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Nanoliter and Spark part company, while IBF receives academic endorsement

Nanoliter LLC (Henderson, NV), a company developing induction-based fluidics (IBF), continues to search for corporate development partners for its technology, after a co-development and commercialisation deal with **Spark Holland BV** (Emmen, The Netherlands) went foul because of disagreements about intellectual property rights. The deal, announced during Pittcon 2007, was to combine Spark's autosampler expertise with Nanoliter's Cool Wave™ technology, an IBF syringe that allows the accurate spotting of microlitre to picolitre volumes. The technology has a range of applications, including nanolitre fraction collection for capillary liquid chromatography (LC) and the preparation of matrix-assisted laser desorption ionization (MALDI) targets for mass spectrometry (MS).

Bert Ooms, Spark's business development manager in charge of the agreement, told *Instrument News*: "The collaboration has come to an end, as we could not reach an agreement on the patents." Ooms added: "Although we assume there is nothing wrong with the technology in general, we have never been able to really validate the product, simply because there has never been a prototype made available to Spark for evaluation."

Drew Sauter, Nanoliter's Principal, told *Instrument News* that the deal had almost been closed, when a last minute demand for advanced access to the instrument derailed the agreement after Pittcon this year. He asserted, however, that members of Spark's management had witnessed the spotting capabilities of the device on at least three occasions.

This comes after a proposed licensing deal with Applied Biosystems and MDS Sciex involving the use of the IBF concept for "highly parallel LC", fell through, according to Sauter, when the joint-venture partners

were not prepared to offer royalties on future sales. The IBF concept is currently secured by a single patent, while four more, expanding the applications of the syringe technology, have been applied for. "My long-term goal has been to [establish IBF for use in] the nanoliter syringe, a pipette, solid phase extraction (SPE), LC and a pump," Sauter said.

The IBF produces droplets of nanoliter volume, which are inductively energised on the surface, placed in an electric field and launched towards a target with high accuracy. Despite the failure to secure a corporate partner, the technology attracts a number of more informal and academic endorsements. During Pittcon in March, for example, the Cool Wave was interfaced with the DART (Direct Analysis in Real Time) technology from **JEOL Ltd** (Tokyo, Japan), an atmospheric pressure ionisation method for MS.

The list of US academic and governmental research institutes is long and prestigious. However, a collaboration with Dr Julie Harmon's group at the University of South Florida based in Tampa, FL stands out, as it highlights the interesting characteristics that IBF can evoke in samples. Nanolitre drops of synthetic polymers, deposited on MALDI plates, displayed a phenomenon described as 'field-enhanced crystallisation', which led to MS signal improvements through an increase of signal/noise ratio and signal intensity, and better reproducibility. "We are currently working on similar studies involving proteins," Harmon told *Instrument News*. Other, unpublished work on proteins conducted at the National Institutes of Health, has shown an up to 100-fold increase in analysis sensitivity for tubulin proteins. "I believe that the field-effect will make the technology interesting for many other applications in analytical and materials sciences," Harmon concluded. ■

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Vermillion files for bankruptcy protection

Vermillion Inc (Fremont, CA), the non-instrument remainder of CIPHERGEN concentrating on molecular diagnostics, has filed for reorganisation relief under chapter 11 of the US bankruptcy code. This is to allow the company to continue operations while it tries to obtain regulatory clearance for its ovarian tumour diagnostic tests, particularly the OVA1 biomarker test, which is currently in clinical trials. As part of an attempt to preserve its funds, the company has asked several of its executive officers to resign, including the whole board of directors, Gail Page as president and CEO, Qun Zhou as interim CFO, Dr Eric Fung as vp and Chief Scientific Officer, and Simon Shorter as vp of corporate business development. Page was

elected as executive chair of the board of directors.

In summer last year, Vermillion was still reporting \$14.4 million of cash and investments, although it made quarterly losses of \$4.9 million, while its last reported quarter, which ended at the end of September 2008, had seen the cash cushion reduce to \$5.4 million, while losses were \$4.7 million. The company's only revenue stream had been the sale of its instrumentation business assets, including the SELDI (Surface Enhanced Laser Desorption/Ionization) proteomics platform, to Bio-Rad in November 2006 for \$20 million in cash and a \$3 million equity investment. ■

Jerini sells JPT to BioNTech

Jerini AG, a developer of peptide-based drugs, has sold its peptide array subsidiary, **JPT Peptide Technologies GmbH** (both Berlin, Germany), for €5 million (\$6.6 million at €0.76 = \$1) to **TheraCode GmbH**, a wholly-owned subsidiary of privately-held drug developer **BioNTech AG** (both Mainz, Germany). This is a result of Jerini's decision in autumn last year to divest all its non-strategic businesses and to focus on its drug development business, especially on its Firazyr compound, which

received market approval from the European Commission in summer last year.

JPT has expertise in vaccine development, for which it uses products such as peptide assays based on its Spot™ and PepMix™ immunomonitoring technologies. Jerini, which has drug developer Shire as its main shareholder, made JPT its wholly-owned subsidiary in 2004 in order to improve the business's growth opportunities and market penetration. ■

Axis-Shield sheds diagnostics test manufacturer Plasmatec

Axis-Shield plc (Dundee, Scotland), an *in-vitro* diagnostics company, has sold its diagnostic test manufacturing subsidiary **Plasmatec Laboratory Products Ltd** (Bridport, England) for an undisclosed sum to diagnostics company **Lab21 Ltd** (Cambridge, England). Although "very pleased" with Plasmatec since acquiring it 13 years ago, Axis CEO Ian Gilham commented that the business was better placed for further development with its new owner, as Axis was focusing on high-margin diagnostics technologies and markets.

Despite investment banking having been dealt a significant blow in September last year, Lab21 does not seem to have a problem finding investors, having closed two funding rounds totalling £3.5 million (\$4.5 million at £0.77 = \$1) since December 2008. Lab21 has purchased two companies since the beginning of last year: diagnostic testing service **NPTech Ltd** in March 2008 and infection diagnostics company **Biotech Laboratories Ltd** in March 2009. The company's CEO is Graham Mullis. ■

Horiba invests in SPR with GenOptics acquisition

Horiba Ltd (Kyoto, Japan), through its optical spectroscopy subsidiary **Horiba Jobin Yvon SAS** (Longjumeau, France), has acquired the assets of **GenOptics** (Orsay, France), a developer of surface plasmon resonance imaging (SPRI) technology, for an undisclosed sum. This is a continuation of a co-operation between the two companies dating back to the beginning of 2007, which saw GenOptics' instrumentation being distributed and serviced by the larger partner. According to Horiba, the purchase agreement gives it "full access to additional polarised light imaging techniques and to all research and development options of [GenOptics] that were not yet included in the [previous] agreement".

SPRI utilises a resonance phenomenon that occurs when polarised light strikes a prism covered with a thin metal layer. The technology is widely used in the label-free detection of binding events involving proteins, peptides or nucleic acids. A dominating force in this market is Biacore, which was acquired by GE Healthcare for \$390 million in 2006.

The acquisition opens an "important and exciting new field" for Horiba, as "we will see the merging of biotechnology and microtechnology to create combinations of ultra integrated devices on a molecular

scale", according to Dr Michel Mariton, segment leader of HORIBA's Scientific division. "The increasing use of multiplexed biochips as disposable resources will allow cost-effective, multiple and fast biomarker screening," commented Dr Chirac Frydman, life science product manager at HORIBA Scientific.

Philippe Kerouredan, former GenOptics CEO, saw in the deal a validation of GenOptics' development capabilities and the quality of its instrument portfolio, in addition to marking a milestone by ushering in an industrial stage of the company's development.

The portfolio consists of the SPRI-Plex™ array platform, incorporating a reusable SPRI Biochip, the control software to enable real-time kinetics display and an SPRI Arrayer for the customisation of 96-well plates, microscope slides or biochips.

