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ASIA EDITION

Korea's Hanmi Pharma introduces new automated vial dispensing solution in Canada and US

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Introducing a customised solution for Canadian and American pharmacists seeking advanced vial preparation technology

South Korea-based Hanmi Pharmaceutical's Global Business Headquarters Overseas Sales Team is making significant strides in penetrating the Canadian and US markets with innovative products developed by its affiliate, JVM Co.

The company has recently unveiled *Countmate*, a fully automated vial dispensing machine tailored to the unique preferences of the Canada and US market.

Unlike Korea, where medications are commonly dispensed in pouch form, the pharmaceutical industry in Canada and US predominantly relies on the vial method, which involves packaging drugs in plastic bottles. With the launch of Countmate, Hanmi aims to strengthen its presence in the region and drive significant growth in its global sales.

Countmate streamlines the entire dispensing process, from drug counting and dispensing to labeling, image verification, and final vial discharge, within a fully automated system. Hanmi Pharmaceutical highlighted that this launch marks a significant expansion of JVM's product lineup, which had previously been centered on pouch-type dispensing equipment.

To ensure a successful market entry, Hanmi Pharmaceutical worked closely with McKesson Automation (McK), the Canada and US distributor for JVM and a key partner in the region. Countmate was officially introduced to the public at the ASHP (American Society of Health-System Pharmacists) Midyear 2024 Conference, held in New Orleans, USA, from December 9 to 12 last year.

The machine also enhances quality control with built-in cameras that capture top and side images of each vial, ensuring thorough verification. Additional features that support operational efficiency include: automatic vial sorting and supply, automated label attachment, patient-specific vial discharge sorting, and one sided operation design to maximize the pharmacy space efficiency with low-noise operation.