

## Praj bags orders from Columbia

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Marking the first of its breakthrough contracts, Praj Industries, a Pune-based company that provides biotechnology solutions to the distillery, brewery, wastewater treatment and customized engineering for the process industry, has bagged five major orders in Columbia for fuel ethanol plants attached to sugar mills gaining 100 percent market share in the country. Estimated at Rs 140 crore, the orders were bagged amidst stiff competition from Brazilian and European suppliers. Brazil is one of the biggest producers of alcohol in the world while US accounts for another 30 percent production. This is probably the first time that Indian technology was chosen over that of other nations.

"Distilleries using Brazilian technology operate on cane juice as well as cane molasses. However, Praj with its experience of working on sugarcane based raw materials, has been able to provide a much superior technology using molasses," explained Pramod Chaudhari, chairman, Praj.

### **Fabtech bags Biological E clean room order**

Mumbai based Fabtech Technologies has bagged the contract for design, supply and installation of modular clean room panels at Biological E Ltd. The company is setting up an export oriented new vaccines facility at Shapoorji Pallonji Biotech Park at Shameerpet, near Hyderabad. The new facility is being set up as per WHO cGMP norms and would be certified by WHO.

Fabtech, part of the Mumbai-based AIRCORP group, which specializes in engineering, consultancy and turnkey execution of projects for the whole spectrum of pharmaceutical products across 15 countries in East Europe, Asia and Africa, is expecting to complete the \$1.20 million contract by this year-end. Pulla Reddy, senior manager projects, Fabtech, said, "This order is a vindication of our expertise and execution capabilities. Laminar airflow units, pass boxes and biological safety cabinets are also part of the supply. This is the single largest domestic order received by Fabtech so far."

#### **Alfa Laval India targets Rs 60 cr from life sciences segment**

Alfa Laval India, a major supplier of diverse key technologies to the Indian biotechnology industry is looking at reaping Rs 60 crore from its life sciences segment. With the growth of the biotechnology/life sciences industry the company's life sciences division has been doing well. During the last year its sales from life sciences segment stood at Rs 40 crore against Rs 20 crore in 2002-03.

Alfa Laval India has already bagged an order of Rs 12 crore for solvent recovery plant from Biocon India. It has also received enquires from other companies. Looking at the opportunity in India the company has acquired land adjacent to the existing facilities in Pune. The new facility will focus on high-speed decanter, fabrication and separators business. For this the company is investing about Rs 30-35 crore in buildings, machinery and manpower. It has also entered a tie up with the US-based KATZEN International for the vapor-phase molecular sieve technology.

#### **BioRad sets new facility for separation solutions**

BioRad, a multinational manufacturer and distributor of life science research products and clinical diagnostics, has set up a facility at the Mumbai University Institute of Chemical Technology (MUICT) to provide "Separation Solutions" to the rapidly growing Indian bio/pharma industry. Technical expertise at MUICT combined with product support from BioRad is expected to provide the 'missing link' between bench scale technologies and successful commercial ventures by through providing cost effective separation solutions using modern equipment and technology.

Dhiren Wagle, country manager of BioRad said, "The purpose of this initiative to set up a facility for the lead work. The industry is invited to avail the initiative to custom develop their separation technologies through a three-node model involving BioRad, user industry and MUICT."

#### **DPC, Thermo Electron sign distribution agreement**

Diagnostic Products Corporation (DPC) and Thermo Electron Corporation have announced a distribution agreement for the Thermo Konelab clinical chemistry systems and the TC Automation laboratory automation products. The agreement provides DPC with distribution rights to sell the Konelab clinical chemistry systems for human clinical diagnostics and veterinary testing in Spain, Portugal, Belgium, Netherlands and Luxembourg. In France and Germany, DPC will lead efforts to market the Konelab product line when sold together with the Immulite family of systems, while both companies will continue to serve their other customers. The agreement also provides DPC with nonexclusive distribution rights to the TC Automation product line when sold together with the Immulite systems and Konelab clinical chemistry systems. "DPC is one of the leading immunoassay suppliers, and we believe that Thermo's clinical chemistry and laboratory automation system products will be well represented by DPC," said Marc Casper, president, Life and Laboratory Sciences Group, Thermo."