GenOptics was founded in 2001 to commercialise the technological developments of the **French Atomic Energy Commission** (CEA: Grenoble, France) and the **Institute of Optics** (Orsay, France) in the field of surface chemistry, optic and informatics, in particular affecting the real-time imaging capabilities of SPRI. At the present time, the company employs 11 members of staff. ■

GE Healthcare OEMs bioimaging technologies from Fujifilm

A strategic alliance between imaging expert **Fujifilm Corp** (Tokyo, Japan) and **GE Healthcare Ltd** (Chalfont St Giles, England) will see Fujifilm develop, manufacture and supply advanced biomolecular imaging systems to GE Healthcare, which will be sold under the GE brand into the life science research and drug discovery markets. Under the agreement, GE Healthcare will be responsible for the worldwide marketing and sales of the instruments, in addition to service provision, and will sell them in conjunction with its own ECL (electrochemiluminescence) and DIGE protein labelling reagents. Customer-

specific application development is to be undertaken by both partners in collaboration.

"Both companies will make the most of our complementary capabilities to continue to contribute to the advancement of genomic and protein research", Yuzo Toda, corporate vp and general manager of Fujifilm's life science products division, commented. Fujifilm's technology platforms for imaging were a good fit with GE Healthcare's labelling technologies and its solutions for imaging workflows, according to Nigel Darby, GE Healthcare's general manager of biotechnologies within its Life Sciences business unit. ■

Genetix acquires digital pathology firm

For €3.7 million (\$4.8 million at €0.77 = \$1), bioimaging expert **Genetix Group plc** (New Milton, England) has expanded its expertise into the field of analysis software with the acquisition of **SlidePath Ltd** (Dublin, Ireland), strengthening its presence in the growing digital pathology market. The two companies have a complementary offering of solutions for the automated imaging and analysis market for hospital pathology laboratories. Not only can Genetix systems select microbial colonies or cell lines, but specialised instruments are also used to evaluate cell responses to potentially therapeutic agents and to quantify tissue biomarkers.

SlidePath, which will continue operations in its Dublin-location, was founded five years ago by Drs Donal O'Shea (CEO) and Sean Costello (head of customer relations), who built it into a 25-strong company with fast growing revenues. In the two years to the end of 2008 it reported a annual compound growth rate of 61% and managed to secure over 60 customers in 10 countries. The two founders will also continue to lead the business.

Genetix, which is listed on the Alternative Investment Market (AIM) in London, England, acquired its imaging capabilities with the purchase of Applied Imaging for \$22.5 million in 2007. It has since opened a Japanese office, adding to subsidiaries in the USA and Germany, and expanded its sales and marketing activities in the Asian market. ■

And finally ...

■ Separating you from your property

A sad case of burglary has to be reported from Karachi University in Pakistan. Thieves broke into the locked instrument room of the Department of Pharmaceutical Chemistry and stole a high performance liquid chromatography (HPLC) instrument. While the report carelessly fails to mention the make of the HPLC in question, the price is given as approximately \$15,000. Another piece of evidence, if any was needed, to show how much the advent of ultra HPLC has increased the prestige of chromatography. What may its resell price be, one wonders?

Rosetta Biosoftware being snapped up by Microsoft

Rosetta Biosoftware (Seattle, WA), the bioinformatics division of the Rosetta Inpharmatics subsidiary of **Merck & Co Inc** (Whitehouse Station, NJ) and its wholly-owned subsidiary Rosetta Inpharmatics, is to be bought by software giant **Microsoft Corp** (Redmond, WA). The transaction is to enhance Microsoft's Amalga Life Sciences business, launched in April this year with a focus on unifying intelligence systems for healthcare applications. As part of the purchase agreement, Merck and Amalga are to establish a strategic relationship to enable Amalga's technology platform to meet the needs of pharmaceutical research.

"This agreement establishes a stable and sustainable platform for the Rosetta Biosoftware technology. In addition, we look forward to collaborating with Microsoft to develop new bioinformatic solutions to enable and expedite drug discovery and development," commented Rupert Vessey, vice president of Merck Research Laboratories. Under an agreement from 2004, **Agilent Technologies Inc** (Santa Clara, CA) not only became the exclusive distributor of the Rosetta Resolver and Luminator, but also increased its investment in Rosetta

Biosoftware, although the size of the stake remains unknown.

The deal chimes with previous initiatives of Microsoft, such as its BioIT Project and associated Biomarkers Project launched in 2006. Early supporters of these projects in the equipment manufacturing community included Affymetrix, Accelrys, Agilent Technologies, Applied Biosystems and Illumina. Opinions at ASMS earlier this month were divided, but seemed to favour open-access solutions. Several attendees told *Instrument News* that many scientists in the field of proteomics and biomarker research continued their academic responsibilities, where proprietary software is seen as hindering scientific creativity.

Software companies, whether involved in bioinformatics, laboratory information management systems or data analysis, have felt the pressure of corporate takeover over the last decade, but the more creative ideas seem to come from the fringes of the corporate culture, with many a leading developer starting up anew after a corporate buy-out. Whether this trend can survive the vortex of monopolisation remains to be seen. ■

Velp sees improvement in Q1

Now in its 26th year, **Velp Scientific srl** (Milan, Italy), a supplier of laboratory instruments, is experiencing the effects of the downturn in unexpected ways. Maurizio Mosele, Velp's sales manager told *Instrument News* during AICHEM in May this year that "while April 2009 was relatively weak, the first quarter of the year was better than the comparable quarter in 2008." The company employs 40 staff and has annual revenues of \$15-30 million.

In May, the company introduced a line of sample digesters, which enable energy savings of up to 35%. In addition, Velp offers two instruments based on different concepts for the measurement of nitrogen as an estimate of protein content in food samples: the traditional Kjeldahl method in a much automated format, and the Dumas dry-chemistry method. Despite automation, the Kjeldahl instrument still takes over an hour for digestion and measurement, while the Dumas

system achieves the determination in under five minutes, the company said.

Approximately 80% of Velp's production is exported, with 35% of the total going to the rest of Europe. In 2005, the company teamed up with **IUL SA** (Barcelona, Spain), a manufacturer of technologies for the control of microbiological samples, to form **Neutech Group Inc** (Farmingdale, NY), a four-strong joint-venture distributor for the US market, where the company's food and feed analysis instrumentation is also handled by its long-time distribution partner, Methrom USA.

Another growth market is Asia, where the company has two distributors in China (Goodwill Technology Ltd, Hong Kong; Ensoul Technology Ltd, Beijing), several partners in India and one in Japan (ATAC Co Ltd, Tokyo). The company also has a strong presence in South America, said Mosele, and a worldwide network of over 250 distributors. ■

News in brief

■ Hitachi distributes MS detectors

Hitachi High-Technologies America Inc (HTA; Pleasanton, CA) has become a distributor of mass spectrometer (MS) detectors from **Waters Corp** (Milford, MA) in the USA and Canada under an agreement between the two partners. Two detectors, the Waters® 3100 mass detector for single quadrupole MS and the Waters® TQ detector for tandem quadrupole MS, are included in the direct sales deal. In the press release, HTA highlighted how Hitachi's LaChromUltra® ultra high performance liquid chromatography (uHPLC) system and LaChrom® Elite HPLC systems can be combined with the detectors, and how this may improve the performance of the LC-MS process.

■ LEAP partners with PerkinElmer

PerkinElmer Inc (Wellesley, MA) and **LEAP Technologies Inc** (Carborro, NC), a provider of autosampler and liquid chromatography pump technology, have entered into a re-seller agreement that will combine PerkinElmer's high performance liquid chromatography (HPLC) and ultra high performance liquid chromatography (uHPLC) technology (the latter the recently launched Flexar™; see *Instrument News* 1 (3) 7), with LEAP's front-end automation systems for mass spectrometry (MS), for its biotechnology and pharmaceutical customers in the USA and Canada. The collaboration will also see PerkinElmer sell LEAP's automation solutions into market areas where LEAP does not currently have a presence, including environmental and food safety testing, and forensics.

