

# NEWS

## Medical Packaging



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## We care for a healthy tomorrow

Our WIPAK group of companies is defined by creativity, technical know-how, customer service, coupled with a commitment to quality and safety. Sustainability means using innovative packaging solutions to provide optimum protection for medical supplies and thus to preserve precious resources.

Premium-class products and worker safety combined with environmental aspects are fundamental requirements for our operations that are adapted carefully to local legislations. We are steadily investing in new technologies reducing energy consumption and waste surplus of our sites and processes. Improvement strategies of our carbon footprint stimulate diverse actions like increased in-line recycling of virgin granulates, maximum exploitation of raw materials and down-gauging of film thicknesses.

Social responsibilities are taken seriously by us. We facilitate health services to our employees and promote their healthier free time spending. Our long-time employees are remunerated commensurately for their careers.

### Cost-efficient, active performance

For more than 40 years WIPAK has gained a solid growth in offering sterile barrier systems and high-end packaging solutions for medical companies, OEM-Industry and health care institutions. Our holistic quality approach is based on state-of-the-art technologies and R&D facilities. Continuous modernization and careful harmonization of all WIPAK sites provides for improved efficiency and just in time service. Careful selections of materials and down gauging of film thicknesses also accelerate packaging productivity and packaging cost savings.

### High quality packaging

Steriking® has been a synonym for high quality and guaranteed reliability in use. Constant product quality and performance are top priorities for sterile supplies. Compliance with national and international regulatory standards is easily exceeded by our products. You will benefit from our extensive experience in medical technology and health care markets as well as from our high quality standards. Strictly controlled clean manufacturing sites, in-line monitoring and frequent control tests provide for approved high standard of our products.

### Professional services

We build on sincere partnerships and work deliberately for enhanced flexible services. Our strength is based on linking our extensive expertise in research and development with our group's global production and sales resources. Our sales and service teams support you locally on all aspects of package development, packaging technology and work out solutions that help you to optimize your sophisticated packaging and sterilization processes.

We care that you pack safely and we care for a healthy tomorrow.

Heikki Weijo  
Director, WIPAK Medical



Newsweek ranked Finland the **world's best** in respect of economy, politics, health, and quality of life. WIPAK's domicile is in Finland. WIPAK produces the world best packaging solutions for medical applications. WIPAK is a reliable company that manufactures and supplies its products at sincere sustainable values respecting its long history with pioneering technologies and advanced packaging solutions.

**Million awards to cultural and scientific work** ... WIPAK's founding family, by Jenny and Antti Wihuri, started early in 1942 a private, cultural foundation that has in its 68 years funded grants and prizes for over 200 million Euros. This year the awards to 486 applicants valued for 9,7 million Euros. The Wihuri Research Institute was founded in 1944 and it has become widely known worldwide in medical circles for its work on diseases of the heart and circulatory system.

## Organizational matters

### New WIPAK sales office in Turkey

In the beginning of August, WIPAK opened its own sales office in Turkey. Based in Istanbul, Kayhan Kaya, the new General Manager, will take care of WIPAK customers in the medical and food industries.

"This is an ideal time to expand our market position by means of our own sales office", Jaakko Knuutila, Director of the WIPAK Group emphasized during the office opening on 2 August. "A lot of money is currently being invested in the health sector while the local food industry sees a rapid growth due to high export rates." Turkey is a young and dynamic market, with about 70% of the population being younger than 35. "Consumers in Turkey are demanding with respect to quality. This is increasingly reflected by the type of packages required", Kayhan Kaya summarizes the particular market situation. "With our new office, we are able to respond to market requirements faster, thus meeting the growing demand for high-quality, economically efficient packaging solutions."



