

*Chimia* 49 (1995) 122  
 © Neue Schweizerische Chemische Gesellschaft  
 ISSN 0009-4293

## AFTI Associazione Farmaceutici Ticinese\*

AFTI, Associazione Farmaceutici Ticinese, was founded in 1982 as the brain-child of the Farmacista Cantonale, Dr. *Pierfranco Livio*. The idea was to join professional and technical personnel employed by the pharmaceutical industry of Canton Ticino. There seemed to be a necessity to create an organization to bring pharmaceutical operators up-to-date on the latest developments in the pharmaceutical sector, taking into account the indus-

trial climate present in the Canton Ticino consisting of a few medium sized and numerous small sized companies in the pharmaceutical sector.

The association is open to individuals with academic degrees in chemistry, pharmacy, pharmaceutical technology, medicine, biological sciences, and other disciplines. In addition, technical staff working in the pharmaceutical sector with at least three years of practical work experience are also admitted.

AFTI is located in Lugano, has ca. 120 members and is managed by a seven member committee.

Presently, the President is Dr. *Fabio Dotto* of *Inpharzam SA*, Cadempino; the

Vice-president is Dr. *Andrea Meoli* of *Élan Pharma SA*, Mezzovico; the Secretary is Dr. *Peter Buchs* of *Sapac SA*, Barbengo; and the Treasurer is Dr. *Mario Lüthi* of *Bioferment SA*, Barbengo.

To fulfill its task, the association organizes and sponsors study groups, seminars and workshops on specific themes related to current issues thus assisting in the professional development of its members. In 1994, AFTI in association with AFI, Associazione Farmaceutici Italiana, organized at the Palazzo dei Congressi in Lugano a conference titled 'farmaco: rapporto qualità-costo'. The conference had a large number of participants and stimulated great interest amongst the various operators within the pharmaceutical sector. Recently, initiated by a study group from within the organization, an auto-inspection manual has been developed receiving great praise from all. Ultimately, the association is committed to an ever increased collaboration amongst its members, aimed at fostering the dissemination of high level of scientific information.

The association wishes to increase its efforts in order to reach the above written goals.

\*Correspondence: AFTI  
 Associazione Farmaceutici Ticinese  
 Casella Postale 2094  
 CH-6900 Lugano 1

*Chimia* 49 (1995) 122-123  
 © Neue Schweizerische Chemische Gesellschaft  
 ISSN 0009-4293

## ATICEF Ticino Association for the Chemical, Pharmaceutical, and Cosmetic Industries\*

The beginnings of the chemical and pharmaceutical industries in the Ticino took place only quite recently, and much later than in the rest of Switzerland.

A first group of companies began its activity shortly after the end of the second world war. These pioneers, some still active today, were mostly chemists, pharmacists, and doctors, usually from the Ticino, who aimed to develop and commercialize their own product, composition, or prescription. In general, these people were

technicians who began this new enterprise in an essentially craftsmanlike way.

A second group of companies, and a consequent new evolutionary phase, began to develop in the 1960's; as a result, during this period the outlook of the entrepreneurs began to change from craftsmen into industrialists, and alongside the technicians were to be found structures with strong and professional commercial attitudes. However, the framework of the enterprises, even if they were conducted along industrial lines, remained small and linked to the foresight of a small number of operators.

Both categories of industry, in an essentially parallel way, were able to build

up their reputations and consolidate their fragile structures during an exceptional development phase that actually took place during the unfavorable economic climate of the period 1975-1980. Gaining new markets, expanding and renewing production equipment, these operators carried out a genuine leap forward, earning an eminent reputation that is today also recognized on a scientific level.

Finally, at the beginning of the 1980's, another development stage began and continues to this day. This has involved further refinement of the main strategic and industrial techniques. Recent years, excluding effects of general economic trends, have witnessed a development that is more than positive and demonstrates a constant and gradual growth (see *Table*). Thus, while on one hand the sector launches onto the market original products, often fruit of their own young but efficient and dynamic research teams, on the other hand new export markets are being developed, improving more and more the competitiveness of the companies.

The chemical and pharmaceutical industries in the Ticino are concentrated in the area around Lugano, even though there are examples of extremely qualified companies in outlying areas.