■ Asylum Research expands in UK

Asylum Research Inc (Santa Barbara, CA), a specialist in scanning probe microscopy (SPM) and atomic force microscope (AFM) technology, has expanded its UK subsidiary, opened four years ago in reaction to the growth the company was experiencing in the UK and Irish markets. The expanded offices, located in Bicester, north of Oxford, will accommodate a growing team of engineers and more demonstration instruments, and will be headed by managing director Dr Chris Mulcahy.

Phytronix enters into agreement with Agilent

During the annual conference of the American Society for Mass Spectrometry (ASMS) held in Philadelphia at the beginning of June, **Phytronix Technologies Inc** (Quebec, PQ), a developer of novel ion source technology for mass spectrometry (MS), announced a non-exclusive co-marketing agreement with **Agilent Technologies Inc** (Santa Clara, CA). Both partners will promote Phytronix' Laser Diode Thermal Desorption (LDTD™) ion source together with Agilent's MS instrumentation. The ion source is particularly geared towards high-throughput applications in drug discovery research, toxicology, forensics, food safety and environmental monitoring. This adds to a similar agreement with Thermo Fisher Scientific entered into in November 2007.

The LDTD ion source uses the 'shotgun' approach to introduce a sample by a rapid laser thermal desorption process into a MS instrument, ionising it via chemical reactions at atmospheric pressure conditions (APCI). At its launch in 2006, the LDTD was the first source to ionise a sample enabling a full MS analysis in less than ten seconds. Phytronix' president Jean Lacoursière told *Instrument News* that the speed of operation was due to a two-step process: a laser pulse heats the metal-lined back of the 96-well plate, leading to the thermal desorption of the sample without

laser and sample interaction; in the second step the sample gas undergoes the APCI process. "Operating without liquid mobile phase, the LDTD is [also] a 'green' source for laboratories looking to reduce their solvent consumption", he added.

Founded in 2000 by Lacoursière, Pierre Picard and André L'Heureux, privately-held Phytronix developed the LDTD source in-house. While initial funding came from the company's service operations for analytical instruments, sales of the LDTD and associated LazWell plates support the company. Phytronix is debt-free and has 18 employees.

In 2007, the company signed **Presearch Ltd** (Hitchin, England) as its UK distributor and a year later took on **Overbrook Scientific Inc** (Boston, MA) as its US partner. Earlier this month, the company found a distributor for the French, Belgian and Swiss markets: **Disruptive Technologies SA** (Villemecresnes, France), founded in 2005 to offer innovative instruments, consumables and software to the research community. It currently represent names such as Distek, OPLC-NIT, Desaga, SofTA, Pressure Biosciences, LabHut, Unimicro and MicroSolv Technology. For the last two years, Disruptive has also been a value-added reseller of Agilent dissolution products for high-performance liquid chromatography (HPLC). ■

News in brief

■ Spark Holland hits forecasts

The financial performance of **Spark Holland BV** (Emmen, The Netherlands) during the first quarter of 2009 was "in line with forecasted figures, despite the general decline in the analytical industry", according to its president, Rob van der Knaap. He added that he was pleased with the company's progress to date and that like many companies in the industry, Spark had "to work harder to keep sales at the desired level", despite the promising nature of its performance this year. As a privately-held company, Spark does not publish its quarterly figures nor its forecast, making it difficult to evaluate the comments. However, *Instrument News* estimates the company's annual revenues at \$30-40 million.

■ Eppendorf well placed for growth

Klaus Fink, chairman of the management board of **Eppendorf AG** (Hamburg, Germany), commented that in a market dominated by consolidation, where 'size' was becoming increasingly important, the company was well positioned even for "difficult market developments". The New Brunswick business had been well integrated during the last year and achieved a record result. However, while the economical upheavals had not substantially affected the life science market in 2008, the first half of 2009 appeared to show signs of a decline, he added.

ELGA to heighten visibility of own-brand instruments

ELGA LabWater (High Wycombe, England), the laboratory water business of **Veolia Water Solutions & Technologies SA** (VWS; Saint Maurice, France), has launched the PURELAB flex water purification system to expand its position in the labwater market against strong competition. "We have a good share of the market, mainly through agreements with major platform and instrument providers, such as Beckman Coulter [for diagnostic analysers in the US], but want to extend the reach of our own brand in laboratory water solutions," Matthew Hammond, international sales and marketing director for ELGA LabWater, told *Instrument News* atACHEMA 2009 in Frankfurt in May.

The system's ergonomic design combines in-hand monitoring of water purity, measured as resistivity, conductivity or Total Organic Carbon (TOC), and accurate water dispensing. A display informs the user about purity and dispensed volume. Additional features of the instrument include pre-set volumes and user settings that can be customised via the web or uploaded via a USB port.

ELGA has gone through a number of changes over the last two decades. After its parent Protean had amassed a laboratory technology and consumables group, the businesses were broken up with ELGA passing through Culligan Water and USFilter to be purchased by Vivendi in 1999. Vivendi renamed itself Veolia in 2003.

The rest of the Protean group ultimately went to Barloworld, which decided to sell it to private equity company Nova Capital, only to be split into six individual businesses again. In 2006, ELGA LabWater moved into new premises accommodating 500 staff and expanding its global manufacturing production capacity by 40%, in addition to providing bigger offices for its administration and sales departments.

VWS, itself a division of the Veolia Water subsidiary of **Veolia Environment SA** (Paris, France), contributes €2.5 billion (\$3.4 billion at €0.74 = \$1) to Veolia Environnement's €36.21 billion revenues and has just under 9,000 employees, compared to the 336,000 of the parent. ■

GE Healthcare launches facility validation service

GE Healthcare Ltd (Chalfont St Giles, England), the healthcare and life science technologies subsidiary of **General Electric Co** (GE; Fairfield, CT), has extended its global service business with a dedicated offering for facility validation, to ensure that its customers' facilities and manufacturing systems achieve international regulatory compliance more efficiently and comprehensively. Complementing its existing Scientific Asset Service (SAS) organisation, which offers one-stop servicing of devices and equipment within scientific laboratories, GE Healthcare uses its Modular Validation Platform to adjust to the latest regulatory trends and guidances and ultimately reduce the time a product takes to market, Victor Bornsztejn, GE Healthcare's Global Growth Director, told *Instrument News*, during the AICHEM exhibition in Frankfurt in May.

The new service will continue to embody the company's Lean principles of best operating practice and can tackle existing company-wide facilities as well as provide support when planning new manufacturing locations. "We aim to help eliminate the current disconnection between drug/process development and facility validation. We believe our range of solutions and expertise enables us to offer a very broad range of complete product

and lifecycle services at a time when compliance and cost-containment are key industry concerns," Bornsztejn added.

The original SAS offering was introduced in 2006 to simplify service operations by pulling together all service contracts for a scientific research lab and "to provide comprehensive asset management and instrument maintenance services, allowing customers to reduce costs and improve productivity in their R&D laboratories," Bornsztejn explained. The programme was extended in 2008 to offer instrument financing and facility relocation, giving customers the option of selecting a single partner to assist them through the entire life cycle of asset management.

