

„Scandinavia is setting trends“

One of the first international markets served by Harro Höfliger was Scandinavia. Mikael Blomgren, Area Sales Manager Scandinavia, tells us how this came about and what the future holds in store.

What were the beginnings of Harro Höfliger in Scandinavia?

It all began in the late 1970s. Ulf Engström was selling machines for the food industry in Scandinavia on his own when he met a customer who was in need of a filling machine that did not exist on the market yet. So Engström contacted Harro Höfliger who helped him with this difficult task. We received our first order from the medical sector in the mid-1980s. The first step into this new business area for Harro Höfliger back then was a cartridge assembly and sealing machine for a Nicorette inhaler.

How is the branch office set up today?

Today, we are based at Uhlmann Nordiska near Gothenburg, where ten employees work for Excellence United, more specifically for the companies Bausch+Ströbel, Glatt, Harro Höfliger

“With our Pharma Services, we support our customers at a very early development stage.”



Mikael Blomgren,
Area Sales Manager Scandinavia

and Uhlmann. As Area Sales Manager, I work exclusively for Harro Höfliger and serve the markets in Sweden, Denmark, Norway, Iceland and the Baltic states. Customers appreciate the synergies and benefits that the group of companies provide.

Which market trends do you see for the future?

Scandinavia has always been setting trends in the pharmaceutical market. There are many large, leading companies producing for the world market and working on product innovations. They need new, automated processes – and we can help. With our Pharma Services, we support our customers at a very early development stage. I believe that many more innovations will come from Scandinavia; for example body-scan sensors or intelligent auto-injectors, and I look forward to my work in this area. ■

New series of symposia: Inhalation Insights



Together with partner companies, Harro Höfliger will launch a new series of symposia in the second half of 2018 under the title Inhalation Insights. In Asia and South America, experts from leading industry representatives will talk about the challenges of device and formulation development as well as about

product protection and packaging solutions. “With Inhalation Insights, we want to give interested visitors practical insights into the production of inhalation products and learn from each other in joint discussion rounds,” says Marco Laackmann, Leader Business Unit Inhalation at Harro Höfliger. ■