

## ZMC prepares to celebrate its 25<sup>th</sup> anniversary

ZeptoMetrix (ZMC) has its roots in a number of places. The original company was a Buffalo based biotechnology business named Cellular Products, Inc. (CPI). CPI began as an offshoot of Dr. Robert Gallo's laboratory at the National Cancer Institute and its first product was T Cell Growth Factor, a product still found in the ZMC catalog today.

CPI accomplished some major scientific feats. CPI was one of the first to launch a blood screening test for HIV and was the first to develop tests for Human T Cell Leukemia Virus (HTLV) and HIV p24 Antigen. However, CPI was a financially troubled company, in a large part because of its decision to compete with industry giants like Abbott Labs.

CPI raised a large amount of investment money through private placements and eventually an initial public offering. This money helped build and equip the incredible facility that ZMC now operates in Buffalo. The 15,000 square foot facility has a number of well equipped laboratories, including 2 large biological level 3 plus labs.

CPI continued to experience financial troubles, was bought and sold a couple of times and eventually went through a chapter 11 bankruptcy. In the mid 90's, Dr. Jim Hengst came to Buffalo as head of CPI, and restructured the company to focus on its research products market.



*ZeptoMetrix Corporation Headquarters, Buffalo, NY*

### Rocky road to rock solid

In 1999, Jim, together with Chris Collins, now ZMC chairman, bought CPI from Hemagen Diagnostics and renamed the organization, ZeptoMetrix.

Although still not financially sound, ZMC aggressively pursued its research products focus and its restructuring. The company successfully competed for and received \$1.6 million in grants from the National Cancer Institute and National Heart, Lung and Blood Institute. In 2000, ZeptoMetrix launched over 20 new products and by 2001 the company was solidly profitable.

ZMC continued its organic growth by developing and launching more products and by taking on contract work for other biotechnology companies. Eventually ZMC had the cash to begin pursuing technology development programs aimed at creating new technologies that can later be developed into products.

A major success from ZMC's technology development programs was NATtrol. This was developed jointly with Dr. Greg Chiklis, who headed R&D for Impath's BCP division. ZMC and Impath entered into a joint agreement to create and sell a comprehensive line of

NATtrol products, something that gave Impath's BCP division products that were far superior to anything offered by their competitors. Impath, at the time, had poured millions into BCP's facilities, equipment and infrastructure.

In 2003, Impath, a public company, hit major financial problems, forcing them to file chapter 11 and liquidate. As a result of this, in April 2004, ZMC acquired the BCP division from Impath and also complete ownership of the NATtrol technology.

The marriage of ZMC and BCP was an immediate success. The complementarity of the two company's businesses, products and customers could not have been better. Both companies have highly trained professionals who are not only serious about their work, but are also fun loving people who really enjoy the work they are doing. The ZMC staff represents some of the best in the biotechnology industry.

In 2007 ZMC will celebrate its 25th anniversary. Considering everything the people at ZMC have been through, it's been a long rocky road. But today, ZMC is rock solid, profitable, highly focused and an amazing place to work. It's been an incredible journey and it's just begun.

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## Words from the President



*Jim Hengst, PhD*

As the cover story points out, in 2007, ZeptoMetrix will celebrate its 25th birthday. Today, as successful as the company is, it's difficult to imagine the troubles we had in the past. In the Cellular Products days, the company faced several "near death" experiences, repeated lay offs, and even a chapter 11 bankruptcy. At one point, the company was even forced to downsize to only 6 employees.

Three of our employees today, Dave and Diane Waterman, together with Bob Johnson, are among the original group who helped start the company in 1982. Dave manages our purchasing and materials management, Bob is in charge of the Buffalo operation's shipping, and Diane is one of our key scientists and responsible for our western blot products. Also notable, Anna Schendel, Customer Services Manager, Dave Reinlander, Manager of Regulatory Affairs and Nancy Mahady, Senior Scientist in the Immunology Department, have all been with the company for over 10 years.

It has been the dedication of people like this, together with the hard work of our newer staff, that enabled the company to become the success that it is today.

In coming issues of this newsletter you'll hear about some of the many exciting projects at ZeptoMetrix. We'll be highlighting aspects of our business, science and even new construction.

We've come a long way, we have an incredible future in front of us, and I'm glad we're able to share it with you through this newsletter.

## Immunology Department Highlight

Dr. Douglas X. Mason heads the Immunology Department at ZeptoMetrix Corporation. Dr. Mason received his Ph.D. from Johns Hopkins University, Baltimore, MD, and completed his post-doctoral research at Roswell Park Cancer Institute, Buffalo, NY.

The Immunology Department could be considered part of the foundation of ZeptoMetrix Corporation. When the company began in 1982, it was founded on our HIV purified viral lysate, which was then used to manufacture 96-well microplates for our HIV ELISA kit. At the time, this diagnostic kit was FDA approved to detect antibodies against HIV. Since the start of the company, ZMC has re-defined its core as providing infectious disease research tools for today's leading scientists.

