



THE CHRONICLE

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Growing the Biomedical Industry Through Leadership and Collaboration

Brachytherapy in Georgia

Brachytherapy is the placement of a radioactive source within tissue to deliver localized radiation. The process is widely accepted for the treatment of cancer, and with the help of Georgia's companies it will soon become widely accepted for the prevention of restenosis. Several companies have emerged in Georgia over the past two decades to service the brachytherapy market, including Theragenics Corporation, Novoste Corporation, and Proxima Therapeutics. While it is difficult to identify a common thread leading to the formation of these companies or their location in Georgia, each company has plainly benefited from Georgia's rich pool of biomedical resources.

Theragenics

Theragenics is the oldest of Georgia's brachytherapy companies. It was founded in 1981 as Nuclear Medicine, Inc. by Dr. John Russell, who had previously run the Nealy Nuclear Research facility at Georgia Tech. With the help of Atlanta financier Steve Goreland, Theragenics was able to quickly develop and receive FDA approval for Theraseed, a rice-sized material implanted in the prostate for the treatment of prostate cancer. Theragenics made its first commercial sale of Theraseed in 1987. The company had sales of nearly \$23 million in the first half of 2000, and has a market capitalization of more than \$200 million.

With its roots in nuclear engineering, Theragenics has a distinct expertise in the manufacture of radioisotopes used for brachytherapy. Indeed, Theragenics is the only brachytherapy company in Georgia that manufactures its own raw material. Because it manufactures the

raw material, Theragenics feels that it is best qualified to deliver a precision product, which satisfies the radiologist's need to accurately predict the dosing, angular distribution, and activity of the isotope. Theragenics uses Palladium 103 (an x-ray emitter) as its radioisotope.

Some exciting recent developments from Theragenics include:

- Theragenics recently received the results of a 10-year study showing an 84% cure rate for prostate cancer when using Theraseed. This is equivalent to the cure rate from surgery.
- In 1999, Theragenics signed an agreement with the Department of Energy to use a portion of the Oak Ridge National Laboratories in Oak Ridge Tennessee, for research and manufacturing of Palladium-103, further increasing Theragenics' capacity to make the raw material needed for its products.
- Theragenics is expanding its product line to compete in the field of vascular brachytherapy. With the assistance of the Atlanta Cardiovascular Research Institute, Theragenics is presently conducting preclinical work to determine whether catheter-based Pd-103 devices are able to prevent coronary restenosis.

Novoste Corporation

With a market capitalization of around one billion dollars, Wall Street expects great things from Novoste, and Novoste is on the verge of fulfilling those expectations. Novoste will meet with FDA's Circulatory Systems Devices Panel on September 11, to discuss FDA approval for its Beta Cath system. FDA approval

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Company News

Serologicals Corporation announced the doubling of capacity at its Serologicals Ltd. diagnostic products manufacturing facilities in Livingston, Scotland. The expansion includes the acquisition of a 22,000 square-foot building on three acres of property adjacent to its current campus. The acquired building will allow expansion of several functional operations, including secondary manufacturing (sterile filling, bottling and packaging) and warehousing, as well as space for expanding product development laboratories. Serologicals manufactures Bioscot™ monoclonal antibody products used for in vitro diagnostic tests, primarily in blood grouping to enable safe blood transfusions. These antibodies, and other associated reagents, are sold to manufacturers in bulk and in ready-to-use vials.

AtheroGenics, Inc. has completed its initial public offering of 6,000,000 shares of common stock at the share price of \$8.00 per share. Atlanta law firms Long, Aldridge & Norman and King & Spalding represented the company in the offering as corporate and patent counsel, respectively.

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would make Novoste the first provider of vascular brachytherapy devices on the market. Novoste is already making sales of its product in Europe, Australia, New Zealand and Israel.

To understand Novoste one must first understand how cardiovascular intervention has evolved over the past several decades, for several key players in the field of cardiovascular intervention have converged to make Novoste what it is today. It all started at Emory University in the clinics and laboratories of Dr. Spencer B. King. Dr. King helped to pioneer the widespread use of balloon angioplasty for the treatment of closed arteries. The problem with balloon angioplasty, however, was that an artery was likely to renarrow after being opened through a process known as restenosis. The coronary stent was subsequently developed to reduce the rate of restenosis, but even this device did not completely ameliorate the problem.

In the early 1990's, Dr. King approached Novoste and described some exciting animal research being performed at Emory University Hospital. A doctor by the name of Ron Waksman had been working with a radiation oncologist, Dr. Ian Crocker, to investigate the effect of gamma radiation on restenosis in the porcine model. After observing the dramatic initial study results, Dr. King and his colleagues felt that intravascular radiation might be the answer to the pervasive problem of coronary restenosis. The idea was to use a catheter-like device to introduce a train of radioactive material to the affected area of the artery, to irradiate the area for several minutes, and then to withdraw the device from the artery.