GE Healthcare was only one of various analytical instrument providers, including Thermo, Agilent, PerkinElmer, Waters and Dionex, mentioning but a few, to see an opportunity to reduce customers' costs accrued through the signing of multiple service agreements with different vendors, by either taking on multi-vendor instrument parks for servicing with a single service team, or by acting as a single negotiator for the management of service contracts. While this was a new trend as far as scientific laboratories were concerned, a similar service has been offered by GE Healthcare to hospital laboratories since the mid-1990s. ■

Fibre Photonics and J&M Analytik sign commercial agreement

Fibre Photonics Ltd (Livingston, Scotland), a manufacturer of mid-infrared (MIR) fibre-optic immersion probes, will now offer ultraviolet/visible/near-infrared (UV/Vis/NIR) fibre-optic spectrometers and fibre-probes for chemical development and process analysis from **J&M Analytik AG** (Aalen, Germany), as part of a commercial agreement between the two partners. Fibre Photonics' focuses on the use of polycrystalline fibres to enable remote IR spectroscopy to monitor processes even under harsh environmental conditions.

Founded in 1987 by Joachim Mannhardt, Harald Nitsche and Dr Dag-Randolf Kubin, the three executive board members of the

company, J&M set itself the goal to provide the widest possible range of applications for UV/Vis/NIR spectroscopy. With expertise in the development of diode arrays and spectroscopy, the R&D team created modular systems with a high degree of flexibility of use.

An improved anti-fouling technology for its inline Lighthouse Probe™, developed with **GEA Pharma Systems**, the manufacturing technology division of **GEA Group** (Bochum, Germany), was recently launched and won a Process Innovation Award. The active window-cleaning mechanism is based on a retractable probe head, which can be referenced and cleaned, while retracted. ■

News in brief

■ Yokogawa opens European base

At the end of May, **Yokogawa Electric Corp** (Tokyo, Japan) opened its new European headquarters in Amersfoort, the Netherlands. The facility, with 25,000 sq m floor space, accommodates over 500 staff, previously dispersed over three different sites in the vicinity. While containing manufacturing operations for Yokogawa's process analysers, the headquarters also houses the European marketing and sales team, demonstration, testing and staging facilities for customers, and a global response centre. New departments in the location include a gas chromatography (GC) application laboratory and a test & measurement calibration centre. President for Yokogawa Europe is Harry Hauptmeijer.

■ ICx releases palm-sized Raman

ICx Technologies Inc (Arlington, VA), a portfolio company for security detection technologies, has released the Fido Verdict, a spectroscopy instrument that fits into a person's palm. This product appears to be smaller than other Raman-based instruments released over the last five years by companies such as Ahura Scientific.

Groton to work with Cellexus

Groton Biosystems LLC (Boxborough, MA), a specialist in autosampler technology in bioreactor settings, has entered into an agreement with **Cellexus Ltd** (Huntingdon, UK), a developer of disposable reactors for cell culture applications, which will see the two partners' technologies combined to achieve improved cell culture process monitoring. Cellexus' CellMaker bioreactors, a system using the airlift technology for culture mixing and aeration, will use Groton's ARS series of bioreactor autosamplers, which can take samples from eight reactors, delivering them to up to four analytical instruments, a system designed with the FDA's process analytical technology (PAT) initiative in mind.

Groton entered a similar agreement in March with bioreactor developer DASGIP (see *Instrument News* 1 (2) 7). The company has also championed HPLC in PAT, collaborating with Shimadzu, Agilent and YSI. ■

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Restructuring costs affect Life Science firms in Q1

		LATEST QUARTER				YEAR-TO-DATE			
		REVENUES		NET EARNINGS		REVENUES		NET EARNINGS	
		2009	CHANGE	2009	CHANGE	2009	CHANGE	2009	CHANGE
Alpha Innotech	Q1	3.7	1%	-0.2	nm	nm	nm	nm	nm
Beckman Coulter	Q1	691.5	-5%	20.6	-50%	nm	nm	nm	nm
Bio-Rad	Q1	400.9	-5%	32.0	12%	nm	nm	nm	nm
bioMérieux(€)	Q1	286.0	11%	ns	ns	nm	nm	nm	nm
Caliper	Q1	28.5	-3%	-6.6	-33%	nm	nm	nm	nm
Cepheid	Q1	38.8	-14%	-7.4	301%	nm	nm	nm	nm
CombiMatrix	Q1	1.5	-23%	-0.6	82%	nm	nm	nm	nm
Epigenomics(€)	Q1	1.2	36%	-2.4	-16%	nm	nm	nm	nm
Harvard Bioscience	Q1	19.1	-13%	1.8	168%	nm	nm	nm	nm
Luminex	Q1	25.6	11%	-2.8	139%	nm	nm	nm	nm
Olympus(Life Sciences)(¥)	fQ4	30.7	-19%	2.2	4%	118.8	-10%	4.8	-32%
Qiagen	Q1	220.9	7%	24.7	21%	nm	nm	nm	nm
Transgenomic	Q1	5.0	-20%	-1.0	nm	nm	nm	nm	nm

nm = Not meaningful / ns = Not stated / f = Fiscal year / * Operating earnings / Figures in \$ millions unless otherwise stated / ¥ in billions / Changes calculated against prior-year period

The thirteen companies producing life science instrumentation included in this month's *Instrument News* experienced revenues for the first quarter that were on average flat when compared to the corresponding period last year. However, earnings dropped by an average of 19%, reflecting lower margins and costs related to various restructuring measures taken to maintain profitability in the face of the slumping economy. Negative currency effects were a problem for most firms, often helping to mask modest organic sales growth.

Geographically, Asia-Pacific and Latin America provided lifelines for many businesses, bolstering generally slow

demand for life sciences capital equipment from customers in the US and Europe.

Although outlooks at the end of last year were generally cautious, most companies expected their 2009 results to meet targets.

While a difficult operating environment was expected to continue, acquisitions have not been ruled out completely, the largest deal in the period being the \$780 million purchase of the lab-based diagnostic business of Olympus Life Sciences by Beckman Coulter. The company announced a public stock and senior note offering to raise \$750 million in order to help finance the purchase, after achieving clearance for the buyout on the 13th of May from the US Federal Trade Commission. ■

Olympus beats guidance despite weak industrial markets

The Life Sciences segment of **Olympus Corp** (Tokyo, Japan) exceeded the company's guidance for its full fiscal year 2008, with sales for the period ended the 31st of March 2009 reaching ¥118.82 billion (\$1.21 billion at ¥98.3 = \$1), although this was 10% lower than the prior year. The company had previously expected full-year sales of ¥116.50 billion for the segment. Poor demand from industrial customers drove

overall microscope sales down 15% to ¥67.21 billion, while diagnostic system sales fell 2% to ¥51.61 billion, on continuing softness from the Japanese market.

Because of the company's decision in February this year to sell its blood analyser business to Beckman Coulter, Life Sciences sales will be substantially down in 2010, it said, with sales expected to reach only ¥73.50 billion. ■

News in brief

■ New orders up at Alpha Innotech

Despite a 17% increase in new orders, revenues at **Alpha Innotech Corp** (San Leandro, CA) were up only 1% year-on-year at \$3.7 million, as the prior year period benefited from a one-time gain from a patent sale.

■ bioMérieux meets guidance

bioMérieux SA (Marcy l'Etoile, France) said that its first quarter met expectations, with revenues of €286.0 million (\$376.3 million at €0.76 = \$1) up 11% or 6% at constant currencies, with reagents and services up 8%, benefiting from the acquisitions of BTF, AB BIODISK and PML Microbiologicals.

■ Cepheid losses widen

Losses at **Cepheid Inc** (Sunnyvale, CA) increased by 300% in the first quarter on lower revenues from partnerships and a 37% decline in sales of Biothreat equipment, but were in line with analyst expectations. Sales of clinical tests rose 79% but overall sales fell 13% to \$38.8 million.

■ Microarray sales fall at CombiMatrix

First quarter revenues at **CombiMatrix Corp** (Mukilteo, WA) fell 23% on lower sales of CustomArray® products, although diagnostics lab revenues rose 166% to \$727,000.