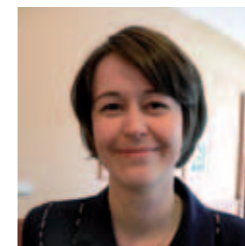
### New forces for WIPAK Medical



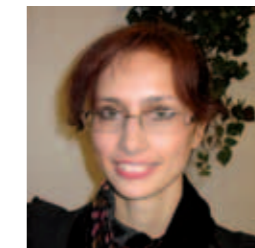
**Ole Lyneborg**  
Area Sales Manager  
Denmark



**Kayhan Kaya**  
General Manager  
Turkey



**Maria Forgacsne**  
Sales Assistant  
Hungary



**Natalia Shybayeva**  
Customer Service Manager  
Russia



**Nina Tillaéus**  
Product Manager,  
Medical Industrial Products  
Finland



**Mira Santala**  
Technical Product Specialist,  
Health Care Products  
Finland

Simply to put it: “NICE is nice!” NICE is WIPAK’s New, Innovative, Cost-effective and Ecological packaging solution for replacing rigid films. It offers you many advantages in comparison to the traditional semi-rigid films such as APET, PETG and PVC.

**NICE** for Productivity.

**NICE** for Cost Savings.

**NICE** for Sustainability.

## Looking for an economical solution for FFS machine?

OctaSafe is an ideal solution.

You have come to the right place. We do have an answer. WIPAK’s OctaSafe is an ideal solution when seeking high economy for form, fill and seal machines. With its 8 layers of security, WIPAK’s OctaSafe family is designed for the most used 60-100 microns area of packing all common medical devices such as syringes, needles, catheters, wound care etc. With the possibility for down gauging, and higher productivity on the packaging line it will bring you severe cost savings. Attractive packaging outlook and stable structure erasing contamination risks make it THE packaging solution for medical device industry.



## Excellent peel with WIPAK’s Tyvek® For Steam pouches

As a good example of WIPAK’s customer oriented product development and ability to flexibly respond to the market needs, WIPAK is proud to announce you the brand new “Tyvek® for steam” pouch. These pouches are perfect for medical device companies that are packing their products into pouches and need to utilize steam for sterilization. Indicator strips used in the process will confirm you that the sterilization has succeeded. WIPAK’s ESP film used in the pouches has an excellent peelability with the uncoated Tyvek®. For more information about these “Tyvek® for steam” pouches, contact your nearest WIPAK representative. Tyvek® is a DuPont™ registered trademark.



### New

- NICE is recommendable solution for safety syringes, OR kits and other sophisticated specialty devices needing extra safety.
- 18 layers give you ultimate protection.

### Innovative

- Transparent thicker gauge bottom film is produced utilizing latest water quenched blown co-extrusion technology.
- NICE combines the best features of both cast and blown co-extrusion.

### Cost-effective

- NICE offers you savings in material costs.
- With its excellent formability and minimization of thin corner breaks you can get more productivity on your packaging line.

### Ecological

- NICE allows you up to 35 % lighter package concept than rigid films.
- It is a sustainable alternative by reducing the amount of waste.
- NICE is easy to dispose by twisting its volume smaller.

# Exlusive WIPAK Multi-X films

fight strongly against contamination risks



The latest state-of-the-art cast coextrusion line produces advanced Multi-X films that offer high elasticity and toughness for steam sterilizable packs.

We are proud of our installing a new cast coextrusion line this year in the machine park of WIPAK Nastola. This state-of-the-art technology produces advanced multilayer films exploiting seven extruders with an inline lamination unit. Utilization of the new line has inspired us to generate a new version of our unique Multi-X film: Multi-Xg features seven polypropylene layers laminated inline to biaxially oriented polyester film that makes it very elastic, tough and durable. The Multi-Xg film is integrated into the Steriking® Peel Pouches and Rolls during 2011.

The unique Multi-Xg film provides an extremely strong and durable seal while peeling cleanly to ensure safe presentation of sterilized products. It is our strictly safeguarded recipe and is only available from WIPAK.

**STERIKING® Multi-Xg offers superior barrier properties in competitive comparison**

Durability:	50 % less crystallization in high temperatures*
Puncture resistance:	75 % reduced risk of pinholes
Toughness:	15 % more strength and elasticity
Clean peel feature:	50 % less breaks and tears upon opening

\*heat sealing and autoclaving processes.

