

PEAKS of Interest

Thermo Fisher acquires Cohesive

Thermo Fisher Scientific, Inc. (Waltham, Massachusetts) announced it has acquired Cohesive Technologies, Inc. (Franklin, Massachusetts), a manufacturer of advanced sample extraction and liquid chromatography products. Cohesive has annual revenues of approximately \$15 million.

The Cohesive product line will add in-line sample preparation capabilities that couple with mass spectrometry technology to create end-to-end workflow solutions for drug and other organic molecule analyses.

Chicago school receives Pittcon 2007 science education award money

The Pittsburgh Conference (Pittsburgh, Pennsylvania) announced that the Science Week Committee has selected the science department at the Nancy B. Jefferson Alternative High School as the recipient of the Pittcon 2007 Science Education Award which will be presented at McCormick Place, Chicago, Illinois, on January 5, 2007.

The award, a \$24,800 grant, will be used to purchase science education equipment to facilitate the implementation of innovative and creative methods to engage Jefferson students in science curricula. This annual award is granted for the best science education proposal submitted by an educational institution, business, or school district in the Pittcon host city region.

Agilent launches centers of excellence

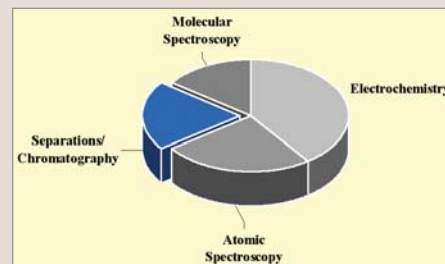
Agilent Technologies, Inc. (Palo Alto, California) announced that it has launched a new product demonstration center at its Santa Clara, California corporate headquarters to showcase its life sciences and chemical analysis capabilities.

The Center of Excellence launch follows the opening of a similar center in Bangalore, India, and recent expansions

Chromatography Market Profile

Water Analysis

The environmental market peaked about fifteen years ago when the United States government passed a large body of new environmental laws and strengthened existing ones, dramatically increasing the number of mandated tests. As a result, the analytical instruments market received a boost in new instrument sales. While growth from the environmental market has slowed considerably since, the total market is still quite significant.



Laboratory water analysis demand by technology.

One application fueling growth in the environmental sector is water analysis.

Water testing covers a broad spectrum of applications including industrial process water, potable and drinking water, wastewater, surface and groundwater, industrial effluent, and power or cooling water. These applications are driven heavily by government regulations. In fact, the European Water Framework Directive of 2000, in addition to other existing legislation, is driving efforts to protect water quality.

Developing regions like China and the Pacific Rim are experiencing explosive growth due to the widespread implementation of water quality regulations, much of which mirrors regulations in industrialized nations. Drinking water has long been a major problem in countries like China and India, where populations are large and dense, but the available supply of fresh water is shrinking. The Chinese government intends to spend \$175 billion on environmental protection over the next 10 years.

There are relatively few instrument technologies used for water analysis. Electrochemistry techniques like pH, ion selective electrodes, conductivity, dissolved oxygen, and titration, are perhaps the instrument techniques most used. Other instrumentation includes atomic spectroscopy techniques, molecular spectroscopy, and separations techniques like HPLC, IC, GC, and GC-MS. Overall, chromatography techniques account for about 20% of the total laboratory market for water analysis.

The foregoing data was extracted and adapted from Instrument Business Outlook, an SDI publication, and SDI's Global Assessment Report, 9th Edition. For more information, contact Glenn Cudiamat, VP of Research Services, Strategic Directions International, Inc., 6242 Westchester Parkway, Suite 100, Los Angeles, CA 90045, (310) 641-4982, fax: (310) 641-8851, e-mail: cudiamat@strategic-directions.com.

of Agilent product demonstration centers in Paris, France; Manchester, United Kingdom; and Waldbronn, Germany.

The company also has plans for another center in Little Falls, Delaware to open in late 2007.

Gentech Scientific expands overseas

GenTech Scientific, Inc. (Arcade, New

York) announced the official opening of GenTech Asia, located in Taichung City, Taiwan. The venture marks the company's first expansion in the Asia/South Pacific area.

Larry Wu has been named general manager of GenTech Asia. ■