Caliper improves losses

Caliper Life Sciences Inc (Hopkinton, MA) narrowed net losses to \$6.6 million in the first quarter of 2009, a third lower than the same period last year, benefiting from cost-reduction activities and building on strong demand for its microfluidics and imaging products. "Our strategic reconfiguration over the past two years is beginning to pay off", commented Caliper's president and CEO, Kevin Hrusovsky.

At \$28.5 million sales were down 3% overall, but exceeded the company's guidance of \$25-28 million. Revenues were affected by negative currency translations and the divestment of two non-core produce lines in the fourth quarter of last year, and on a comparable basis would have grown by 11%. Second quarter sales should be in the region of \$28-31 million, the company said. ■

Strong margins help Bio-Rad

Sales at **Bio-Rad Laboratories Inc** (Hercules, CA) in the first quarter of calendar 2009 fell 5% year-on-year to \$400.9 million, although they would have risen by 3% on a currency-neutral basis. Bio-Rad's first quarter has historically its strongest margins and this year was no exception, with earnings up 12% to \$32.0 million.

Slow research markets in the US and Europe

drove Life Science segment revenues down 9% to \$140.3 million, a fall of 3% organically, while Clinical Diagnostics had another strong quarter, with revenues down 2% to \$257.5 million, an increase of 7% without negative currency effects. The company's president and CEO, Norman Schwartz, said that he was "encouraged by the resilience of [Bio-Rad's] markets to date". ■

Charges halve Beckman's earnings

Beckman Coulter Inc (Fullerton, CA) maintained its full-year forecasts for 2009 after its first calendar quarter, but restructuring and acquisition costs cut earnings in half compared to the same period last year, to \$20.6 million. Negative currency effects related to the strong US dollar hit sales, which fell by 5% to \$691.5 million,

below Wall Street expectations, although organic sales rose by 5%.

Despite strong demand from Asia Pacific customers, cash instrument sales dropped across both segments, sending clinical diagnostics revenues down 4% to \$597.3 million and life science equipment sales down 15% to \$94.2 million. ■

General lab firms ponder tough Q1

General laboratory instrumentation providers continued to find the going tough in the first calendar quarter with sales down an average of 14%, while earnings plummeted by 73%. Falling budgets in many industries caused customers to cut back on capital spending and the sector was buffeted by currency headwinds that wiped out single-digit organic growth.

After falling to a loss on extensive restructuring charges and falling sales, Agilent maintained a guarded note of optimism in the face of a 25% drop in sales, noting "tentative signs" that the rapid slump in demand was likely to hit bottom "in the next few months". While revenues are expected to remain down by roughly a quarter over the year, further green shoots could be expected from the

US Government's stimulus package, which could boost demand for its bio-analytical instrumentation, an event also eagerly anticipated by Bruker. Despite a drop in sales from both of its divisions, PerkinElmer also noted a stabilisation in many end-user markets, but cautioned that the global economy was by no means free of risk going forward.

Analytik Jena noted a slowdown in sales of analytical, bioanalytical and laboratory technologies, quoting figures from the German trade association SPECTARIS that showed average year-on-year growth of only 2% in the final quarter of last year. However, unlike its peers, the company continued to perform well, with 30% growth in continuing businesses and strong demand for its analytical software. ■

News in brief

■ Strong start for Epigenomics

Epigenomics AG (Frankfurt, Germany) said that it had a "strong operational start" to 2009, with first quarter revenues up 36% to €1.2 million (\$1.6 million at €0.76 = \$1), driven by commercial partnerships, while losses improved 16% to €2.4 million. Full-year revenue is expected to grow "moderately" to around €3.0 million.

■ Harvard expects to meet guidance

Harvard Bioscience Inc (Holliston, MA) reconfirmed its 2009 guidance of \$80-85 million as negative exchange rates drove first quarter sales and earnings down 13% to \$19.1 million, matching its expectations. Earnings improved due to operational efficiencies.

■ Luminex lowers guidance

Luminex Corp (Austin, TX) lowered guidance for 2009 by \$5 million and now expects revenues to reach \$125-135 million, although this still represents a 20-29% growth on 2008.

■ Exchange rates hit Qiagen

After growing 37% in full-year 2008, 22% of which came from acquisitions, the revenues of **Qiagen NV** (Venlo, The Netherlands) rose only 7% in the first quarter of calendar 2009, to \$220.9 million, or 16% excluding negative currency effects, driven by sales of molecular diagnostics products and growth from Asia.

News in brief

■ Alpha MOS posts lower growth

Alpha MOS (Toulouse, France) sales were lower than forecast in the first half of fiscal 2009 ended the 31st of March, reaching €2.6 million (\$3.4 million at €0.76 = \$1), up 14% year-on-year, after a slow start. The company's investment in its sales infrastructure was likely to affect earnings for the rest of the year, it said.

■ FEI beats Wall Street predictions

FEI Co (Hillsboro, OR) beat Wall Street expectations for its first quarter, as improved margins offset a 6% year-on-year decline in revenues, at \$141.8 million, leaving earnings up.

Financial news - general laboratory instrumentation

		LATEST QUARTER				YEAR-TO-DATE			
		REVENUES		NET EARNINGS		REVENUES		NET EARNINGS	
		2009	CHANGE	2009	CHANGE	2009	CHANGE	2009	CHANGE
Accelrys	fQ4	20.0	-2%	-2.2	340%	81.0	2%	0.1	-93%
Agilent	fQ2	1091.0	-25%	-101.0	NA	2257.0	-21%	-37.0	NA
(Bio-Analytical)	fQ2	498.0	-6%	89.0	5%	1023.0	-4%	80.0	-57%
(Electronic Measurement)	fQ2	558.0	-33%	-6.0	-105%	1154.0	-28%	1.0	-99%
Alpha MOS(€)	Q1	1.5	40%	ns	ns	2.6	14%	-0.9	330%
Analytik Jena(€)	fQ2	18.4	-1%	1.4	4021%	35.5	-15%	2.7	106%
Bruker	Q1	230.5	-3%	8.4	NA	nm	nm	nm	nm
Dionex	fQ3	94.4	-4%	15.2	12%	290.9	4%	44.0	14%
Eurofins(€)	Q1	148.2	6%	-2.9	53%	nm	nm	nm	nm
FEI	Q1	141.8	-6%	6.3	26%	nm	nm	nm	nm
Mettler-Toledo	Q1	374.1	-15%	33.9	-11%	nm	nm	nm	nm
MFIC	Q1	3.6	1%	-0.7	55%	nm	nm	nm	nm
Nikon(Instruments)(¥)	fQ4	ns	ns	ns	ns	44.6	-24%	-2.7*	nm
NVE	fQ4	6.9	14%	3.1	38%	23.4	14%	9.8	36%
PerkinElmer	Q1	431.6	-6%	10.6	-48%	nm	nm	nm	nm
Roper	Q1	505.4	-7%	51.6	-17%	nm	nm	nm	nm
Shimadzu(¥)	Q1	ns	ns	ns	ns	272.8	-6%	8.5	-38%
Sigma-Aldrich(Research Specialties)	Q1	195.6	-8%	ns	ns	nm	nm	nm	nm
STARlims	Q1	7.4	6%	1.4	-1%	nm	nm	nm	nm
Symyx	Q1	33.4	-10%	-3.1	-54%	nm	nm	nm	nm
Tosoh(Specialty)(¥)	fQ4	ns	ns	ns	ns	287.3	-8%	-0.9*	NA
Varian	fQ2	205.4	-17%	10.2	-35%	413.7	-15%	23.2	-30%
Waters	Q1	333.1	-10%	73.3	7%	nm	nm	nm	nm

nm = Not meaningful / ns = Not stated / f = Fiscal year / * Operating earnings / Figures in \$ millions unless otherwise stated / ¥ in billions / Changes calculated against prior-year period

Agilent sees red

After missing guidance in the previous quarter, **Agilent Technologies Inc** (Santa Clara, CA) continued to fall short in the second quarter of fiscal 2009 ended the 31st of March, dropping to a loss of \$101.0 million compared to earnings of \$173.0 million in the prior year period. Analysts had expected the company to break even, but while earnings hit Wall Street targets, dropping 25% to \$1.09 billion on lower demand from a moribund semiconductor industry, charges related to the company's recent consolidation activities, which included 600 new job cuts, wiped out profits. Excluding these items, the company would have earned \$44 million.

