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Bilcare Research Increases Sales Coverage and Adds Distribution Resources for South American Pharmaceutical Blister Film Market

Bilcare Research Welcomes Nelson Matsuo to its South American sales team

Bilcare Research, one of the world's largest manufacturers of blister packaging solutions is proud to announce the addition of Nelson Matsuo as Sales Representative for the Brazilian pharmaceutical blister film market. Mr. Matsuo will join Ms. Silvina Berasay in serving the South American pharmaceutical packaging market with Bilcare's full line of pharmaceutical and medical blister films. According to Kevin Stevens, president and managing director, Bilcare Research Inc., "The addition of Mr. Matsuo, with his proficiency in packaging research and development, his knowledge of pharmaceutical blister films, including Bilcare Research's extensive product line and technical specifications, plus his expertise in pharmaceutical blister manufacturing, gives the Brazilian pharmaceutical packaging industry an experienced sales representative familiar with their packaging challenges and armed with ready solutions." In addition to representing Bilcare's film line, Mr. Matsuo will also provide his Brazilian customers with easier access to Bilcare Research's innovative research and development services such as BilcareOptima™, an enhanced, in-depth formulation and degradation analysis that ensures optimal packaging solutions, and Bilcare Fastpack™ which pinpoints a drug's sensitivity profiling experience and then identifies the two most optimal packaging materials, balancing cost and barrier protection, in only 15 days.

As well as increasing sales coverage for South America, Bilcare Research continues to increase its South American distribution resources to ensure short lead times. The firm recently acquired pharmaceutical packaging warehousing resources in Uruguay.

"Bilcare Research is dedicated to serving the Latin American and South American pharmaceutical and medical industries and will continue to invest both personnel and

resources to serve our growing customer base,” stated Mr. Stevens. Bilcare Research invites the pharmaceutical and medical packaging industry to visit with them at FCE Pharma, May 22 – 24, Sao Paulo Expo, Sao Paulo, Brazil, Stand No. J139.

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About Bilcare Research

Bilcare Research Inc. is part of Bilcare Research AG, which operates seven sites around the world. Bilcare Research AG is a global producer of rigid films and foils. For over 50 years, its manufacturing and product innovation activities have been focused on providing customer-centric solutions to the pharmaceutical sector, print and label industry as well as the security and credit card customers globally. The company employs approximately 1,200 people and has annual sales of EUR 300 Million. For more information, please visit us at www.bilcaresolutions.com.

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