Our unique Multi-Xg film is revolutionary when compared to the conventional films widely used for steam sterilizable packs. The Multi-X film has indisputably contributed to the superior performance of our STERIKING® peel pouches and rolls in the past years. With the new generation Multi-Xg we want to offer customers greener (read: environmental friendly) and safer (read: tougher, stronger) sterile barrier system exploiting the state-of-the-art production efficiencies.

## Expanded pouch making choices

Our product offering from WIPAK BV in Sittard is expanded thanks to the new fast speed pouch making unit. The new line completes our capacities to offer custom made pouches and window bags efficiently in a wide assortment of types and sizes.

WIPAK BV steadily develops their production facilities in order to offer response to the high demands in medical packaging solutions with pre-assembled pouches suitable for all different sterilization technologies. Beside the hygienic pouch production under clean room conditions the Dutch plant is a dedicated printing and slitting house for breathable webs like coated and uncoated papers, treated medical papers and Du Pont's Tyvek® spunbonded webs.



“Above all else, TRUST is critical”. These were the words from one of our valued customers when presenting his requirements to us at WIPAK as a sterile barrier systems provider.



Jouni Vikman  
Business manager  
WIPAK Medical Industrial

# TRUST IS CRITICAL

With a great pleasure I have seen that features like innovativeness, technical skills and knowledge, safety and cleanliness, and flexible customer service are highly appreciated by the medical device manufacturers. These are exactly the same basic elements that are respected in our operations at WIPAK. Our mission is “Patient’s safety” and we strive there keeping in mind that “Customer is the King”. We believe that TRUST between customer and supplier is built on these values and functions over the years persistent work.

**Innovative and sustainable products**

Focus at WIPAK is on innovative and sustainable products and services. Sustainability for us means products and operations, which are at the same time cost-effective, manufactured responsibly and taking environmental aspects into consideration. NICE is a great product example on how innovativeness and sustainability has been combined into a fantastic product. NICE can’t even be categorized yet as its rigidity is between flexible and semi-rigid materials. It is a great replacement for semi-rigid PVC, PETG and APET both performance and cost wise.

**Intensified co-operation using new tools**

New service to our Key Account Customers, WIPAK Medical Extranet, will be opened within this year. With this new platform we are able to diversify services and make them available faster to our customers. If you belong to our KA's, you will be invited to join the Extranet, and together with you, we will develop this service further in

order to speed up your R&D projects and help you on your internal data management processes. In the future, the extranet platform will also make order-delivery process faster and more efficient for you. In addition to Extranet, another new electronic channel, Industrial e-News has also been started to provide you with the latest information.

**The shield symbolizes the protection of your products against bacteria from outside the package.**

**New fresh look**

We are enhancing and harmonizing our visual appearance to support the WIPAK brand. This development will include leaflets, technical documents as well as other promotional material. You will also be seeing our new symbol, the shield, which symbolizes our company's and films' strengths. The shield symbolizes the protection of your products against bacteria from outside the package.

**Technical skills and knowledge**

With our new people in sales and service team and in R&D we see us stronger than ever and in a good position to support you, dear customer, on reaching your targets. Run towards your vision, we shall protect you with our shield!

# Clean manufacturing contributes to minimized bioburden

Maintaining the quality standards and meeting the ever changing customer needs calls for continuous development work, not just on products but also in manufacturing environments. User safety or patient safety in the medical business segment is the genuine goal that urges for cleanness of the products. Worker safety is an important aspect, too.

The working rules and clothing, cleaning and many other instructions are defined by detail in order to minimize the bioburden of the converted products. Entering those premises through locked rooms requires specific attention with hand hygiene and cover clothing.

WIPAK started the clean room production in Sittard, the Netherlands, as early as in 1991 and in the following year the Nastola pouch making was transferred to the new premises. We were pioneers in that respect those days. Now many of competitive producers have followed us and clean production has become a routine practice.

## ISO 13485 Standard completes and confirms the quality system of Steriking products

ISO 9001 or 9002 Quality systems are widely known and WIPAK facilities are certified to comply with those. The standard ISO 13485 stipulates specific quality requirements for manufacturing medical products. WIPAK in Nastola will adapt this standard during this fall and will be audited for compliance. The certification against ISO 13485 will seal the confidence to our Steriking quality.