Bio-analytical revenues were down 6% to \$498.0 million although sales of LC-MS equipment rose 30%. Electronic Measurement sales dropped by a third to \$558.0 million.

In a statement, Agilent CEO, Bill Sullivan, said that there were signs that the slump in key markets was beginning to bottom out. However, he expected full-year sales to be down 25% from 2008, at \$4.33 billion. ■

Analytik Jena beats the market

Earnings at **Analytik Jena AG** (Jena, Germany) in the first half of fiscal 2009 continued to benefit from last year's divestiture of its loss-making Projects business and more than doubled to €2.7 million (\$3.6 million at €0.76 = \$1), although the loss of €15 million of Projects revenue left comparable year-on-year sales down 15% at €35.5 million. On a continuing basis, sales rose 31%. The absorption of CyBio AG in February was also a growth driver.

By division, while Analytical Solutions rose 31% to €26.9 million and Bio Solutions more than doubled to €5.3 million, Optical Solutions revenues fell by a quarter, to €3.4 million.

Chairman Klaus Berka said that on the basis of the results, he was "confident for the current financial year" and although demand in the present quarter was "recognisably quieter", he still expected it to match that of the previous year, with full-year sales of €65-69 million. ■

News in brief

■ Bruker back in the black

While sales at **Bruker Corp** (Billerica, MA) in the first calendar quarter of 2009 dropped 3% year-on-year to \$230.5 million, they would have risen 5% without unfavourable currency translations. The company also bounced back into the black with earnings of \$8.4 million compared to year-ago losses of \$800,000, reaping the benefits of its ongoing cost-cutting initiatives. While industrial and pharma markets were "even more challenging" than expects, sales of its life science mass spectrometers were up in the double digits, the company said.

■ Eurofins expects positive growth

Eurofins Scientific Group (Nantes, France) losses climbed to €2.9 million despite a 6% growth in sales to €148.2 million, but the company said that it was "more than resilient", with strong organic growth despite negative currency effects and market conditions.

PerkinElmer profits cut in half

Earnings at **PerkinElmer Inc** (Waltham, MA) were slashed almost in half in the first quarter of calendar 2009 as falling revenues met substantial restructuring charges and a higher tax rate. The company's earnings were \$10.6 million compared to \$20.1 million in the same period last year, on revenues that were down 6% to \$431.6 million, although these would have been flat on an organic basis – "better than expected results", the company noted.

Reduced hospital budgets drove Human

Health division sales down 2% to \$177.3 million, while Environmental Health sales dropped 9% to \$254.3 million as pharma companies and private testing labs reduced capital spending.

"Several of our end markets appear to be stabilising", PerkinElmer's chairman and CEO, Robert Friel, told investors. However, this note of optimism could not tempt the company to raise its pessimistic guidance and it continues to expect full-year sales to be flat to down mid-single digits over the previous year. ■

Japanese slump hits Shimadzu

In its full year ended the 30th of March, sales at **Shimadzu Corp** (Kyoto, Japan) dropped 6% when compared to the prior year, at ¥272.83 billion (\$2.78 billion at ¥98.3 = \$1), as the company struggled against "a drastic turn for the worse" in the Japanese economy in the second half of the year and similar contractions in the European and US markets. Net earnings fell more sharply as the company invested in its marketing

operations, plunging 38% to ¥8.54 billion.

Japanese sales dropped 9% and despite strong demand for analytical and medical instruments, US sales fell 13%. Overall sales of analytical and measuring instruments fell 7% to ¥152.4 billion, as strong sales of HPLCs, mass spectrometers and GCs to China were not matched elsewhere, and demand for large-scale capital equipment slowed down in the second half of the year. ■

Rising US dollar affects Dionex

Sales at **Dionex Corp** (Sunnyvale, CA) in its fiscal third quarter ended the 31st of March declined by 4% year-on-year to \$94.4 million as unfavourable currency fluctuations wiped out a modest 1% organic growth, but earnings growth was a solid 12% as the company reigned in operating costs.

Demand from the environmental, life

sciences, food & beverage and power industries rose, offsetting weakness in the chemical/petrochemical and electronics markets, the company said. Sales of ion chromatography and HPLC products fell, largely due to the strengthening of the US dollar against other currencies. Full-year sales of \$380-383 million are expected. ■

Process instrument sales falter

Companies producing process analysis, security or environmental measurement instrumentation generally found their sales affected by capital spending delays from key customers in the first quarter of calendar 2009, with sales down an average of 4% for the companies tracked this month. Security portmanteau company ICx found lower product sales counterbalanced by higher service revenues from government customers and sales of Diploma's environmental and laboratory businesses fell 9% on slower capital equipment sales, as did those of Hitachi High-Technologies, as Asian demand for its analytical technologies tailed off in the latter part of last year. Invensys Process

also struggled against weakening demand and pricing pressure for measurement and instrumentation products, it said.

The strengthening dollar was a problem for some, wiping out any sales gains for Emerson Process Management. Conversely, the UK-based Diploma PLC and Invensys Process businesses benefited from positive currency effects, helping to lift otherwise declining sales.

Economic turbulence reduced the ability of companies to accurately predict sales going forward, prompting some, including X-Rite, to decline to quote guidance, but the general consensus was that markets were not expected to improve significantly before the end of the year. ■

News in brief

■ Waters keeps costs under control

Sales at separation science giant **Waters Corp** (Milford, MA) dropped 10% in the first quarter to \$333.1 million including a 5% negative effect from currency translations, but careful cost control and strong revenues from service contracts and consumables helped earnings rise 7% to \$73.3 million, easily beating Wall Street projections and sending its shares up 16% following the announcement. The result was in line with expectations in the present economic climate, the company said.

■ Sigma hit by currency headwinds

The Research Specialties division of **Sigma-Aldrich AG** (St Louis, MO) continued to struggle against negative exchange rates in the first calendar quarter, sales falling 8% to \$195.6 million although on an organic basis they would have grown by 2%.

■ MT plans to cut \$100m of costs

Mettler-Toledo International Inc (Greifensee, Switzerland) announced a further package of cost-control measures and restructurings, to save around \$100 million a year, after earnings dropped 11% to \$33.9 million in its first quarter. Revenues were down 15% in the period to \$374.1 million including a 7% negative currency impact and the company said that it expected the difficult market conditions to continue throughout the year. The company expects full-year sales to be down 11-13% organically.

News in brief

■ Diploma benefits from currency

Sales of the Life Sciences segment of **Diploma plc** (London, England), which contains its process instrumentation, fell 5% organically in the first half of its fiscal year ended the 31st of March to £32.1 million (\$45.9 million at £0.70 = \$1), but rose 2% including positive currency effects for its Canadian healthcare businesses and November's acquisition of Meditech. Sales of the European laboratory and environmental businesses, including Anachem, fell by 9% year-on-year as customers delayed capital equipment spending, prompting the company to reduce headcount by 8%. Operating profits fell 2% to £5.0 million.

