

PEAKS of Interest

Waters and Bruker announce collaboration

Waters Corporation (Milford, Massachusetts) and Bruker BioSciences Corporation (Billerica, Massachusetts) recently entered into a collaboration agreement to provide greater integration and connectivity between Waters' ACQUITY Ultra Performance LC (UPLC) system and Bruker's mass spectrometry (MS) and nuclear magnetic resonance (NMR) products.

The collaboration will allow direct support of Waters ACQUITY UPLC system in Bruker's HyStar software thus unifying control and results management to combine these technologies. The products of both companies have many applications in the discovery, development, and manufacture of pharmaceuticals, processed foods, beverages, personal care products, and in environmental and food safety laboratories.

Millipore increases investments in international markets

Millipore Corporation (Billerica, Massachusetts) recently announced that it has increased its investment in personnel and facilities to support the growth of its business in emerging international markets such as China and India.

The company has appointed Geoff Ide as vice president of International Markets. Ide comes to Millipore with more than twenty years of experience in marketing and international general management. Most recently, Ide has served as president of Bausch and Lomb's Japan operations. His responsibilities will focus on the development and implementation of regional growth strategies for both the Bioscience and Bioprocess divisions, with an emphasis on China and India where the company has seen increasing demand for its laboratory water and sample preparation products.

Grace opens center in Shanghai

W. R. Grace & Co. (Columbia, Maryland) recently announced that it will open a technical services laboratory in Shanghai, China, for its Grace Davison Discovery Sciences product group. The center will

Chromatography Market Profile

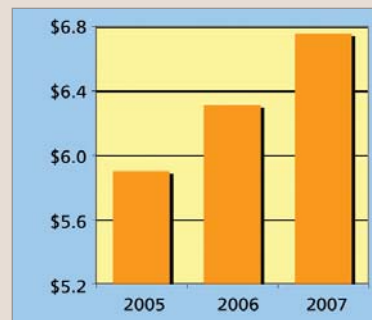
Market Profile: Pharmaceutical Market Demand for Life Science Instrumentation

Globally, 2005 sales of pharmaceuticals have been estimated at approximately \$550 billion. A significant fraction of this amount was due to the top pharmaceutical companies in the world. The top five companies alone were responsible for total revenues of \$168 billion, or 30% of the entire market. Expanding the situation to the top twenty pharmaceutical companies, the share increases to well over 50%.

The research and development budgets of these companies shows that most of the top firms have R&D budgets that represent 15–30% of their total revenue. The average is somewhat over 20%. This equates to a global R&D budget on the order of \$100 billion. Of course, instrumentation is by no means the largest portion of this total budget. In fact, SDi estimates that nearly \$5.9 billion was spent on analytical and life science instrumentation in 2005. Not surprisingly, the pharmaceutical industry tends to invest its money on technologies like liquid chromatography, mass spectrometry, automated techniques, and informatics. Overall, the pharmaceutical market for analytical instrumentation is expected to increase 6–8% over the next few years.

Despite this enormous sum being spent on research and development, one current crisis in the pharmaceutical industry is the paucity of drugs successfully making it to the market. Although the FDA was approving 80–90 drugs per year in the late 1990s and early 2000s, this number has dwindled rapidly. In 2005, the FDA approved a record low 15 new drug therapies. The number of new chemical entities (NCEs) being approved also has dropped in a similar fashion. This pipeline problem might be reaching critical severity for the pharmaceutical industry and new technological tactics might well be required to solve the problem.

The foregoing data was extracted from Strategic Directions International, Inc. Market Analysis and Perspectives (MAP) report entitled, "Life Science Instrumentation: Supporting Systems Biology in Integrating Genomics, Proteomics, and Drug Discovery." 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, or website: <http://www.strategic-directions.com>.



Pharmaceutical demand for analysis and life science instrumentation.

improve the company's ability to support life sciences R&D across Asia.

Technical personnel in the facility will primarily be responsible for working with Asia-based customers.

ACDLabs, Applied Biosystems, and MDS SCIEX sign agreement

ACD/Labs (Toronto, Canada) announced that it has entered into a reseller's agreement with Applied Biosystems Group

(Foster City, California) and MDS SCIEX (Toronto, Ontario). This agreement allows Applied Biosystems/MDS SCIEX to sell ACD/Labs' MS Manager, MS Fragmenter, and ChemSketch Software in combination with Applied Biosystems/MDS SCIEX mass spectrometry products worldwide. ACD/Labs will retain responsibility for customer training and technical support of the company's software. ■