At the time, Novoste was a small medical device company, founded by Atlantans Tom Welden, Norm Welden and Charles Larsen, to develop various medical devices for the use by interventional cardiologists when performing balloon angioplasty. With the adoption of this new product and the financial backing of Atlanta venture

capitalists Alliance Technology Ventures and Noro-Mosely Partners, the Beta Cath system was born.

The latest stage in Novoste's development came in 1998, when it hired Bill Hawkins as its President and CEO. Mr. Hawkins has been an integral part of the interventional cardiology device market throughout the market's development over the past two decades. Mr. Hawkins worked with Advanced Cardiovascular Systems in the early 1980's in Eli Lilly's angioplasty efforts. Mr. Hawkins was subsequently involved in Eli Lilly's efforts to reduce the rate of restenosis through a procedure known as athrectomy, and an Eli Lilly subsidiary known as Devices for Vascular Intervention.

Proxima Therapeutics

Proxima Therapeutics is the third participant in Georgia's brachytherapy industry. The company is initially focused on the development of systems that deliver localized radiation therapy following the surgical removal of a malignant tumor. The Proxima systems use a patented, single-use device that positions a proprietary therapeutic radiation source directly into the cancer resection site. After delivering the specified radiation dose over a period of several days, the radiation source and device are removed.

Proxima Therapeutics is actively developing systems for the treatment of brain and breast cancer patients. It hopes for FDA approval of its brain cancer device in the first quarter of 2001 and approval of its breast cancer device in 2002.

Proxima's breast cancer device is a logical extension of the current trend toward breast conservation therapy (lumpectomy), as opposed to breast removal. Current post-lumpectomy treatments rely on external beam radiation to kill any cancerous cells that might remain in the vicinity of the removed tumor following the lumpectomy procedure. Proxima's device offers significant advantages over external radiation therapy, though, because it is better localized to the precise site of risk for cancer recurrence and it requires only one

week of placement, as opposed to multiple repeat treatments over the course of months for external radiation treatments.

Proxima was founded by Tim Patrick in 1995. Mr. Patrick has had extensive experience in the medical device market, having most recently acted as president of the catheter business for Medchen Products, before the company was acquired by Bard. Jeffery A. Williams, M.D. is the inventor of the Proxima system. He is an Assistant Professor of Neurosurgery, Assistant Professor of Oncology and the Director of Stereotactic Radiosurgery at Johns Hopkins University and serves on Proxima's Board of Directors.

In many respects, Proxima has benefited from the groundwork laid by Theragenics and Novoste, and the underlying infrastructure of Georgia's medical universities. Ian Crocker, the radiooncologist at Emory who proved instrumental to the success of Novoste, is now also working with Proxima, along with his colleague Jeff Olsen. The University of Georgia's preclinical facilities have been instrumental in developing data needed for FDA approvals. Mr. Patrick credits UGA with a degree of professionalism and a sense of urgency that is critical to any new product's development. Mr. Patrick also credits American Medical Accounting Co., an Atlanta company that helps set reimbursement rates and codes for medical procedures for the insurance industry, for helping to establish and validate the company's financial projections and goals.

Conclusion

Theragenics, Novoste, and Proxima are bedrock members of the Georgia Biomedical Partnership. Messrs. Smith, Hawkins and Patrick are members of the Board of Directors, where their abilities have proven instrumental to the future direction and growth of the partnership. For further information about the companies visit their web sites at www.theragenics.com, www.novoste.com, and www.proxima.org.

Upcoming Events

The Southeastern BIO Investor Forum 2000

The Southeastern BIO Investor Forum 2000, which is being partially sponsored by the Georgia Biomedical Partnership, will be held October 2-3, 2000 in Chapel Hill, North Carolina this year. The Forum will feature:

- Presentations by select life sciences companies representing the Southeast's best life sciences investment opportunities;
- Networking with national venture capitalists, investment experts and key industry contacts;
- Private meeting availability with presenting companies; and
- Evening cocktail reception on October 2nd.

For more information access www.sebio.com.

Interactive Workshop with FDA Officials

King & Spalding, AdvaMed and the Georgia Biomedical Partnership will sponsor an interactive discussion with FDA officials on November 14, 2000 from 9:00 a.m. until 4:15 p.m. Participants will have the opportunity to:

- Meet Ballard Graham, the FDA Atlanta District Director, and learn how he manages the FDA inspection process in the district;
- Hear from FDA's Compliance Division and Investigators in the Atlanta District as they discuss medical device inspections and their expectations for top management oversight of quality systems regulations;
- Learn from Bill O'Connell, Senior Quality Systems Expert at King & Spalding, the top ten quality issues for senior management;
- Participate in an interactive session with Mark Brown, King & Spalding,

and Nancy Singer, AdvaMed, on how to avoid FDA enforcement actions and how to respond to FDA regulatory action; and

- Find out from Blair Childs, AdvaMed, how to work to assure that federal reimbursement programs are structured to assure timely patient access to medical device technology.

