



## **Tubular Glass Division**

July 2009

### **Readiness for swine flu across Gerresheimer Tubular Glass Division**

As you will be aware, the World Health Organization has moved H1N1 pandemic flu, also known as "A Flu", to the highest warning level. Governments in the USA and many European countries have now placed significant orders with vaccine manufacturers to be filled in the coming months.

As a major supplier of the glass vials needed to protect these vital drugs, Gerresheimer Tubular Glass is committed to ensuring that all our customers' glass packaging needs are met.

Over the last weeks, our facilities have seen a sharp increase in demand related to those government tenders. The level of orders at short notice and with short delivery times has risen to supply vials related not only to vaccines but also to other antibiotic drugs needed in the event of flu complications.

On a global basis, Gerresheimer Tubular Glass has already implemented a Task Force. Its role is to monitor and centralize coordination of our global capacity and demand from the market, including the glass tube supply chain, in order to provide accurate information and ensure adequate product availability.

Firm orders and accurate forecasts are therefore two essential information inputs that our Task Force needs. Only with such a reliable planning base can Gerresheimer plan and fulfill vial demand in the best interests of the pharma industry and public health.

Our goal is twofold: first of all to deliver glass packaging to meet the needs of A Flu at short notice but also to ensure that our regular "non A-Flu-related" customers are supplied as planned.

We therefore respectfully ask that you immediately review your glass vial requirements for the coming nine months and place firm orders accordingly. Please do not over-order: we all have an obligation to ensure that capacity is available for every drug. Because of this critical situation, all orders will be considered firm and cannot be cancelled or have delivery delayed. We will review open purchase orders in terms of available capacity and begin to release "excess" capacity to fulfill H1N1 vaccine and ancillary drug requirements.

Thank you for your consideration and understanding. If you have any questions please do not hesitate to contact us.

GERRESHEIMER TUBULAR GLASS DIVISION