		LATEST QUARTER				YEAR-TO-DATE			
		REVENUES		NET EARNINGS		REVENUES		NET EARNINGS	
		2009	CHANGE	2009	CHANGE	2009	CHANGE	2009	CHANGE
Diploma(Life Sciences)(£)	fQ2	ns	ns	ns	ns	32.1	2%	5.0*	-2%
Emerson(Process Management)	fQ2	1530.0	-4%	258.0	-10%	3083.0	2%	560.0	3%
Hitachi(Electronic Devices)(¥)	fQ4	ns	ns	ns	ns	1151.0	-11%	27.3*	-49%
ICx	Q1	47.8	32%	-3.5	-71%	nm	nm	nm	nm
(Detection)	Q1	21.2	8%	ns	ns	nm	nm	nm	nm
Invensys(Process)(£)	fQ4	ns	ns	ns	ns	951.0	15%	108.0*	-8%
RAE Systems	Q1	19.1	7%	-1.0	-58%	nm	nm	nm	nm
X-Rite	Q1	46.6	-29%	-8.7	-48%	nm	nm	nm	nm

nm = Not meaningful / ns = Not stated / f = Fiscal year / * Operating earnings / Figures in \$ millions unless otherwise stated / ¥ in billions / Changes calculated against prior-year period

ICx lowers full-year sales guidance

Security specialist **ICx Technologies Inc** (Arlington, VA) lowered its revenue guidance for full-year 2009 to \$190-200 million, stating that continued global economic uncertainty and delays in economic stimulus spending were likely to hold back demand for its products. However, the company implemented additional cost-control measures and maintained its existing EBITDA guidance for the year, of \$2-7 million.

In the first calendar quarter, while product sales were down across all

segments, overall revenues grew 32% year-on-year to \$47.8 million, driven by high government demand for offerings from its surveillance and solutions businesses. The company achieved its third successive quarter of EBITDA profitability and net losses improved to \$3.5 million from losses of \$12.1 million in the same period last year.

The company's detection segment, which comprises a number of cutting-edge trace-detection businesses, increased revenues by 8% to \$21.2 million although product sales were down 20% to \$9.3 million. ■

X-Rite sales drop almost a third

Sales at **X-Rite Inc** (Grand Rapids, MI) in the first quarter of calendar 2009 were down 29% over the prior year period, to \$46.6 million, as customers delayed purchases of its colour measurement and colour standards offerings. The result was in line with the company's expectations, it said. Despite the slide in sales, the company's ongoing cost-control initiatives substantially

reduced operating expenses and helped losses improve from \$16.8 million in the prior year period to \$8.7 million.

While economic uncertainty made forecasting difficult and the company declined to provide guidance for full-year revenues, X-Rite's CEO, Thomas Vacchiano, said that he did "not see a turnaround in our overall sales performance during the second quarter". ■

Emerson Process hit by strong dollar

In its fiscal second quarter ended the 31st of March, sales of **Emerson Process Management**, the process control business of **Emerson Electric Co** (St Louis, MO) declined by 4% year-on-year to \$1.53 billion, as 3% organic growth was wiped out by a 7% negative currency effect due to the strengthening of the US dollar against other currencies. Demand from Asia continued to

be strong, increasing by 21% in the period.

However, despite benefiting from the company's cost-control efforts, an unfavourable product mix reduced margins and sent earnings down 10% to \$258.0 million.

The results reflect a worsening of demand in the past quarter, as for the first six months of the fiscal year, sales and earnings would have risen by 2% and 3%, respectively. ■

News in brief

■ Demand falls for Hitachi High-Tech

Sales of the Electronic Devices segment of **Hitachi Ltd**, including **Hitachi High-Techologies Corp** (both Tokyo, Japan), dropped by 11% in full-year fiscal 2008 ended the 31st of March to ¥1,151 billion (\$11.71 billion at ¥98 = \$1) when compared to the prior year, as demand dropped sharply from November, particularly for inspection and analysis equipment from Asian customers. Sales are expected to fall by a further 20% over the next twelve months, the company said.

■ RAE expects flat growth in 2009

RAE Systems Inc (San Jose, CA) grew sales by 7% over the prior year period in the first quarter of calendar 2009, reaching \$19.1 million, driven by new products and the cushioning effect of the diversified markets served by the company's multi-sensor monitors. Net losses improved to \$988,000 compared to losses of \$2.3 million in the first quarter of 2008. Despite the growth, the company reaffirmed its predictions that full-year sales would not increase significantly over the previous year, but said that it expected to be profitable, excluding charges related to the ongoing internal investigation into corrupt practices in its Chinese operations.

■ Invensys benefits from currency

Sales at the Process division of **Invensys plc** (London, England) grew by 15% in full-year fiscal 2008 ended the 31st of March to £951.0 million (\$1.36 billion at £0.70 = \$1), but would have fallen by 1% excluding positive currency effects reflecting the strong US dollar.

EU instrument industry growth halts in 2008

COUNTRY	EXTRA-EU EXPORTS		EXTRA-EU IMPORTS		INTRA-EU EXPORTS		INTRA-EU IMPORTS	
	2008	CHANGE	2008	CHANGE	2008	CHANGE	2008	CHANGE
Germany	2,287,423	1%	1,652,646	1%	1,744,260	-3%	733,740	3%
United Kingdom	705,129	-5%	356,243	-13%	535,822	28%	456,651	-3%
France	411,397	8%	257,718	-1%	309,553	2%	539,952	-2%
Sweden	268,982	2%	72,989	-1%	215,228	3%	147,898	11%
The Netherlands	263,558	-2%	319,281	-5%	395,646	-14%	174,170	-1%
Italy	177,556	6%	197,821	-3%	170,279	-4%	404,410	-12%
Denmark	161,594	20%	37,376	8%	194,917	23%	104,156	8%
Austria	132,738	16%	57,247	28%	171,145	8%	175,087	-1%
Ireland	104,615	-43%	80,309	-19%	93,178	-11%	59,330	14%
Belgium	94,384	1%	287,031	14%	317,004	27%	253,002	21%
Finland	84,803	14%	18,809	-4%	46,046	-2%	59,298	9%
Spain	52,862	9%	106,401	7%	58,454	11%	299,000	-1%
Poland	12,550	14%	38,042	14%	20,352	7%	133,234	4%
Hungary	10,006	-10%	12,290	24%	46,596	1%	39,827	7%
Czech Republic	9,850	-15%	23,193	-14%	21,698	23%	88,420	17%
Lithuania	8,298	44%	3,244	3%	2,171	-11%	14,944	3%
Portugal	4,725	6%	11,482	14%	3,031	-33%	64,128	1%
Slovenia	4,294	-30%	4,970	15%	745	-39%	28,504	8%
Latvia	4,116	100%	2,278	44%	1,042	47%	8,983	42%
Bulgaria	2,998	105%	8,169	259%	321	-33%	16,313	22%
Luxembourg	2,800	-33%	287	-35%	1,371	-56%	4,708	-28%
Slovakia	1,763	32%	4,959	3%	1,912	-9%	34,645	13%
Estonia	1,513	15%	2,025	21%	6,615	144%	7,189	-10%
Romania	1,175	68%	17,579	22%	16,369	21%	84,491	8%
Greece	936	34%	12,002	-28%	4,204	51%	76,805	-4%
Malta	783	-12%	209	-33%	1,696	743%	1,163	-32%
Cyprus	39	-90%	1,457	11%	271	16%	3,592	28%
Total	4,810,890	0%	3,586,059	0%	4,379,926	3%	4,013,638	1%

Figures in €000s / Changes calculated against full-year 2007

Table 1: European trade in instruments for chemical and physical analysis in full-year 2008

After European instrumentation sales growth halved from 2006 to 2007, figures supplied to *Instrument News* by the statistical office of the European Commission (EC), Eurostat, for trade in instruments for physical and chemical analysis under harmonised tariff schedule 90270, show that in full-year 2008, growth of both imports and exports was virtually insignificant as the industry battled against falling customer

spending and unfavourable pricing related to the strength of the euro against the US dollar and other currencies.

The 27 nations of the expanded EU exported instrumentation worth €4.81 billion (\$6.79 billion at €0.71 = \$1) to the rest of the world in 2008, roughly the same as the preceding year, while imports of foreign-manufactured instrumentation were also flat, at €3.59 billion. Exports of most types of instrument fell.