The meeting will be held at the offices of King & Spalding, 191 Peachtree Street, 50th floor, in Atlanta. Continental breakfast and lunch will be served. Invitations will be mailed to GBP members. For further information call James Blanchard, AdvaMed, at 202-434-7231.



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Animal Health News

Merial Limited, the world's largest animal health company, announced that it will relocate operations, including its North American headquarters, from Iselin, N.J., North Brunswick, N.J., and St. Louis to Atlanta, and that it would expand its research activities at its existing manufacturing and research facility in Athens, Georgia. "This move will consolidate Merial's five major U.S. animal health facilities that are now located in three different states, into one area within 50 miles of one another," says Alan Reade, executive chairman of Merial. "We intend to build on the critical mass of talented employees and extensive facilities that Merial has in Athens and Gainesville, Georgia, while relocating our North American headquarters in Atlanta to leverage the benefits offered by this major metropolitan area."

Once the relocation is complete, Merial's new office location in an Atlanta suburb will house the company's North

American headquarters, which is expected to employ approximately 400 people, including a new customer service center. Merial's site in Gainesville will continue to be the company's center for the U.S. avian business, while Merial's Athens facility will house expanded research laboratories, manufacturing facilities and related office support. The company's investment in research facilities marks an even closer relationship with the University of Georgia. The university is expanding its research center and Merial will be supporting that investment with long-term cooperation in research and development activities.

ProLinia, Inc., a Georgia-based agricultural biotech genetics supplier, announced a strategic collaboration with Smithfield Foods, a Virginia based hog producer and processor. The parties have entered into a Technology Development Agree-

ment following an equity investment by Smithfield Foods into ProLinia. Under terms of the Technology Development Agreement, the companies will commercialize ProLinia's cloning technology by arranging for ProLinia to provide cloned embryos from Smithfield's elite genetics for implantation into sows for gestation. The parties will also develop an embryo transfer Standard Operating Procedure that meets industry biosecurity standards.

Smithfield Foods is the world's largest hog producer and processor with operations in the U.S., Canada, France, Mexico and Poland. ProLinia is focused on the agricultural applications of cloning. Based in Athens, Georgia, ProLinia's scientific effort is headed up by Dr. Steve Stice and complemented by the rest of the management team including Chairman and CEO, Clifton Baile, Ph.D. and Mike Wanner, President.



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Earnings News

Serologicals Corporation reported revenues for the second quarter of 2000 totaled \$41.9 million compared with \$32.1 million in the year-earlier period, an increase of \$9.8 million, or 30 percent. Net income before special charges for the second quarter of 2000 amounted to \$3.0 million, versus net income of \$2.4 million a year ago. Pro forma revenues, excluding revenues from the Seramed subsidiary that the Company has agreed to divest, increased \$6.1 million, or 35 percent, from \$17.1 million in the second quarter of 1999 to \$23.2 million for the second quarter of 2000. The number included a 28 percent sales increase by the company's Diagnostic Products unit and a 33 percent sales increase by the Therapeutic Products unit.

Novoste Corporation reported net revenue for the for the first quarter of 2000 of \$846,000 compared to \$81,000 for the first quarter of 1999. Net loss for the quarter was \$7,199,000, compared to a net loss of \$8,062,000 for the same period last year. William A. Hawkins, President and CEO of Novoste Corporation, attributed the increased revenue principally to European commercialization of its Beta-Cath™ system.

First Horizon Pharmaceutical Corp. reported a 97 percent increase in sales for the second quarter of 2000 to \$7.84 million compared to \$3.98 million in the second quarter of 1999. Sales for the six months ended June 30, 2000 increased 83 percent to \$14.96 million compared to \$8.18 million for the same period of 1999.

Theragenics Corporation announced revenues for the second quarter increased 4 percent to \$11.5 million from \$11.1 million for the same period last year. Net income was \$4.1 million, compared with \$4.1 million in the prior year. Commenting on the earnings, and the inability of Indigo Medical to adequately market Theraseed®, Christine Jacobs, president and chief executive officer of Theragenics, said: "We are not satisfied with second quarter sales growth and are disappointed by the decrease in operating profits. Simply put, TheraSeed® for the treatment of prostate cancer is a superior therapy, and that fact is not reflected in our financial performance." As part of ongoing negotiations, Indigo Medical might return marketing responsibility for Theraseed® to Theragenics.