\*Correspondence: Dr. S. Lombardi  
 Secretary ATICEF  
 Corso Elvezia 16  
 CH-6901 Lugano

*Chimia* 49 (1995) 122  
 © Neue Schweizerische Chemische Gesellschaft  
 ISSN 0009-4293

## AFTI Associazione Farmaceutici Ticinese\*

AFTI, Associazione Farmaceutici Ticinese, was founded in 1982 as the brain-child of the Farmacista Cantonale, Dr. *Pierfranco Livio*. The idea was to join professional and technical personnel employed by the pharmaceutical industry of Canton Ticino. There seemed to be a necessity to create an organization to bring pharmaceutical operators up-to-date on the latest developments in the pharmaceutical sector, taking into account the indus-

trial climate present in the Canton Ticino consisting of a few medium sized and numerous small sized companies in the pharmaceutical sector.

The association is open to individuals with academic degrees in chemistry, pharmacy, pharmaceutical technology, medicine, biological sciences, and other disciplines. In addition, technical staff working in the pharmaceutical sector with at least three years of practical work experience are also admitted.

AFTI is located in Lugano, has ca. 120 members and is managed by a seven member committee.

Presently, the President is Dr. *Fabio Dotto* of *Inpharzam SA*, Cadempino; the

Vice-president is Dr. *Andrea Meoli* of *Élan Pharma SA*, Mezzovico; the Secretary is Dr. *Peter Buchs* of *Sapac SA*, Barbengo; and the Treasurer is Dr. *Mario Lüthi* of *Bioferment SA*, Barbengo.

To fulfill its task, the association organizes and sponsors study groups, seminars and workshops on specific themes related to current issues thus assisting in the professional development of its members. In 1994, AFTI in association with AFI, Associazione Farmaceutici Italiana, organized at the Palazzo dei Congressi in Lugano a conference titled 'farmaco: rapporto qualità-costo'. The conference had a large number of participants and stimulated great interest amongst the various operators within the pharmaceutical sector. Recently, initiated by a study group from within the organization, an auto-inspection manual has been developed receiving great praise from all. Ultimately, the association is committed to an ever increased collaboration amongst its members, aimed at fostering the dissemination of high level of scientific information.

The association wishes to increase its efforts in order to reach the above written goals.

\*Correspondence: AFTI  
 Associazione Farmaceutici Ticinese  
 Casella Postale 2094  
 CH-6900 Lugano 1

*Chimia* 49 (1995) 122-123  
 © Neue Schweizerische Chemische Gesellschaft  
 ISSN 0009-4293

## ATICEF Ticino Association for the Chemical, Pharmaceutical, and Cosmetic Industries\*

The beginnings of the chemical and pharmaceutical industries in the Ticino took place only quite recently, and much later than in the rest of Switzerland.

A first group of companies began its activity shortly after the end of the second world war. These pioneers, some still active today, were mostly chemists, pharmacists, and doctors, usually from the Ticino, who aimed to develop and commercialize their own product, composition, or prescription. In general, these people were

technicians who began this new enterprise in an essentially craftsmanlike way.

A second group of companies, and a consequent new evolutionary phase, began to develop in the 1960's; as a result, during this period the outlook of the entrepreneurs began to change from craftsmen into industrialists, and alongside the technicians were to be found structures with strong and professional commercial attitudes. However, the framework of the enterprises, even if they were conducted along industrial lines, remained small and linked to the foresight of a small number of operators.

Both categories of industry, in an essentially parallel way, were able to build

up their reputations and consolidate their fragile structures during an exceptional development phase that actually took place during the unfavorable economic climate of the period 1975-1980. Gaining new markets, expanding and renewing production equipment, these operators carried out a genuine leap forward, earning an eminent reputation that is today also recognized on a scientific level.

Finally, at the beginning of the 1980's, another development stage began and continues to this day. This has involved further refinement of the main strategic and industrial techniques. Recent years, excluding effects of general economic trends, have witnessed a development that is more than positive and demonstrates a constant and gradual growth (see *Table*). Thus, while on one hand the sector launches onto the market original products, often fruit of their own young but efficient and dynamic research teams, on the other hand new export markets are being developed, improving more and more the competitiveness of the companies.

The chemical and pharmaceutical industries in the Ticino are concentrated in the area around Lugano, even though there are examples of extremely qualified companies in outlying areas.

\*Correspondence: Dr. S. Lombardi  
 Secretary ATICEF  
 Corso Elvezia 16  
 CH-6901 Lugano

Production covers a vast range of articles and practically every type of pharmaceutical formulation in current use. In the main the products are modern and original, some being covered by international patents. Production is carried out according to international standards of Good Manufacturing Practice (GMP).

