



**DELTAPHARMA**



**A Customer-Focused Strategic Partner To The  
Pharmaceutical, Cosmetic & Natural Health Industries**



## ABOUT DELTA

Delta Pharma, based in Montreal, QC, is a leading provider of contract manufacturing, packaging and R&D services to the pharmaceutical, cosmetic, and natural health industries.

We specialize in the custom manufacturing of creams, lotions, gels, ointments, serums, liquids, vitamin supplements and much more.

Delta Pharma is a Health Canada approved site with both a Drug Establishment License and a Site License. Our facility is registered with the United States Food and Drug Administration. We take every measure to assure all products are produced under strict GMP supervision and that our facility conforms to the standards set by Health Canada.

More than just a single-source partner for contract manufacturing, Delta Pharma is a company of integrated specialists who collaborate on your project's success by providing turnkey, quality services and products at a fair price.

We offer our customers the confidence of proven methodologies, specialized resources as well as a history of successful partnerships and products.





## HISTORY

As a privately held, independent company, Delta Pharma's focus is solely on our customers' success and after more than 15 years in business we work hard to bring real and measurable value to our partnerships.

Delta Pharma was co-founded in 2000 by the husband and wife team of Robert Fairbairn and Kathleen Muloin.

Robert Fairbairn, PhD, a chemist with more than 3 decades of experience in the industry of pharmaceuticals, cosmetics and natural health products still remains the driving force behind Delta's innovation in research and development.

Muloin after having spent the better part of her 25 year career as a sales and marketing executive, has stepped back into the business full time and currently oversees all business development and strategic partnerships.

Together they have built an effective business with a reputation for successful product delivery and an empowered team committed to quality, compliance and customer service.

**Manufacturing**

**Packaging**

**R&D**

**Regulatory Affairs**

**Turn Key Solutions**



## **Mission:**

To become a leading provider of contract manufacturing and packaging solutions to all sectors of the global pharmaceutical industry including the cosmetic and the natural health sector in a GMP (Good Manufacturing Practices) environment.

## **Vision:**

The management and employees of Delta Pharma Inc. are dedicated in their continuing efforts to abide by, and strive for, the ideals expressed in the following vision statements:



**OUR CLIENTS:** Delta Pharma Inc. will promote mutually beneficial business relationships with all our clients by “entering into a partnership” that will be based on an understanding that, together, through honest dialogue and a commitment to achieving our respective goals, our clients, and Delta Pharma Inc. will be successful.

**OUR EMPLOYEES:** Delta Pharma Inc. will foster an environment of communication and trust and will encourage and empower our employees to make decisions and to take action when they see opportunities that will fulfill the visions contained in these statements.

**OUR COMPANY:** Delta Pharma Inc. and our employees will continually focus on being a profitable, contract manufacturer for small to medium sized companies in the pharmaceutical, cosmetic and natural health industries by providing quality services and products at a fair price.

**OUR COMMUNITY:** Delta Pharma Inc. will strive to be a valued community leader by providing employment, by supporting initiatives that encourage leadership, and by assisting in efforts that help to make the world more humane.

“ *At Delta Pharma we embrace all challenges and provide the flexibility, guidance and personalized service necessary to ensure your success and achieve your goals.* ”



## DELTA PHARMA SERVICES

### MANUFACTURING SOLUTIONS

Each day, the Delta Pharma team strives to be your first choice for manufacturing contract services by delivering unparalleled value and innovative solutions that transform complex manufacturing challenges into successes.

Delta Pharma manufactures drug products (DIN's), Natural Health Products (NHP's) and Cosmetics all in a GMP (Good Manufacturing Practices) environment using top quality ingredients.

Delta's Commercial Manufacturing capabilities include:

- › The manufacturing of Creams, Lotions, Gels, Ointments, Serums, Liquid Vitamin supplements and much more
- › A variety of batch sizes from 1kg to 4000kg
- › Servicing all types of companies (start-ups, small, medium, large) that are local, national or international

As your trusted partner we have the resources to complement your existing team and R&D program as well as the manufacturing capabilities to satisfy all your project demands.

We will be with you every step of the way and will do what it takes to earn your trust and deliver on our promises.