Immucor, Inc., the leading manufacturer of blood bank reagents, instruments and related products in North America, announced a 29 percent increase in revenues for the 12 months ended May 31, 2000 to a record \$76.5 million from \$59.5 million for fiscal 1999. Immucor reported that the largest impact on sales and earnings during the year was the strength of the U.S. dollar versus the Euro, which had the effect of reducing sales by \$2.4 million and earnings by \$0.875 million.



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Visible Genetics Corp. and its subsidiary, **Applied Sciences Inc.** have completed their transition into a brand new facility in Suwanee, Georgia. The office will serve as the U.S. headquarters for Visible Genetics. The sales, marketing, customer training, product support, finance and human resources departments currently occupy half of the 100,000 sq. ft. facility. Construction on the remaining 50,000 sq. ft. will begin September 1, 2000. This space will be used for manufacturing, quality control, development and distribution. Visible Genetics is a leader in the emerging field of pharmacogenomics, which uses genetic information in the identification and analysis of genes to improve patient care and reduce healthcare costs. VGI manufactures and markets high performance automated DNA sequencing systems and complete kits for the analysis of genes linked to disease. The company's OpenGene™ system employs patented CLIP™ technology — a single-step, bi-directional sequencing method that significantly reduces the time and cost involved in identifying clinically relevant genetic information.

Accelerated Pharmaceuticals, Inc. in Augusta, Georgia has completed the initial phase of automating its proprietary computer modeling technology. The technology is used to model natural ligands that regulate genetic activity and to identify pharmaceutical candidates based upon those models. According to W. Price Dunaway, president and CEO of Accelerated Pharmaceuticals, this technology can be used to screen large drug databases for multiple target activities, to redesign compounds that are "almost hits," and to design new drug candidates for specific target activity.

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All general inquiries and correspondence should be directed to:

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Hatch Medical, L.L.C. commenced operations with the introduction of its novel risk-sharing business model, physician advisory council and Web site. A medical device product development firm focused on assisting physician inventors, Hatch Medical jointly develops minimally invasive medical devices for the diagnosis and treatment of vascular disease through its network of product development experts. Hatch Medical team members include intellectual property and transactional attorneys, biomedical engineers, regulatory affairs consultants, marketing and business development executives, medical device manufacturers and university teaching hospitals.

Through Hatch Medical's unique risk-sharing program, product development team members exchange services and resources for equity in physician conceived projects. According to Paul Gianneschi, President and CEO of Hatch Medical, this structure enables the physician inventor to benefit from the services of industry experts without paying upfront costs or out-of-pocket expenses, while maintaining meaningful equity. For more information about Hatch Medical access its Web site, at www.hatchmedical.com.

Novoste Corporation recently reported significant progress in its efforts to obtain FDA approval for its Beta-Cath™ system. Novoste announced that the FDA has scheduled a meeting of its Circulatory System Devices Panel with Novoste for September 11, 2000. The panel, comprised of independent medical experts, will provide advice and make a recommendation to the FDA whether Novoste's Beta-Cath™ System should be approved for commercial sale in the United States. The panel meeting is scheduled to occur less than five months after Novoste's submission of its Pre-Market Approval (PMA) application to the FDA. At this time, there are no approved vascular brachytherapy devices in the

U.S. and Novoste's application is undergoing expedited review by the FDA.

SpectRx, Inc. recently presented data to the American Diabetes Association showing that its laser-based glucose monitoring prototypes are capable of continuously measuring glucose in people with diabetes over an extended time with a correlation to fingerstick blood measurements of approximately 90%. The company also demonstrated second-generation continuous glucose monitoring meter and sensor prototypes, which will be used in upcoming milestone clinical studies, scheduled to begin in July. Based on SpectRx's biophotonic technology, the continuous glucose monitoring sensor, worn on top of the skin, offers the promise of allowing people with diabetes to continuously monitor their glucose levels without the pain and inconvenience of fingerstick blood tests or implanting a sensor.

SpectRx also announced that a pivotal study, involving 490 newborn babies, confirmed that its BiliChek™ Non-invasive Bilirubin Analyzer is capable of using light to painlessly measure bilirubin, the cause of infant jaundice. The study showed that the BiliChek™ biophotonic device accurately measures jaundice in babies of many races and may be used as a replacement for the painful "heel stick" blood test. The BiliChek™ is indicated for use as a monitoring and screening device before, during and after phototherapy treatment in more than 50 countries. In the United States, BiliChek™ is cleared for use before phototherapy.

First Horizon Pharmaceutical Corp. announced its purchase of worldwide rights to Cognex® from Warner Lambert for \$3.5 million in cash. Cognex® is approved for the treatment of mild to moderate dementia associated with Alzheimer's disease. The Company also acquired the rights to a new unapproved version of

Cognex®, called Cognex®CR. The Company plans to market Cognex® in the United States utilizing its nationwide sales and marketing force and intends to market Cognex® outside the United States through qualified third parties.

