

# NORDION STERILIZATION UPDATE



Issue 4: June 2013

## A Message to Our Valued Customers

Nordion recently announced it has entered into an agreement to sell its Targeted Therapies business to BTG plc., an international specialist healthcare company.

Nordion's remaining business unit—Specialty Isotopes—consists of Sterilization Technologies and Medical Isotopes and represents Nordion's expertise in manufacturing and distributing radioactive products.

As the company moves forward, our business strategy remains unchanged. This transaction provides us greater opportunity to focus on the Specialty Isotopes business. For Sterilization Technologies, this means maximizing long term value of Cobalt by growing the gamma irradiation market through fostering new applications and geographic expansion. We continue to have a stable, long-term outlook for our Sterilization Technologies business.

For over 50 years, Nordion has provided a reliable, long-term, end-to-end Cobalt-60 supply and comprehensive Cobalt-60 support—assurance of worldwide delivery, emergency response and disposal services—to improve the risk profiles and enhance effectiveness of gamma processing operations.

We support our customers by improving the long-term competitiveness of the gamma processing industry through our trusted industry reputation, world-class irradiator and enabling technology design, materials research, training and education.

With a highly respected global brand, Nordion intends to focus on its core competencies and continue to provide customers with the quality products and services they rely on every day. Our Sterilization Technologies is an important business whose products ultimately impact the lives of millions and we take pride in delivering such critical products and services to our valued customers.

Whether your business is new or well-established, we are committed to helping you succeed. Nordion is always interested in hearing from our customers. If you have questions or concerns, please don't hesitate to contact our customer service representatives or any member of our sterilization team.

Sincerely,  
Scott McIntosh  
COO Specialty Isotopes  
General Manager, Sterilization Technologies

## Explore Gamma. Realize the Opportunities.

For over 50 years, gamma irradiation using Cobalt-60 has been helping businesses provide safe and effective products to consumers around the world.

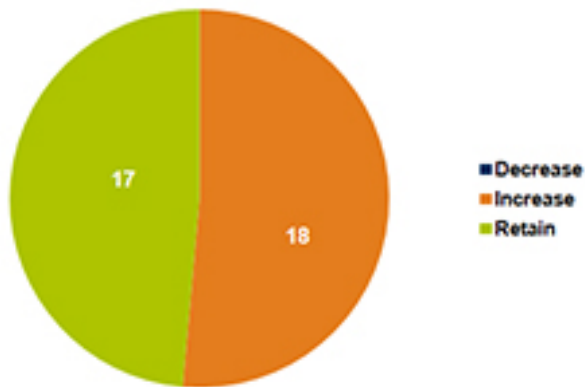
Our experts at Nordion can help you evaluate whether gamma irradiation is the best option for you—for now and for the future.

Our partners trust us to provide sound expertise and, if appropriate, complete gamma irradiation solutions to solve unique product irradiation challenges.

Contact us at  
[sterilization@nordion.com](mailto:sterilization@nordion.com)

## Your Voices Have Been Heard

As you plan for the next 3 to 5 years, overall, do you plan to increase, decrease or maintain your current gamma capacity?



*Worldwide capacity for gamma processing will grow over the coming five years. Over 50% of respondents indicated they will be growing their gamma capacity.*

Do Nordion's products and services help our customers achieve their business goals?

That's what we wanted to know when we recently sent Nordion's Voice of Customer Survey to over 600 sterilization industry stakeholders.

The survey provided our customers with the opportunity to let us know how Nordion is doing as a gamma sterilization solution provider – specifically, if we are providing what they need to help their business prosper.

Thank you to those who completed the survey. We are currently reviewing results and will utilize the feedback to help us focus our efforts and optimize those services which are most valuable to our customers.

## IMRP 2013 – Irradiation for Life: Safe, Green and Growing



Don't miss out on your opportunity to join more than 500 industry leaders and scientific experts from around the world to share the latest developments in irradiation technology.



IRRADIATION FOR LIFE:

Safe, Green  
and Growing

宣传, 交流, 让世界看到你

Register today for the 17th International Meeting on Radiation Processing (IMRP) hosted by the International Irradiation Association (iiA).

Synonymous with leading edge thinking related to radiation processing technology and its use in sterilization of healthcare products, advanced materials and irradiation of food, IMRP 2013 will be held in Shanghai, China from November 4-8.

This year's theme, "Irradiation for Life: Safe, Green and Growing" highlights irradiation as a widely used technology which benefits a significant proportion of the world's population.

Nordion is pleased to be the diamond sponsor of IMRP 2013 and to be hosting the gala farewell event.