#### **Skytech is Indian distributor for Phase Technology, Accustandard**

Phase Technology, Canada and Accustandard Inc. USA have appointed Skytech Systems India Pvt Ltd as their authorized distributor for India. Phase Technology offers cloud, pour and freezing point analyzers for lab and online applications. Accustandard Inc is an analytical standards manufacturing company. Skytech Systems offers products to scientists, quality control managers and researchers for analyzing various types of samples that helps user in maintaining good quality, a clean environment/develop a new product. It has supplied and installed a Sievers Model 820 TOC (Total Organic Carbon) analyzer at Shreya Life Sciences, Aurangabad, Serum Institute of India, Pune and RPG Life sciences.

#### **Agilent commercializes model organism used in plant research**

Agilent Technologies has introduced the first whole-genome oligonucleotide microarray for the study of Arabidopsis thaliana, the primary model plant used in gene expression research. By revealing gene activity associated with various biological functions, stages of growth and response to stress in the plant, the Arabidopsis 3 oligo microarray kit allows scientists to understand these processes in common crop plants such as corn, soybean and cotton. Scientists will use this knowledge to improve crop yields, enhance the quality of plant fibers, foods and other materials and increase plant resistance to disease and drought.

"Our new Arabidopsis microarray provides a major leap in content coverage over current competitive products," said Mel Kronick, chief scientist of Agilent's Integrated Biology Solutions unit. "In addition to covering all known protein coding transcripts of the Arabidopsis genome, it is also the first to provide probes for unannotated genomic regions".

#### **Pall launches new line of protein purification kits**

Pall Corporation, a player in the rapidly growing fields of filtration, separations and purification, strengthens its position in the proteomics market with the introduction of three new protein purification kits, its first entries in an extended line of Enchant Life Sciences Kits.

The Enchant Life Sciences kit for albumin depletion and the two Enchant Life Sciences kits for IgG (immunoglobulin G) purification remove these abundant proteins from human and animal-derived serum or plasma samples, providing the critical first step in isolating new drug targets. The demand for proteomics technologies is increasing as scientists seek complete, all-inclusive sample preparation kits to better expedite their work in protein analyses and drug discovery. Pall's new protein purification kits support this need for advanced technology in the proteomics sample preparation market, which is projected to expand to \$367.7 million by 2009.

#### **Millipore expands customer support with OEM hotline**

Millipore, a multinational bioscience company that provides technologies, tools and services for the discovery, development and production of new therapeutic drugs, introduced its worldwide OEM Membrane Hotline, supporting medical device designers and engineers with direct access to Millipore's team of membrane experts.

Millipore's hotline staff consists of engineers and application scientists familiar with the manufacturing process of membranes. Experienced in helping customers incorporate membranes into products, these specialists can answer device and diagnostic-related questions for the optimization of medical products, filtration, membrane sealing, plastic compatibility, sealing methods and parameters, sterilization compatibility, material properties and compatibility and device manufacturing and troubleshooting.

#### **Applied Biosystems brings new expression array system**

Applied Biosystems recently announced the worldwide commercial availability of its expression array system. The product combines the sensitive gene detection capabilities with easy integration to Applied Biosystems' complementary gene expression products. Together, these systems provide a comprehensive and streamlined solution for studies of human gene expression. For the Indian market, LabIndia Instruments is marketing the entire product range of Applied Biosystems. VS Upadhyay, director LabIndia, is expecting good results from this new technology especially from the Indian market. He said, "The priorities of Indian market are also moving with a fast pace. Scientists are updated with the latest technologies. The new expression array system has so far gained good amount of attention from the Indian scientific community, we hope to see good results in future."