In separate news, First Horizon announced its initial public offering of 3,800,000 shares of common stock at an initial public offering price of \$8.00 per share.

BioSante Pharmaceuticals, Inc. recently announced positive results of pre-clinical testing of its vaccine adjuvant and delivery system, calcium phosphate nanoparticles (CAP), from its Atlanta research operations. Results of these two pre-clinical trials indicate that the herpes and flu vaccines enhanced with CAP as the adjuvant and delivery system induced high levels of immune response, including IgG and IgA, which indicates mucosal protection, and no detectable IgE, which indicates low potential for irritation or allergic reaction.

BioSante's CAP may represent a new safe and effective mucosal adjuvant which may aid in the development of novel vaccines. BioSante is an emerging pharmaceutical company, developing its nanoparticulate-based platform technology for novel vaccines, vaccine adjuvants and drug delivery systems.

Pharmasset, Ltd. recently announced a second equity investment by the BioVenture family of funds managed by MPM Asset Management LLC of Cambridge, Massachusetts. This cash infusion will be used by Pharmasset to fund continued small molecule research at Pharmasset. Professor Raymond F. Schinazi, a Pharmasset founder and director, commented, "We are very pleased to have the continued confidence and support of MPM. Their financial guidance and Board-level support have proven to be valu-

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able in both the financial and scientific communities.”

Solvay Pharmaceuticals, through its Unimed Pharmaceuticals subsidiary in Deerfield, Illinois recently announced that AndroGel® 1% (testosterone gel) CIII is now available in pharmacies for physician and patient use nationwide. AndroGel® is available to treat conditions associated with low testosterone in men.

BioProgress Technology International, Inc. announced a full license of its XGel™ Film System to Peter Black Healthcare Limited (PBHL). The license grants PBHL exclusive use of the XGel™ Film System to produce and sell dietary supplements and non-prescription medicines within the UK and Republic of Ireland. In addition, PBHL has conditional exclusivity to serve as a contract manufacturer of dietary supplements and non-prescription medicines in other Euro-

pean countries.

The XGel™ Film System is reportedly the world’s first animal-free soft capsule process. The patented process eliminates the use of gelatin, which is a protein derived from animal renderings. The Company believes its XGel™ Film System is a revolutionary step in eliminating animal by-products from ingestible products used to deliver pharmaceuticals and dietary supplements, and on a cost-efficient basis compared to traditional methods.

Proxima Therapeutics, Inc. reported that a first group of patients have completed treatment using the MammoSite™ Radiation Therapy System (RTS), an accelerated radiation therapy for early stage breast cancer, in a multi-site, investigational clinical trial currently underway. The company expects the MammoSite clinical trials to continue through early 2001, at which point it will apply for FDA approval to market the device.

Proxima Therapeutics also reported the initiation of clinical trials for the treatment of brain tumors. Up to 40 patients will participate in the GliaSite RTS clinical trials. All must have a recurrent, malignant brain tumor and prior treatment including surgery, radiation therapy and possibly chemotherapy. The study is expected to be complete by year’s end, and Proxima will seek Food and Drug Administration approval to market the device during early 2001.

Inhibitex, Inc. recently completed a \$15 million convertible preferred stock financing, bringing the company’s total capitalization to \$20 million. Atlanta-based investors included Cordova Ventures and Alliance Technology Ventures.

Cryolife, Inc., has applied to the FDA for permission to use its SynerGraft heart valve in human trials. Specifically, the

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company has requested FDA approval to use the heart valves in heart reconstruction surgery for children requiring replacement of the pulmonary heart valve. The heart valve is produced from a porcine material and has been specially developed by CryoLife to become repopulated with a human's own cells.

Recombinant Peptide Technologies, L.L.C., ("rPeptide") has reorganized its management and initiated its national sales program for recombinant peptides. rPeptide sells a recombinantly produced beta-amyloid used in Alzheimer's disease research. In addition, rPeptide is available for contract production of other difficult to express proteins using its proprietary expression platform. rPeptide is located in Athens, Georgia and is managed by Neeraj Datta. Its Web site is www.rpeptide.com.

The Southeast BIO Investor Forum, to be held October 2-3, 2000, announced the following Georgia companies as participants in this year's meeting:

- Zylogen;
- SaluMedica;
- Aureozyme;
- ProLinea;
- RadioVascular Systems; and
- Neotonus.

