

“The acquisition of APE medical was a very good opportunity”



Frédéric Gounon, General Manager of Union Plastic, speaks about the company's strategy and innovation plans after the acquisition of APE Medical.

Why this acquisition?

F.G.: APE Medical is a well-known French high-tech company in the Healthcare Plastics sector founded in 1989, entirely specialized in the study and production of high-quality medical devices for the pharmaceutical, diagnostic and veterinary markets.

The Covid-19 crisis impacted in 2020 & 2021 our sales for our classic dosing devices range due to the decrease of consumption in Pharmacy. The acquisition of APE medical was a very good opportunity to develop our skills and product range, especially in the

medical markets. Indeed, APE Medical has developed a full range of devices for drug transfer and reconstitution, including the very promising VIAL ADAPTER, registered to the FDA and available in Ø13 and Ø20 mm.

How does it fit into your current strategy?

F.G.: Since three years, we are implementing a strategy based on innovation and international sales development. For more than 30 years, APE Medical has become a strategic supplier of pharmaceutical companies through its strong potential for innovation and the sustainability of the commercial relationships developed with more than 50% of sales realized at the international. Thus, this acquisition is completely inside our current targets and will participate actively in their achievements.



Vial Adapter - 20mm



Vial Adapter range

What is Union Plastic's new offer with APE Medical for pharmaceutical companies? Are there new products, new advantages for your customers?

F.G.: APE Medical has a production area of 2000 m², including 250 m² of ISO7 clean room. This plant integrate our 3 existing factories capability and we can propose now 4 back up production units to our main customers with cutting technologies for mold integration and custom-made developments. In addition, our catalog range has been enhanced with new products like the vial adaptor or SNIP Guard insulin pen needles recovery.

What goals now have you set for UNION PLASTIC?

F.G.: We seek added value by offering increasingly expanded services to our customers. After the acquisition in 2020 of Prince Medical, this operation once again strengthens the OmerinGroup's Healthcare



SNIP Guard device for insulin pen needles recovery

division, which now has 6 production sites and 600 employees. All of this know-how enables, to cover a complete set of skills for pharmaceutical and industrial laboratories of Medical Devices: from clean room plastics processing (plastic injection, injection blowing, extrusion), to customization (automatic or manual assembly, offset printing and laser etching), to final packaging (blister pack, flow-pack...), to complete control of sterilization ETO internally or Gamma Radiation externally with class 1s marking).

What is the next step to achieve these?

F.G.: APE Medical has been renamed Union Plastic division APE and the integration advanced : investments to cover future developments especially on the Vial Adapters production lines and ambitious sales and marketing actions

that will lead to a new Union Plastic catalogue in 2022. In parallel, we are working on new submissions for quality registration for our products in different countries. Furthermore, Union Plastic would be certified in Medical devices Class 1s by the end of this year in order to propose and assume sterilization management.

What other current developments do you have?

F.G.: Our technical team is working on new Vial adapters connections for drugs reconstitution and transfer. Two new products are in development, the Vial to IV Bag and the Vial-to-Vial devices. They will be ready for 2023.

EXHIBITORS AT PHARMAPACK EUROPE 2022

Packaging

Union Plastic aims to preserve health & protect environment

Booth C50



Union Plastic is specialized in designing and moulding plastic parts for the healthcare industries since 1955. As European leader in drug delivery, transfert & reconstitution devices and Animal health products, Union Plastic produces more than 2 billion plastic parts per year in 4 production sites.

Union Plastic offers custom-made products (pharmaceutical packaging, veterinary syringe, medical device and diagnostic consumables) and on-the-shelf products (Vial adapters, microtabs dispensers, cream applicators, pipette and dosing syringes), certified ISO 13485 and ISO 15378, DMF registered, 510K files for their Vial Adapter range, and UKCA marking pending.

Union Plastic has manufacturing capability in ISO9 - ISO8 and ISO7 cleanrooms, with innovative IQ-OQ-PQ approach. The company is currently developing bioplastics materials suitable food contact in the production of dosing systems and secondary packaging.

With the recent acquisition of APE Medical, Union Plastic is now able to propose a full range of Vial Adapter Ø13 and 20 mm for a needle free quick & safe transfer and reconstitution of medicine and a Snip Guard device for the recovery of insulin pen needle.

As parts of the Medical Devices Business Unit of the Omerin Group, the company is able to propose full services plastic solutions (moulding + blister/flowpack packaging) up to ETO sterilization management.

EXHIBITORS AT PHARMAPACK EUROPE 2022

Packaging

Coradin, specialized in injected parts, from product design to industrialization **Booth B90**



Coradin SAS will be presenting its expertise in bi-injection molding (for medical devices and diagnostic consumables) and 2in1 devices, such as ECODIS® 2in1, SERIDOSE®.

Coradin SAS is an innovative and dynamic company, specialized in the development and production of innovative solutions for the Health and Hygiene & Beauty industries. Coradin innovates to offer its customers new packagings and unique devices and invests in production means adapted to their current and future needs.

Our standard products range is mainly composed of dispensing systems and reconstitution systems (extemporaneous mixtures, 2in1 mixing packages). Coradin develops and produces specific and exclusive technical parts, in particular bi-injection solutions, heat sealing, blistering...

Equipped with efficient industrial and human resources and a clean environment (type ISO8, ISO7, ISO5), Coradin complies with ISO 9001, ISO 15378, ISO 13485 and ISO 14001 standards. For many years, Coradin has been recognized for its innovative packagings allowing fresh mixing of formulas (extemporaneous mixing): powder/liquid, freeze-dried/liquid, liquid/liquid.

This strategy of offering its partners effective solutions to meet the growing needs of protection of active ingredients and drugs is consolidated, and the company regularly invests in new development programs and production tools to ensure its customers performance and quality in increasingly demanding industries.



Innovative Plastic Solutions

HUMAN HEALTH

PHARMA PACKAGING
UP'PHARM®



ATRAUMATIC 3 HOLES PIPETTE
DOS'UP® Plus



SINGLE DOSE TUBE
& VAGINAL APPLICATOR
APPLISIL®



ANIMAL HEALTH

VETERINARY SYRINGES
VETIRAL®
& **VETILINE®**



**YOUR PARTNER
TO BRING YOUR PROJECT TO LIFE**



INNOVATION

- 30 CONCEPTS PROPOSED BY YEAR
- CUSTOM-MADE DEVELOPMENT
- SCIENTIFIC MOLDING QUALIFICATION

SUSTAINABILITY

**NEW
BIOPLASTICS
PACKAGING**



FULL SERVICE

INJECTION MOLDING
& BLOWING
ISO 7 - 8 Cleanrooms

- CONTRACT MANUFACTURING
- LASER OR OFFSET PRINTING
- MANUAL OR AUTO ASSEMBLING