

PEAKS of Interest

New tenant at Pease

Liquid chromatography is a crucial process used in making a quickly expanding range of biotech products such as human insulin and cancer-fighting drugs. Located in one of the newer buildings at Pease International Tradeport (Portsmouth, New Hampshire), Euroflow represents a new breed of biotech-related companies that have emerged recently throughout the region.

Euroflow was founded 10 years ago and is based in Stroud, U.K. The company develops and produces specialized LC machines and systems, and has taken an aggressive plunge into the U.S. and Canadian marketplaces by opening its first U.S. office in Portsmouth, New Hampshire.

The purpose of the company's technology center is to bring the technical capabilities of the company's U.K. headquarters closer to biopharmaceutical customers and distributors in the U.S. and Canada. The 4100 square-foot facility houses a modern laboratory as well as conference, classroom, and office spaces to enhance hands-on demonstration of the company's products. This is made possible by the fact that both laboratory and classroom-style training can be used to train customers in using the equipment.

Agilent CEO to retire in February

Agilent's Palo Alto, California-based firm announces chairman, president, and CEO Ned Barnholt will retire at the end of this month. Barnholt served as CEO for the past six years and will be succeeded by William Sullivan, who currently serves as executive vice president and COO. Sullivan also oversees the company's electronic products and solutions group.

James Cullen, who has served on Agilent's board of directors since 2000, will take over as nonexecutive chairman upon Barnholt's departure.

Waters Connections® University 2005 course catalog available

Waters Corp. (Milford, Massachusetts) recently announced the publication of its Waters Connections University Customer Education Course Catalog for 2005. Connections University is offering comprehensive courses for LC and MS technologies that cover five major areas including laboratory informatics, instrument operation and maintenance, MS technologies, compliance, and general chromatography.

Chromatography Market Profile

HPLC and LC-MS Plays Major Role in Preclinical Development Market

The market for HPLC and LC-MS has expanded at a rapid pace during the past decade due to a combination of technological advancements and industry demand from pharmaceutical and biotechnology researchers. The emergence of highly sensitive instruments has created new applications for researchers to pursue that seemed virtually impossible just a few years ago.

Even through the recent soft global economy when capital budgets were stagnant, HPLC and LC-MS continued to see strong growth in both demand and technological development. No doubt proteomics, metabonomics, and other drug discovery applications have led this surge in the market. In particular, biomarker research has been a topic of increased discussion among drug discovery scientists due to the enormous potential in preclinical and clinical applications. As a result, this offers a greater opportunity for HPLC and LC-MS manufacturers to pursue, especially as the economy begins to strengthen.

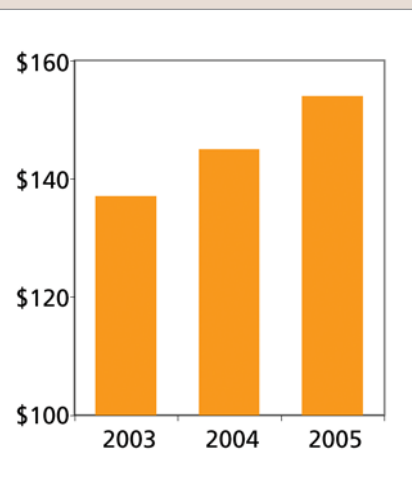
Evaluating the metabolism and toxicology of potential pharmaceuticals is one of the main tasks carried out during the preclinical stage of drug development. Although animal studies have only partial application to human biology, further research is helping to make animal testing a more accurate gauge of drug safety in humans. At the same time, work is underway to optimize the process and even to move it slightly earlier in the drug discovery process so that preclinical development can be a more effective gatekeeper of the myriad compounds that are generated in the earlier stages of drug discovery.

More than a dozen key analytical instrumentation technologies contribute to preclinical development research. The total market for these technologies will experience growth in the double digits, reaching \$1 billion by 2008. In North America and Latin America, the demand for HPLC and LC-MS accounted for over \$140 million in 2004.

The preceding data was extracted from SDI's Market Analysis and Perspectives report titled "Analytical Instrumentation Opportunities and Challenges in Drug Development Pre-Clinical Trials." For more information, contact Glenn Cudiamat, vice president of research services, Strategic Directions International, Inc., 6242 Westchester Parkway, Suite 100, Los Angeles, CA 90045, tel. (310) 641-4982, fax (310) 641-8851, e-mail cudiamat@strategic-directions.com.

The catalog is available in eight regional versions: Benelux, France, Germany, Spain, Ireland, U.K., Scandinavia (Denmark, Finland, Sweden, Norway), and North America (U.S. and Canada).

Connections University courses are delivered by experienced, certified instructors and are available at worldwide campuses in Milford, Massachusetts, and at European campuses in St. Quentin en Yvelines, France; Almere, Netherlands; Manchester, U.K.; or at multiple regional locations around the world. The university also offers on-site training and distance learning. For more information on Waters Connections University, please visit www.waters.com/cucatalog.



Worldwide preparative and process SFC demand (values in millions).

2005 Hall-of-Fame Awardee

Gary Hatch has been awarded the 2005 Activated Carbon Hall-of-Fame award. He will provide a plenary lecture March 23, 2005 in Orlando, Florida at the 15th International Activated Carbon Conference and Course program.

Hatch is director of R&D for Pentair/Plymouth Products, Sheboygan, Wisconsin, where he is responsible for new product R&D for residential and commercial POU/POE markets. He received the Ph.D. degree from Kansas State University (Manhattan, Kansas) in analytical-inorganic chemistry and has been actively involved in water treatment for the past 30 years. ■