Aureozyme, Inc., a protein discovery and development company based on technology out of the University of Georgia, was recently awarded two new patents by the U.S. Patent & Trademark Office which brings their total U.S. patent portfolio to 15. Aureozyme is commercializing enzymes for industrial applications as well as a novel protein expression system for drug discovery and development. Aureozyme is actively pushing forward with its commercial development and as a result is actively seeking a Commercial Development Director. Interested applicants should contact Ken Janoski at 404-257-4130.

Michael E. Wanner recently joined the executive management team of **ProLinea, Inc.**, as president. Most recently, Mr. Wanner was the Executive Director of Finance for Merial Limited, Iselin, N.J., the world's largest animal health company with sales of \$1.9 billion worldwide. He previously was Vice President of Finance and Administration for Rhone Merieux, in Athens, Georgia.

David A. Dodd has been elected president and chief executive officer of **Serologicals Corporation**. Mr. Dodd has over 20 years of experience in the diagnostic and pharmaceutical industries. Since 1995 he has been president and chief executive officer of Solvay Pharmaceuticals, Inc., a member of the Solvay Group of companies. From 1991 through 1995, Dodd served in various capacities at American Home Products/Wyeth-Ayerst Laboratories, most recently as senior vice president, pharmaceutical products. Mr. Dodd will assume the presidency at Serologicals from Desmond H. O'Connell, Jr., who has served as interim president and chief executive officer since September 1999.

Earnest W. Deavenport, Jr. recently was elected to the Board of Directors for **Theragenics Corporation**. Mr. Deavenport has served as chairman of the board and chief executive officer of Eastman Chemical Company since January 1994, after guiding the spin-off of Eastman Chemical Company from Eastman Kodak. Eastman Chemical Company is based in Kingsport, Tennessee and in 1999 had about \$5 billion in sales.

Robert N. Wood, Jr. has been appointed Vice President - Sales, of **Novoste Corporation**. Bob Wood, age 46, joins the company from Perclose, a manufacturer of arterial closure devices that was acquired by

Abbott Laboratories in 1999. He served as the Eastern Regional Sales Manager of Perclose from 1997 - 2000. From 1987 - 1997, Mr. Wood was employed by Cordis Corporation, a Johnson & Johnson company, where he held various senior sales management positions, most recently that of national sales manager for Cordis' Endovascular Systems division.

Daniel G. Hall recently joined **Novoste Corporation** as General Counsel. Dan Hall, age 53, brings 25 years of law experience to Novoste Corporation. He served as vice president, secretary and general counsel of Cordis Corporation beginning in 1981 until the company was acquired by Johnson & Johnson in 1995. From 1995 to 1999, Mr. Hall practiced with Feldman, Gale & Weber, P.A. in Miami, Florida, serving as managing attorney.

Alan Roberts has joined **First Horizon Pharmaceutical Corp.** as Director of Regulatory, Quality and Manufacturing. Mr. Roberts will be responsible for manufacturing and regulatory related matters for the company's 13 products. Most recently, Mr. Roberts served as Assistant Director, Corporate Regulatory Affairs for Solvay Pharmaceuticals, Inc. He also served as the Vice President of Research & Development at Mikart, Inc.

Michael Leone joined **First Horizon Pharmaceutical** as National Sales Director. Mr. Leone held various management positions at Bristol-Myers Squibb over the last 22 years. Most recently, he was the Southeast Regional Director of Cardiovascular Specialty Sales and National Director of Federal and Institutional Sales.

The Medical College of Georgia's Institute of Molecular Medicine and Genetics (IMMAG) on June 16 and 17 sponsored the Rasmussen Biological Communications Symposium in honor of the retirement of Howard Rasmussen, M.D., Ph.D., the founding director of IMMAG. Approximately 75 scientists attended the program, which featured talks by colleagues and former students from around the world. A variety of topics were discussed, including calcium and lipid signaling, parathyroid hormone and bone metabolism, aldosterone secretion from adrenal glomerulosa cells, insulin secretion from pancreatic islet cells, smooth muscle contraction and vitamin D metabolism. At the conclusion of the symposium, Dr. Rasmussen was honored at a testimonial dinner, where guests offered vignettes, both serious and humorous, of his career.

EmTech Biotechnology Development, Inc., the biotechnology incubator created by Emory University and The Georgia Institute of Technology, announced that NuTec Services, a Texas-based developer of bioinformatics software, is relocating to Atlanta and will be housed at EmTech Biosciences. The company plans to build the world's largest supercomputer at the new site by year end and will share technology and research with local biotech start-ups and universities. NuTec CEO Michael S. Keehan is a Georgia Tech graduate.

EmTech Bio also announced the appointment of AtheroGenics president and chief executive officer, Russell M. Medford, M.D., Ph.D., to its Board of Trustees. The Board of Trustees is co-chaired by John Temple, executive vice president of Emory University and Robert K. Thompson, senior vice president for administration and finance of Georgia Institute of Technology.