ISO 14644-1 Class 8

Particle sizes (micron):	0,5	1,0	5,0	25
Max concentration (pcs/m <sup>3</sup> ):	3 520 000	832 000	29 300	1 029

Steriking products and medical pouches are processed in dedicated clean room facilities that are controlled regularly for compliance with the standard ISO 14644-1.



## Our customer confidence is a key asset

WIPAK Medical arranged an internal Miniexhibition for its employees in Nastola, Finland last spring. The target of this event was to tell the people about special customer needs raising on the market and reasons behind certain customer specific production demands. Seeing the packed products for which WIPAK's wide product range is used and hearing the stories of the customers, opened the eyes

of many. The exhibition was such a success, that it has been continued as a WIPAK Medical marketing and sales tour in the production's monthly meetings. Customer and market needs are of importance to know and understand by every single person working in the company – internal communication is the key to achieve the trust of the customer. WIPAK wants to be the trusted partner.



# Supreme attention product safety

Public and private healthcare is faced with uncompromising efficiency and tough financial restrictions which put pressure on their suppliers. Our working policy is based on customers' expectation and it includes safe raw materials, consistent batch-to-batch quality, environmentally sustainable solutions. We are committed to avoid any undue risks and as such do not compromise on the quality of materials or product features.

## Quality assurance in sterile supplies

All processing units that supply sterile instruments and other medical devices should have a carefully conceived sterility assurance program. Products, materials and consumables being used must fulfill specific criteria and any equipment installed for these purposes must be reliable and detection of their malfunction needs immediate attention.

The standard ISO 11607-2:2008 requires for a documented process validation that demonstrates the efficacy and reproducibility of all sterilization and packaging processes. In other words, it is a requirement to maintain documentation on the seal integrity and the performance of heat sealers used for sealing peel pouches and rolls. STERIKING SC Seal Control offers a practical tool to monitor, test, verify and document the quality performance of heat sealers routinely on a daily basis.



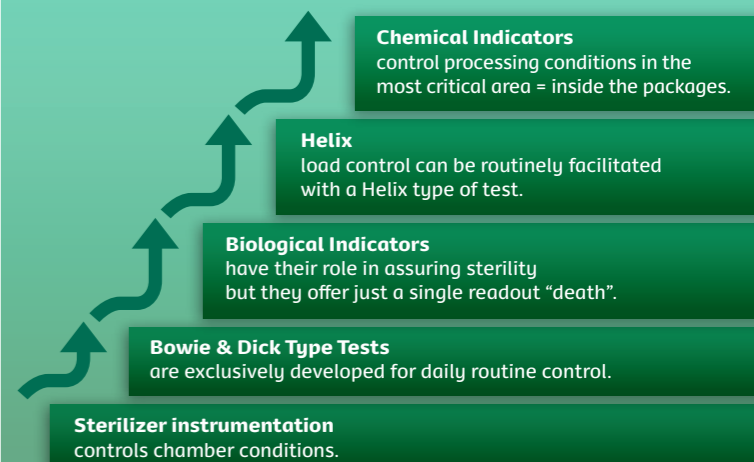
The sheet paper of the Seal Control device is preprinted with a marking area for documentation and any corrective actions required or taken. A visual inspection of the Seal Control sheet must be conducted. The colored film of the sheet turns to a darker shade of green in the sealed areas, thus providing a valid visual assessment of the quality of the seal. The pre-sealed edges of the sheet are a reference for the darker shade of color. In the event that the test results are unsatisfactory the test has to be repeated. If the test results are satisfactory, the sheet must be signed by an authorized person and kept on file with QA records. Faulty heat sealers should not be used until serviced and their satisfactory performance can be verified with the Seal control QA device.

## Sterilizer monitoring with chemical indicators contributes to improved safety

Validation of a sterilizer is often performed just annually but sterile supplies are processed every day. It is essential and important to monitor all the critical parameters of a sterilization cycle and the packaged units. None of the control methods alone are unable to guarantee the sterility of items but a carefully designed total sterility assurance program contributes to improved safety. Chemical indicators help detect machine or human errors in the preparation, packaging and loading of supplies, and in the way the sterilizer functions.