Visit us at our booth and join us at our numerous presentations as we share industry insights, provide updates on important research and development activities and engage in conversation with our industry friends and colleagues.



## Medical Device Industry Events Present Great Opportunities to take a New Look at Gamma Processing



Nordion's Sterilization Science team will be at the Medical Device and Manufacturing (MD&M) East conference in Philadelphia, Pennsylvania from June 17-20.

Look for Nordion representatives on the floor and stop by the Innovation Briefs forum on Thursday, June 20 at 11:30 a.m. to hear Nordion's Sterilization Science Manager Emily Craven discuss the considerations for terminal sterilization modality selection and how to assess whether gamma is the right choice. Titled "Explore Gamma – Bridging the Gap Between Medical Device Design and Gamma Sterilization," the abstract for Emily's presentation is as follows:

Have you optimized terminal sterilization for your product?

Gamma sterilization is part of the manufacturing process for many of the single use medical devices produced in the world today. The benefits of gamma irradiation include terminal sterilization in a product's final packaging, excellent penetration depth, lack of residuals and fast turnaround time.

Many medical devices are sterilized at contract irradiation facilities which can provide guidance in dose setting and validation and many other medical device manufacturers choose to irradiate using in-house gamma facilities due to their simplicity in operation and reliability.

This presentation will explore the factors involved in setting up a gamma process for a medical device. Topics will include design for gamma compatibility, such as material selection and packaging considerations. We will also look at dose setting techniques using standard methods and special considerations for sensitive products. Finally, we will look at process optimization to ensure both economical and efficient operation.

To learn more about MD&M East, visit the website or follow @MDM\_Events on Twitter.

Below is a selection of events Nordion has recently attended to learn about the needs of product developers, listen to their concerns and provide guidance regarding gamma processing.

### **American Association of Tissue Banks (AATB) Spring Meeting**

Nordion's Sterilization Science Manager Emily Craven was in Tuscon, Arizona in April to participate in the AATB Spring Meeting. The meeting provided attendees with education opportunities associated with many of the tissue banking technologies and innovations that continually improve tissue banking processes.

Nordion is currently playing an important role in helping to educate the tissue industry about the options available and benefits of sterilization using gamma irradiation. Thanks in part to this effort, a number of companies are considering how terminally sterilizing their products may differentiate them from the competition.

In partnership with Nelson Labs and Wuxi AppTech, both recognized leaders in the field of sterilization validation for tissue and healthcare products, Emily delivered a presentation titled "Low Irradiation Dose Alternatives for Sterility Assurance in Tissue Products."

### **Life Sciences Forum**

Nordion was in San Jose, Costa Rica in March to participate in the Life Sciences Forum. This event brought together delegates to discuss the critical issues that impact the medical device industry in Costa Rica, a hub for medical device manufacturing and exports. For Nordion this was an opportunity to improve our understanding of the growth in the Costa Rican medical device market.

## Advancing the Science of Irradiation: Collaborate with Nordion's Gamma Centre of Excellence



At Nordion's Gamma Centre of Excellence (GCE), we collaborate with companies like yours to determine gamma compatibility of materials and to develop highly effective gamma processes.

Our first-class chemistry and physics experts understand the challenges you face to sterilize your medical device, improve the properties of your polymer product or improve the safety of your food product.

Come to us with a challenging material and you'll walk away with a process that allows for gamma sterilization.

Learn more at [nordion.com/gce](http://nordion.com/gce)

### GammaFIT™ Gives New Perspective (and Affordability) to Sterilization

Nordion's GammaFIT™ (Flexible Irradiation Technology) addresses a key challenge facing manufacturers when entering the sterilization business – large initial investment. GammaFIT™ is a quality, market-entry irradiator offering minimal capital investment and designed for optimum processing and flexibility to support future growth. Because GammaFIT™ deploys a modular design, businesses can configure the irradiator to grow and change with their processing volume and needs.

Using a single 3MCi shield design, Nordion's gamma experts have created four irradiator types: research and development, tote, carrier and pallet, as well as the upgrade paths for each of the types ranging from lower to high throughput of product. In this way, GammaFIT™ can serve a wide range of product sterilization needs, from medical devices to food to cosmetics.

The GammaFIT™ irradiator is an optimal solution for new businesses looking to get into gamma irradiation of products as well as companies currently in the industry looking to incrementally increase irradiation capacity. Nordion's expert sales team will work with potential clients to identify the appropriate GammaFIT™ configuration best suited to their current needs as well as the upgrade path to maximize cobalt utilization and throughput as business volumes grow.



Contact

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