The Georgia Tech/Emory Department of Biomedical Engineering has been awarded a \$16 million grant by the Whitaker Foundation. The award will allow BME to add 17

faculty, more than doubling its size, and support student fellowships in the new joint Ph.D. program. The funds also will help support major renovations at Emory and construction of a new building at Georgia Tech.

Peter G. Katona, Sc.D., president of The Whitaker Foundation, stated, "The award recognizes excellent past progress, and exceptional future potential to make biomedical engineering a leading educational focus at Georgia Tech and Emory University." Don Giddens, chair of the Georgia Tech/Emory Department of Biomedical Engineering, simply stated, "The Whitaker award is both a validation of the strength of our BME program and an essential component in enabling us to realize our full potential in education and research."

BME currently participates in an M.D./Ph.D. degree program with the medical degree awarded by Emory and the bioengineering doctorate awarded by Georgia Tech. It also grants a traditional Ph.D. degree in bioengineering, offered through Georgia Tech. Building on the distinct and complimentary strengths of both institutions, the department's faculty members have identified five cutting-edge areas in which to focus education and research initiatives, including cardiovascular biomechanics and biology, cellular and tissue engineering, neurosciences engineering, biomedical imaging, and biomedical modeling and computing.

The University of Georgia (UGA) has been introducing Georgia's biomedical community to **Margaret Wagner Dahl**, whom it hired last September as UGA's new director of research, development and technology alliances. Ms. Dahl previously worked as corporate technology company advisor for Jenkins and Gilchrist in Austin, Texas, where she advised the firm's emerging technology company clients in regard to financing strategy, management, recruitment and other issues.

Ms. Dahl's position at UGA is equally

multifaceted. She works closely with the Georgia Research Alliance and Advanced Technology Development Center (ATDC) to identify the unique strengths of UGA research, and to commercialize UGA's research through startup activity and research collaborations.

Ms. Dahl currently supports the Applied Genetic Technology Resource (AGTEC), the Rural Economic Development Coordinating Council, the Biomedical Initiative and the New Media Institute. For AGTEC, Ms. Dahl is responsible for ensuring that the incubator's infrastructure and management processes are in place. Working with AGTEC researchers and others, she also determines the criteria by which businesses may enter the incubator and the services UGA will provide them.

For the Rural Economic Development Project, Dahl is helping council members shape a high technology interdisciplinary business strategy that will produce new industries bearing a strong environmental component. "Understanding the institutional values of UGA-teaching, service and outreach - enables me to use them in the context of economic development," Dahl said. "For the Rural Economic Development Project, this means assisting the state of Georgia through our research and public outreach missions."

Dahl comes to the University of Georgia with degrees in sociology and geography from the National University of Ireland. She owned two companies in Ireland, served as assistant and acting director of the University of Washington Office of Technology Transfer and was director of operations for the Austin Technology Incubator at the University of Texas at Austin, among other positions.

Individuals wishing to contact Margaret Wagner Dahl may do so by calling (706) 543-0444.

Welcome New Members

Name	Company
Dr. William McCulloch	A.M. Pappas & Associates
Christopher D. Offen	A.M. Pappas & Associates
Wayne Hodges	ATDC
Mark Colonnese	AtheroGenics, Inc.
Russ Medford	AtheroGenics, Inc.
Anthony J. Barbagallo	Business Computer Applications, Inc.
Beverly Blake	Carlos & Marquerite Mason Trust
Laurie Flatt	Cohn & Wolfe
Shelly Pierce	Cohn & Wolfe
W. H. Wall	Concepts For Vascular Intervention (CVI)
Tad Selby	Cornell CFO
Scott Stovern	Cornell CFO
Ashley Lee	CryoLife Inc.
Rebecca Kaufman Gessner, Esq.	EmTech Bio
Lanny Liebeskind, Ph.D.	Emory University
Robert Rich, M.D.	Emory University
Donald D. Stein, M.D.	Emory University
Nancy L. Wilkinson, M.P.H.	Emory University
Bradley Allen	Ernst & Young LLP
Jennifer Floyd	Ernst & Young LLP
Ann Schmierer	Georgia Institute of Technology
Richard Scharf	HOK Architects
Jeanne Marie Leahy	Leahy, Jeanne Marie
Trey Brewer	Lord, Aeck & Sargent Architects
Kent Brown	Lord, Aeck & Sargent Architects
Ben Elliot	Lord, Aeck & Sargent Architects
John Fueredi	Lord, Aeck & Sargent Architects
Sarah Lorenzen	Lord, Aeck & Sargent Architects
Sejal Patel	Lord, Aeck & Sargent Architects
Philip Andrews	MD Works
Jason Meeks	MD Works
Frank L. Palaia Ph.D.	MD Works
Cheryl Lee	MRA-Brand Zealots
H. Ansley Ulm	Mann Mechanical Company, Inc.
Lisa Ballard	Manning, Selvage & Lee
James W. Bunn	Manning, Selvage & Lee
Nicki Creasy	Manning, Selvage & Lee
Corey Rieck	Massachusetts Mutual Life Insurance