The highest sterilization assurance level is provided by a combination of various control methods:



## WIPAK offers more than just packaging

The experts honored during the annual meeting.



Mr. Pekka Weeraratne was nominated as WIPAK's Service King of the year.



Sales King of the Year is Mr. Richard Redmond from Papertech, Ireland.

WIPAK is a packaging supplier, but promoting of our products successfully urges for more comprehensive pledges, "WIPAK – more than a packaging". In addition to manufacturing, technological resources and product availability issues, daily business of our customer services requires fulfilling wider expectations.

Bearing this in mind, WIPAK Medical arranged two significant occasions last May in Budapest: the Medical Industrial Annual Sales Meeting and the HCP "Steriking Intercontinental Distributor" product training seminar.

The HCP's distributor seminar recorded about 100 participants from 37 countries. It was the first ever such a global seminar, targeting to provide practical tips and sales tools for the Steriking distributors to fight for the competitiveness of our products and services in the severely contested global market place.

The participants of the Industrial Sales meeting included WIPAK people in sales and R&D and from our sales agents from all over the world. The agenda covered presentations on product selection assistance, information on R&D projects in the pipeline and on specific demands of various markets, presented to the audience by different customer cases.

The honored invited guest speaker in the industrial sales meeting was a European Commodity Manager of one of our TOP5 global key customers. He informed us about the main requirements for packaging material suppliers from the customer point of view. He especially brought up the expectations on a company's sustainable development and continuous improvement. In addition to a competitive price, customers also appreciate quality, their ability to influence the R&D at an early stage and management's commitment and ability to create a competitive advantage. He closed up his presentation by underlining that trust is critical.

## Welcome to the WIPAK World of Advanced Medical Packaging

### Intensifying the cooperation with customers and partners

Product related information such as data sheets, certificates and specifications, medical news, images or contact persons working in the customer focus – "the extranet helps us to intensify the cooperation with our clients and to increase the efficiency of many of our business processes", explains Nina Tillaéus, WIPAK's product manager for Industrial products. In the past two years, WIPAK's sales people, distributors and agents have been able to use the extranet platform. Selected key account customers will now also be allowed to access the new system later this year.

Beyond current product related information, the offer will be extended step by step and interactive elements and functions, and more customer specific information will be added. "Our target is to offer added value to our customers by keeping the cooperation With WIPAK as easy as possible".



## Quality, safety, service and knowhow

### values guide us on making how

Professional training programs and educational services are in our keen focus. We strive delivering more than just packages. To offer the best knowledge and high quality services one has to be around to acknowledge customer needs and user practices. Only close customer contacts and their educational seminars and congresses can bring us the crucial information. Our global network of Steriking distribution partners plays an importance role in assisting us to collect such information.



## Diary entries

by Hanna-Kaisa Kyyrönen, Clinical Specialist, Healthcare Products

My travelling schedule includes attending a number of national and local CSSD congresses worldwide and participating in some of the top conferences in the field of reprocessing and sterilization. For example I have attended IAHCSSM in San Diego, WFHSS in Sao Paulo, Arab Health in Dubai, Swedish Sterildagar in Lidingö, and AGS in Montreal. It is a great privilege to meet dedicated CSSD professionals and opinion leaders who contribute a lot to the improvement of my technical knowledge.

As a Clinical Specialist I am establishing educational relations with schools and institutes that provide their students with vocational certification on sterile supplies processing. As an example from such contributions, WIPAK Medical has sponsored in a DVD training that is currently translated into quite a multitude of languages and will soon be published in Chinese.

It's one of our strengths to be able to offer solutions and new ideas for the safe and proper use of the CSSD products. At WIPAK our service does not end with the manufacture and supply of goods. Our offering on technical support and training is highly appreciated. As an added communication media the Extranet pages are available to our partners via [www.WIPAK.com](http://www.WIPAK.com).

## WIPAK packs n' wraps, hey let's rap!

All right everybody check your watches,  
You know what time it is!  
Our mission is to kill bacteria  
Let the microbes start hysteria!  
You know the name W-I-P-A-K  
WIPAK's in the house, let's go.



