and place system picks up the stickpacks, positively placing them directly on the conveyor belt connected to the cartoner. The truly innovative feature of the high speed line is the brand new robotised stickpack feed system, which also counts the individual items (previously set by the operator on the PC) and automatically inserted them in a carton. The unit patented by Marchesini, which is extremely reliable and simple, therefore allows customers to obtain packs that always fully comply with the highest quality standards.
To strengthen its marketing network and more effectively penetrate markets in the Middle East and Central Asia, Marchesini Group has decided to open a new branch, to be called M.E.C.A. (Middle East and Central Asia). The new branch, which will be based in Geneva (Switzerland), will be managed by Carlo Galli, who has had a long and impressive career in the automated machinery sector: from 1977 to 1999 he held executive positions at Cam (from ‘90 to ‘99 he managed Campack in Geneva for the Middle East and Russia) then in 2000 he went to Romaco and was Vice President of “Sales and Marketing” for the Group until 2004. Carlo Galli is entrusted with the development and expansion of a marketing structure which will cover a vast area between the Middle East and Central Asia consisting of 20 countries: Afghanistan, Saudi Arabia, Bangladesh, Cyprus, Egypt, the Arab Emirates, Jordan, Greece, India, Iran, Iraq, Israel, Kuwait, Lebanon, Oman, Pakistan, Qatar, Syria, Turkey, Yemen.

**NEW GROUP BRANCH OPENING**

**Called M.E.C.A. (Middle East and Central Asia) and run by Carlo Galli**

---

**NEWS**


---

**FROM 25 TO 28 OCTOBER**

**Marchesini Group at “China Pharm 2005”**

FROM 25 TO 28 OCTOBER Marchesini Group will be present in Shanghai at the “China Pharm 2005” exhibition. The stand belonging to Austar, Marchesini’s agent for China, will display the MST 200 made by Packservice, a cutting edge machine for packaging solid products in strips.

---

**FROM 8 TO 11 NOVEMBER**

**“Andina Pack Expo 2005”**

Marchesini will be present at the “Andina Pack Expo 2005” in Bogotá from 8 to 11 November. The star of the Marchesini Group - Tradimport Andina stand will be the MST200 mini strip packaging machine sold to Biochem in Bogotá, Colombia.

---

**5 AND 6 DECEMBER**

**Equifar – Expo in Santiago del Chile**

On 5 and 6 December Santiago in Chile will be the location of the “Equifar Expo”, an event at which the blister line sold to Bagò of Santiago, consisting of the MB421 blister machine, MA305 cartoner and Multipack F43 stretch bander will feature in the new Equifar building, belonging to the Marchesini Group agent for Chile.