[www.deltapharmainc.com](http://www.deltapharmainc.com)



**Fill & Finish**

**Analytical Service**

**Regulatory Support**

**Product Life Cycle  
Management**



## DELTA PHARMA SERVICES

### PACKAGING SOLUTIONS

Delta Pharma has the ability to package all types of liquids, creams, ointments and solid-dosage forms into a variety of final packages ready for use by the consumer.

Delta Pharma's packaging lines are equipped for all types of packaging, with validated cleaning processes and rapid change-overs.

Our team of packaging experts can help you identify and develop the right solutions for your products.

Delta's packaging capabilities include the filling of the following:

- › Bottles
- › Jars
- › Plastic tubes
- › Laminate tubes
- › Metal tubes
- › Sample vials

Our integrated packaging solutions can also support your product with services for smaller batch sizes, as well as labeling, ink-jet coding, induction sealing and shrink wrapping.



**Customized  
Packaging  
Development**

**Specialized  
Technologies**

**Proven Platform  
Technologies**

**Packaging Services**

**Logistic Services**



## DELTA PHARMA SERVICES

### R&D SOLUTIONS

At Delta Pharma we work collaboratively with customers to develop the formulations they want. Whether it is an existing formula or a new one, our team works closely with you to better understand the needs and exceed the expectations.

Our formulation chemists will propose various options and together, with your input, we will develop new and exciting formulations that meet regulatory requirements and label claims.

Delta Pharma can help you develop the formulations you want by:

- › Improving existing formulations
- › Developing new formulations
- › Suggesting new ingredients
- › Introducing you to new suppliers
- › Helping lower the cost of your formulae



**Formulation Support  
Process**

**Development Clinical  
Trial Manufacturing**

**Analytical Service**

**Regulatory Support**





## DELTA PHARMA SERVICES

### REGULATORY AFFAIRS

One of the most demanding aspects of any contract manufacturing project is working with the various regulatory agencies.

Delta Pharma is experienced in working with regulatory agencies and will work with you during all phases of regulatory submission. You can count on us to coordinate and prepare the necessary documents that are required for all regulatory submissions.

Support documentation may include manufacturing process summaries, component, process, and personnel flow diagrams, client specific equipment and process validation summaries.

Product delivery and quality assurance are at the forefront of what we do and to that end we constantly update our methods and resources to ensure that all regulatory requirements are met throughout your project.

Our services can include:

- › Process validation
- › DIN and NHP submissions
- › Communications with Health Canada and FDA
- › SOP Writing
- › Label approval
- › GMP Audits



**Process Validation**

**Production Support**

**DIN Submission**

**GMP Audits**



## DELTA PHARMA SERVICES

### TURN KEY SOLUTIONS

From start to finish, our expert project management team will work with you to navigate the entire manufacturing and packaging process resulting in increased profitability and an expedited time to market.

Beginning with a well-defined project plan and mutually agreed upon objectives, we will address every aspect of your product from concept to development through to packaging and commercial product launch.

Dealing with complex manufacturing processes and regulatory constraints can be burdensome. At Delta Pharma we built our entire business on solving these particular challenges by providing flexible, valuable turnkey solutions to get your product on the market quickly and easily.

Outsourcing to a strategic partner like Delta Pharma allows you to focus your resources on the things you do best while allowing us to do what we do best – manage your project from concept to consumer.



**From Concept To  
Consumer**

**Defined Project Plan**

**Clear Objectives**

**Cost Effective  
Solutions**



## PARTNERING WITH DELTA

Delta is much more than a contract manufacturer. You will be choosing a partner who values communication, collaboration and measurable results.

Outsourcing is a major strategic decision, one that will allow you the flexibility and the time to focus on your primary objectives. More than a simple service provider, we are looking to become your long term strategic partner and first choice for pharmaceutical, cosmetic, and natural health contract manufacturing.

With years of experience delivering high quality results and products we are structured in a way that we can accommodate any changes that may arise during the course of your project.

Through a combination of integrated resources, precise manufacturing, project management and packaging solutions, we will work together to master your particular challenges and ensure that your goals are met.

Over and above the flexibility our partnership will offer, you will also benefit from:

- › Cost reduction and increased profitability
- › Turnkey project management
- › R&D support in the development of new products and existing formulations
- › Faster production cycle and process
- › Go to market, on time and on budget



**Accessible Team Of Professionals**

**Proven Track Record**

**Optimized Facilities**

**On Time**

**On Budget**



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