\*\*\*

WIPAK's Innovative Packaging Solutions  
'Cos sterility is an absolute condition.  
WIPAK is there for life protection  
showing all others the packaging direction.  
In packaging we hold pole position  
customers show their satisfaction.  
Necessary for the packing evolution  
WIPAK medical high quality solution.  
WIPAK way of packing and nothing there is lacking.  
Great Steriking sealing and peeling  
yo we are killing bacteria what a wonderful feeling.  
Steriking is our passion, it's never out of fashion.

\*\*\*

Quality, safety service and knowhow  
values guide us on making how.  
Quality, safety service and knowhow  
do it like that and make the people say WOW.

\*\*\*

Research and testing in our laboratory  
Production with state-of-(the)-art technology  
Design of the pack is of great importance  
WIPAK – safety in product performance  
Patient safety must yee come first .  
You know our products – will never burst!  
Steam, gas, irradiation,  
that's what you need in sterilization.  
WIPAK See-Through Pouches and Rolls  
for each and every packing purpose.  
Wraps and Nonwoven Wrapping Sheets  
always from WIPAK within your reach.  
Chemical Indicator Products and Tapes  
for reliable monitoring from our wide range.  
Heat Seal, Self Seal and Special Bags  
aseptic presentation to the max.

\*\*\*

Demanding customer, WIPAK the trusted partner.  
We care that you pack safely,  
For that we work 24/7deliberately  
We are present globally, serving customers locally.  
It's hard always to be a leader, but somebody's  
gotta do it plus global network is one helluva dealer.  
All our distributors, yee you know they are loyal,  
WIPAK's the name and we feel so royal.  
We trust in quality, ultimate protection  
we choose the best, we never take a risk.  
It's optimizing, not compromising,  
making revolution, a genius solution.  
We've done this for 40 years,  
With our know-how you will win  
You know the name - Trust in Steriking.



The world premiere of our music video was last May in Budapest, Hungary.

# WIPAK tours the world bringing us closer to customers

WIPAK Medical actively conquers new customers in new areas and segments. MENA (Middle East and North Africa) is one of the fastest growing and most attractive medical markets which is estimated to grow by 15 % annually. It is an area with huge differences between its individual countries. There you are faced with both extreme poverty and with enormous wealth.

Health care develops fast especially in the oil rich nations, where their financial resources facilitate the investments. Many new hospitals are being built and billions are invested to improve the quality of health care. "Do you know, what is the difference between a five star hotel and a private hospital in Middle East?" After seeing some private hospitals, Mr. Vesa Taitto, Area manager, considers as some concrete and visual difference that one cannot usually find surgical operating rooms in hotels.

WIPAK's Steriking-brand enjoys a good reputation due to our sustained sales work. Reliable quality and performance of products is appreciated highly in this area, too. We have steadily gained new contacts and new contracts both among healthcare facilities and in the medical device industry. We are proud to grow along with the market volumes and we want to promote our presence by participating in local congresses, exhibitions and by providing training seminars.

## Arab Health

Dubai, January



WIPAK booth was maintained by Michel Terwolbeck, Vesa Taitto and Hanna-Kaisa Kyörönen.

## Medtec

Stuttgart, March



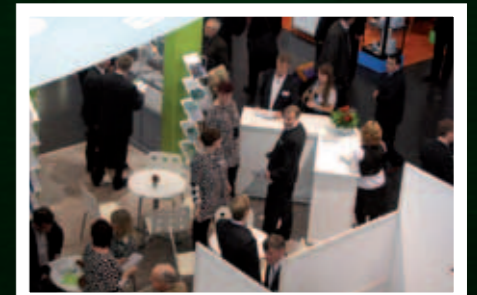
## Medtec

Shanghai, August



## Medica

Dusseldorf, November



## Zdravookhraneniye

Moscow, December



Quality,  
safety,  
service and  
knowhow.

Values guide us  
on making how.



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**Layout:**  
Advertising Agency Ilme

**Printed in:**  
Markprint

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