#### **TechnoConcept to open bioinformatics training centre**

TechnoConcept, a supplier of international instruments, software and consumables to the biotech industry is planning to open a training center at its New Delhi corporate office soon. Its objective is to make people aware about the technicalities of the bioinformatics product range. Shortly, the company's product specialists will conduct regular training programs. Established in 1995, TechnoConcept has gained expertise in supplying products for biotech research. Its list of foreign partners has continuously expanded, so has the range of products. Today the company is supplying products for almost all stages of research. The company caters to three specific market segments of consumables, instrumentation and scientific software. Recently the company expanded its network and strengthened its marketing team. The company has presence in almost all major Indian cities having a substantial life sciences/ biotech research market. "As of now, we have our representatives in Bangalore, Chandigarh, Chennai, Hyderabad and Lucknow. Soon we will be appointing our representatives in Gujrat, Kolkata and Mumbai," Rakesh Arora, managing director, TechnoConcept, said.

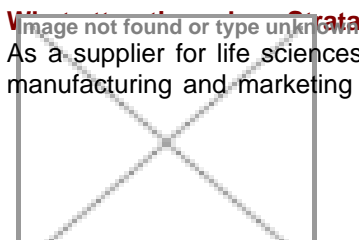
#### **Genetix to market ND-1000 spectrophotometer**

ND-1000 UV-Vis Spectrophotometer, which enables accurate analyses of extremely small samples with remarkable reproducibility is now also being distributed by New Delhi-based Genetix Biotech Asia, in addition to Bangalore-based JH Bio Associates. This spectrophotometer was launched by the US-based NanoDrop Technologies. The patented sample retention system of the spectrophotometer eliminates the need for cuvettes and capillaries, which decreases the measurement cycle time. In addition, the high absorbance capability eliminates the need for most dilutions.

Stratagene will introduce a range of RT-PCR products by 2004 end

#### **Stratagene offer to the Indian market?**

As a supplier for life sciences, biotech and other related research, Stratagene supports advances in science by inventing, manufacturing and marketing products that simplify, accelerate and improve research. We are a twenty-year-old company



dealing in range of products and services from molecular biology, genomics, proteomics, drug discovery to toxicology. We also deal in enzymes, Pfu and are among the pioneers in the PCR (Polymerase Chain Reaction) market. Stratagene is into the PCR market since the advent of this technology. All these products have a great potential in Indian market.

**From Stratagene's perspective how big is the Indian research market?**

The overall Indian research market is growing at a good rate. In life sciences India is doing quality work in molecular biology, genomics, proteomics, drug discovery, toxicology research and various other related fields. The Indian scientific community has already established its image at the global level. We foresee good growth in near future.

**What has been your experience in India? What are its strategies for the future?**

The company has had a good experience in the Indian market. We are now almost a decade old company in India. During the past three years we have been working with the Chandigarh-based Imperial Bio-Medic.

Stratagene's core business strategy revolves around local market acceptance. Understanding the local market is the most valuable aspect for any business. We are covering the entire Indian market through the network of Imperial Bio-Medic. Since Imperial has already gained strong market acceptance, we will continue to work with them.

**Stratagene has recently launched FullVelocity kits. How do these kits work?**

The FullVelocity technology is a new high-speed reagent system for QPCR and QRT-PCR that delivers sensitive, specific and reproducible results with significantly shorter overall run times than other QPCR reagents. This technology uses a novel multi-enzyme formulation, which has been extensively tested for fast cycling conditions. FullVelocity multi-enzyme formulation is the key to this novel technology.

The FullVelocity kits are designed to improve the speed and throughput of linear hydrolysis probe-based reactions without compromising sensitivity, specificity or reproducibility. Depending on the instrument used, one can reduce overall reaction time significantly.

**What are the new products in pipeline? Anything special in reference to India?**

Stratagene is closely looking at the RT-PCR market. We will be introducing a good range of RT-PCR products for molecular biology research by the end of 2004. The company would be offering the entire product range in India. And whatever is released globally will be made available in India.