Name	Company
Brett Virgin	Massachusetts Mutual Life Insurance
Samira Beverly	Prudential Georgia Realty/Corporate Relocation
Janet M. Hampikian, Ph.D.	RadioVascular Systems, Inc.
Neal A. Scott	RadioVascular Systems, Inc.
Jerome Segal	RadioVascular Systems, Inc.
David Dodd	Serologicals Corp.
Shawn W. Geisel	Specialty Operations Solutions, Inc.
F. Kurt Last	Specialty Operations Solutions, Inc.
Ken Anthony	St. Paul Technology
Sue Burton	St. Paul Technology
Megan Dooley	St. Paul Technology
Nan Hufford	St. Paul Technology
J. T. Moore	The Apollo Group
Chris Chalk	Xonex International Relocation

If you or your company are interested in joining the Georgia Biomedical Partnership, please contact Norene Quinn, Executive Director, at 404-221-0617 between the hours of 9:00 AM and 5:00 PM, or by e-mail at ga_biomed@mindspring.com.

Upcoming GBP Meeting

Briefing on Medicare Reform: Achieving More Rapid and Accurate Payment for Medicare Technologies

September 26, 2000
9:00 - 11:00 a.m.

Georgia Center for Advanced Telecommunications Technology
GCATT Building
Room 119-C
240 Fourteenth Street
Atlanta, Georgia

AdvaMed (formerly HIMA) and the Georgia Biomedical Partnership will conduct a special seminar on Wednesday, September 26, providing attendees with the latest information on reimbursement reform measures now being considered by Congress and the Health Care Financing Administration (HCFA). A number of industry representatives and reimbursement experts will outline reform measures affecting coverage, payment and appeals procedures.

HCFA's Medicare reimbursement policies impact the bottom line of every medical manufacturer. Plan to attend this important seminar to learn more about reimbursement reforms aimed at improving the "time-to-market" pathway for new medical products.

Conference information is currently available on AdvaMed's Web site at www.advamed.org/payment/index.html. For more information, contact AdvaMed at 202/434-7201. Seating for this program is limited, plan to register as soon as possible.

GBP Meeting Calendar

Date	Location	Sponsor	Program
Sept. 20, 2000	Anthony's	Cordova Technology Partners	Two new biomedical start-up firms make short presentations on their products, experience and growth
Sept. 26, 2000	GCATT Room 119C 8:00 am - 11:00 pm	Advanced Medical Technology Association and Georgia Biomedical Partnership	A Briefing on Medicare Reform: Achieving More Rapid and Accurate Payment for Medicare Technologies
Oct. 2-3, 2000	The Friday Center Chapel Hill, North Carolina	SE BIO INVESTOR FORUM	See Web site for details and registration www.sebio.org
Oct. 18, 2000	Anthony's	gabio.org	Michael S. Keehan, Ph.D. NuTec Sciences
Nov. 14, 2000	King & Spalding 9:00 am - 4:00 pm	Interactive Workshop with FDA Officials	FDA workshop with breakfast and lunch \$150 GBP members \$195 non-members
Nov. 15, 2000	Anthony's	Ernst & Young	Annual Life Sciences Industry Update
Dec. 13, 2000	Anthony's	Lord Aeck & Sargent, Inc.	GSU Six Core Labs & Incubator including Fish Lab

Meeting Sponsors

Members of Georgia Biomedical Partnership are invited to sponsor future monthly meetings. Sponsorship cost is \$750 per meeting.

To sponsor a monthly meeting or for further information about sponsorship, contact Noreen Quinn, GBP Executive Director, at 404-221-0617 between the hours of 9:00 AM and 5:00 PM or by e-mail at ga_biomed@mindspring.com.

Newsletter Sponsors & Subscriptions

Members of the Georgia Biomedical Partnership are invited to sponsor future editions of the The Chronicle. It costs \$500 to sponsor a newsletter, and we accept two sponsors per issue. In return, the sponsor is recognized with a 5"x7" advertisement placed prominently in The Chronicle.

To sponsor a newsletter, or for further information about sponsorship, contact

Noreen Quinn, GBP Executive Director, at 404-221-0617 between the hours of 9:00 AM and 5:00 PM or by e-mail at ga_biomed@mindspring.com.

If you would like to receive an electronic copy of the newsletter in PDF format for the Adobe Acrobat Reader, or know of someone who should receive The Chronicle, please call or e-mail Norene.