Although we no longer produce the HIV ELISA kit for sale, we are proud to offer an HIV p24 Antigen ELISA research kit that detects viral antigen. This kit has been manufactured in house for over a decade and can compete with the best kits offered in its market. Our Retro-Tek HIV p24 Antigen ELISA was the first antigen kit on the market and is

still a leader in its class. Along with the HIV p24 Antigen kit, our Immunology Department also manufactures SIV p27 and HTLV p19 Antigen ELISAs.

With the heart of our business lying in this department, it is still continuing to grow. ZMC is now offering various custom services, such as ELISA validation and testing and custom manufacturing.

### What is p24?

**HIV-1 is composed of two copies of single-stranded RNA enclosed by a conical capsid comprising the viral protein p24.**

*Information from <http://wikipedia.org/>*

Research and development is also strong within the department, our newest kit on the market being the Bovine IgG ELISA. Other products underway are the Rabbit IgG ELISA, in the validation stage, and the Goat IgG ELISA in the development stage. These kits will complement our current line of Immuno-Tek ELISAs.

## Expanding again in Franklin, MA

Over the past 6 months, ZeptoMetrix has been awarded several large contracts that are being handled by the scientific staff at ZMC's Franklin, MA, facility. In order to ramp up to meet these new challenges, the Franklin facility has purchased a 4th, very spacious, walk-in refrigeration unit and will be expanding the available laboratory space to accommodate this new and expanding segment of our business. The first shipments for these programs are expected in early 2007.

This comes at a time when the Franklin division had just finished major construction and anticipated some breathing room. Since it was acquired in 2004, this branch has proven to be a real asset to ZeptoMetrix Corporation. The Massachusetts facility has continued to steadily increase its part of the business as well as its sales.

These contracts are prime examples of how ZeptoMetrix works in partnership with many organizations. Although we have a focus on today's researcher, we also have a large emphasis on collaborating with other companies, institutions, and universities. We feel these are important relationships in doing business today. Successful partnerships enable us to better provide for our customers, offer services that normally would be difficult to achieve, and to learn from our colleagues to better improve our business.



## ZeptoMetrix has an active role in Buffalo's biotech community

The Buffalo Life Sciences Symposia is a group that was organized by Dr. George DeTitta, Executive Director and CEO of Hauptman-Woodward Medical Research Institute, Inc. The group began meeting weekly at the beginning of July 2006 at Ulrich's Restaurant in Buffalo. Invited attendees include both academic and biotechnology affiliates. Some of the organization's involved include ZeptoMetrix, Roswell Park Cancer Institute, UB Center of Excellence, Buffalo BioSciences, Kinex Pharmaceuticals, and Hauptman-Woodward.

The purpose for the weekly meetings is to bring together informal conversation and potential collaborations among local companies and organizations. Every week, a presenter is signed up to give a 'chalk talk' to discuss issues on a project and brainstorm ideas with other scientists. Participants are encouraged to spread the word around the academic and biotechnology community in Buffalo to draw more scientists to the meetings. There has been on average 10-15 people attending each week from a variety of fields. The group hopes that the numbers will increase now as summer comes to an end and the regular 'school year' begins.

Dr. Michelle Ferreri-Jacobia, Director of Virology at ZeptoMetrix Corporation,



*Dr. Michelle Ferreri-Jacobia, Director of Virology, ZeptoMetrix Corporation*

gave the first chalk talk. She presented on standardization of ZMC's PCR (NATtrol™) controls. According to Dr. Ferreri-Jacobia, "this group is a great way for scientists to interact with one another within the Buffalo Niagara Medical Corridor in an informal setting." She said that her talk was very beneficial, as she received great insight from others at the meeting, as well as some valuable contacts.

Being in place for about two months

now, all would agree that the Buffalo Life Sciences Symposia has proven to be an asset for Buffalo in bringing together the local scientific community. With ZMC's active role in the area, we are proud to be included in this association. Already working with laboratories from UB, Roswell Park and HWI, we look forward to meeting with other laboratories, especially in the area of Biodefense, and feel that the Symposia is one route of finding that collaboration.

## Custom Service Lab

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Also general cell culture, custom virus cultivation, and other custom services such as; IFA, DFA, ELISA production & testing, bacterial propagation, and much more...

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## Bulletin Board



### Congratulations!

ZMC welcomes baby Julia Mary Mason  
Born on July 20<sup>th</sup>, 2006  
7 lbs., 6 oz.

### Happy Birthday

Robert Johnson	9/29
James Hengst	10/3
John Paul	10/18
Peter Trabold	10/21
Nancy Mahady	11/7
Kelly Klinger	11/29
Tricia Hoover	12/7

### If exposed to SARS-CoV, how long would it take to become sick?

The time between exposure to SARS-CoV and the onset of symptoms is called the "incubation period." The incubation period for SARS is typically 2 to 7 days, although in some cases it may be as long as 10 days. In a very small proportion of cases, incubation periods of up to 14 days have been reported.

*Info. quoted from: <http://www.cdc.gov/ncidod/sars/faq.htm>*

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