The results sent the European trade surplus up 3% from the previous year, to

€1.22 billion.

Internal trade between European nations was also weak, with exports of instrumentation between the 27 countries of the EU growing by 3% to €4.38 billion.

The results contrasted against those of the United States (see *Instrument News* 1 (2) 18), which continued to experience growth in both exports and imports for the year, albeit at lower levels than in 2007.

The accompanying tables summarise the trade figures for the EU instrumentation industry in full-year 2008. ■

Trade report

LEADING 25 EXPORT DESTINATIONS

COUNTRY	2008	2007	CHANGE
USA	1,321,977	1,413,306	-6%
China	416,316	380,601	9%
Japan	298,692	331,596	-10%
Switzerland	288,882	281,970	2%
Russia	285,066	289,693	-2%
South Korea	175,939	187,711	-6%
India	172,724	172,240	0%
Singapore	140,241	144,557	-3%
Brazil	127,184	103,452	23%
Turkey	119,868	138,255	-13%
Australia	98,931	93,636	6%
Hong Kong	97,791	82,871	18%
Canada	88,834	77,890	14%
South Africa	73,771	81,133	-9%
U.A.Emirates	69,493	54,534	27%
Taiwan	68,701	64,586	6%
Norway	67,356	73,267	-8%
Saudi Arabia	66,904	59,318	13%
Mexico	63,790	46,693	37%
Israel	43,144	39,778	8%
Iran	39,844	44,954	-11%
Algeria	39,329	20,975	88%
Malaysia	32,788	29,229	12%
Thailand	31,890	35,443	-10%
Ukraine	30,005	29,249	3%

LEADING 25 ORIGINS OF IMPORTS

COUNTRY	2008	2007	CHANGE
USA	1,868,905	1,912,593	-2%
Japan	723,673	692,705	4%
Switzerland	417,280	401,478	4%
China	197,040	177,376	11%
Canada	90,440	116,333	-22%
Australia	61,469	71,588	-14%
Singapore	44,946	36,052	25%
Hong Kong	21,657	28,142	-23%
Norway	20,741	20,570	1%
Taiwan	19,468	16,828	16%
South Korea	18,356	17,780	3%
Israel	16,429	19,738	-17%
Mexico	12,225	7,347	66%
India	8,684	6,041	44%
Thailand	5,744	16,019	-64%
Indonesia	5,699	1,342	325%
Malaysia	5,207	6,502	-20%
Liechtenstein	4,527	4,290	6%
Russia	4,061	2,869	42%
Turkey	4,029	3,276	23%
South Africa	2,994	4,379	-32%
Morocco	2,901	3,586	-19%
New Zealand	2,735	2,431	12%
Argentina	2,462	1,761	40%
Brazil	2,351	1,908	23%

Figures in €000s / Changes calculated against full-year 2007

Table 2: Europe's leading 25 trade partners for analytical instrumentation in 2008

PRODUCT	EXTRA-EU EXPORTS		EXTRA-EU IMPORTS	
	2008	CHANGE	2008	CHANGE
Spectrometers	603,689	-1%	344,597	-16%
Chromatography and Electrophoresis	251,404	-6%	152,942	3%
Other instruments using optical radiations	891,771	1%	869,787	9%
All other instruments	1,814,037	4%	1,215,665	2%
Parts & accessories	1,250,003	-3%	1,003,076	-5%
Total	4,810,890	0%	3,586,059	0%

Figures in €000s / Changes calculated against full-year 2007

Table 3: EU analytical instrument sales by product category in 2008

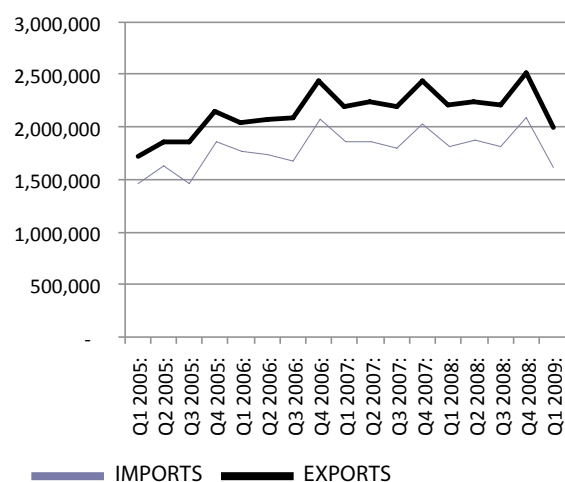


Table 4: Four-year EU instrument industry growth by quarter



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Appointments

■ Agilent

NITIN SOOD has been appointed as general manager of the Automation Solutions business – until February, Velocity 11 – at **Agilent Technologies Inc** (Santa Clara, CA), replacing Rob Nail, who left the company to “pursue other opportunities”. Nail oversaw the integration of Velocity 11, which was bought in 2007. Sood was previously general manager of Agilent’s Electrophoresis Business, and will relocate from Waldbronn, Germany, to Santa Clara.

■ Asylum Research

As part of the expansion of its UK subsidiary, **Asylum Research UK** (Bichester, England), **Asylum Research Inc** (Santa Barbara, CA) has appointed Dr Mick Phillips as application scientist. Prior to joining the company, Phillips was senior research scientist at the Nanoanalysis Laboratory based in Teddington, England.

■ Bruker

Bruker Corp (Billerica, MA) has re-elected the following people to its board of directors for a three-year term: Dr TONY KELLER; RICHARD KNISS; JÖRG LAUKIEN; and WILLIAM LINTON.

■ DxS

RON LONG has been appointed as chairman to the board of directors of **DxS Ltd** (Manchester, England), reflecting the continued growth of the company and highlighting its growth strategy, according to DxS. Long, who has 40 years of experience in public and private companies, including the Wellcome Foundation and Amersham plc, replaces David Evans, who filled the position for the last three years.

■ Fiberguide Industries

JACK KELLY has become the new president of **Fiberguide Industries Inc** (Stirling, Scotland), since September last year part of **Halma plc** (Amersham, England). Kelly was previously president of the Remote Automation Solutions division of Emerson Electric.

■ GenVault

SHANE LYONS has joined **GenVault Corp** (Carlsbad, CA) as vp of sales and marketing. He joins the company from the Protein and Small Molecule division of Life Technologies (formerly Applied Biosystems), where he was vp of sales for the Americas.

■ JEOL

JEOL USA Inc (Peabody, MA), a subsidiary of **JEOL Ltd** (Tokyo, Japan), has announced two promotions: PETER GENOVESE, part of the company’s sales organisation for more than 25 years, most recently as vp and general manager of the JEOL USA’s sales and marketing division, has become president of the overall US business, and Dr TOM ISABELL has been made head of JEOL USA’s transmission electron microscopy (TEM) division.

■ Microchip Biotechnologies

Microchip Biotechnologies Ltd (Dublin, CA), a company developing novel fluidics technologies for life sciences applications, has won ANDRE MARION as a member of the company’s board of directors. Marion is best known for founding Applied Biosystems (ABI) in 1981, and leading the company as vp of engineering, COO, and president and CEO, until the acquisition by Perkin-Elmer Corp, which then developed into Applera, consisting of ABI and Celera, and PerkinElmer.

■ Protein Forest

Protein Forest Inc (Lexington, MA) has appointed Dr JOHN TONKINSON to the newly-created position of vp global sales and marketing. He joins the company from HistoRx Inc, where he was vp of business development.

■ Thermo Fisher Scientific

THOMAS LYNCH, CEO of Tyco Electronics Ltd, and Dr TYLER JACKS, professor of biology at the Massachusetts Institute of Technology (MIT) based in Cambridge, MA, have joined board of directors of **Thermo Fisher Scientific Inc** (Waltham, MA). Chairman of the board since 2003 is Jim Manzi.