An indication of the dynamism of the sector is the fact that two-thirds of the production is exported. Although directed principally towards Germany and Italy, exportation extends to 120 countries on five continents, proof not only of the originality and quality of the products but also of the efficiency of the sales and marketing forces of the single companies which, on the whole, can consider themselves fortunate with regard to their high degree of professionalism, creativity, dynamism, and internationalism.

The chemical and pharmaceutical industries of the Ticino joined together in 1980 to form an industry association: ATICEF – Ticino Association for the Chemical, Pharmaceutical, and Cosmetic Industries.

ATICEF, which includes almost every company in the sector (see Fig.), has its offices in Lugano (see *Correspondence*, Tel++4191 235041, Fax++4191 234636).

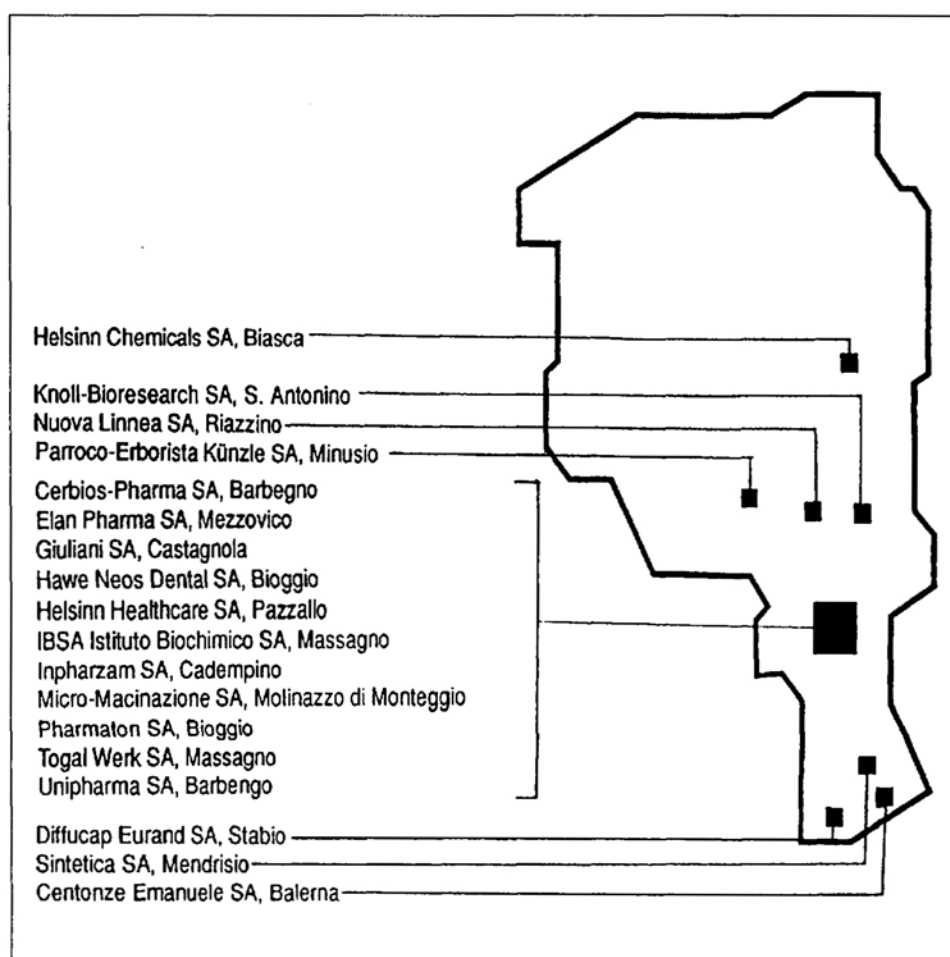


Figure. Membership of ATICEF

Table. Statistical Survey of ATICEF

	1980	1986	1992
Associated Companies	13	17	18
Employees	650	950	1040
– Swiss	53%	46%	45%
– from Ticino	31%	31%	29%
– rest of Switzerland	22%	15%	16%
– Foreigners	47%	54%	55%
– residing in Ticino	26%	32%	28%
– residing in Italy	21%	22%	27%
Average Size (number of employees)	50	56	58
Salaries (including all social benefits)	32 Mio.	48 Mio.	80 Mio.
Total Sales	220 Mio.	350 Mio.	510 Mio.
– Switzerland	10%	28%	40%
– export	90%	72%	60%
Total Investments	45 Mio.	65 Mio.	47 Mio.
– research and development	17%	10%	34%
– production equipment	36%	49%	36%
– sales and marketing	45%	40%	27%
– other	2%	1%	3%