

## Biotech Mixer, December 5<sup>th</sup>, 2002: Participants

Please select 3-5 from the following that you would like to meet with in a one-on-one session. If you select more than three, please rank them according to preference. Every effort will be made to accommodate your requests.

### Advanced Analytical Technologies, Inc.

Kristi Harkins

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Advanced Analytical Technologies Inc. (AATI) was formed to develop, manufacture, and sell innovative analytical devices that measure constituents of industrial process flows. Any industry which for purposes of safety, quality, or regulation monitor process flows, will be able to do so faster, less expensively and less obtrusively, resulting in productivity and quality gains while saving money.

Nearly all industrial sectors monitor and apply a variety of analytical techniques to the products they produce for identifying specific bacteria in food and beverages to measuring precise blends of pharmaceutical compounds in a single commercial medication. Industry now uses a variety of manual and outdated techniques to assure the safety and efficacy of their products. Current techniques can be slow and costly to produce, requiring expensive labs, personnel, and reduction in production efficiency.

### Bio-Research Products

Bryce Cunningham, Ph.D., President & CEO

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*Bio-Research Products, Inc.*

- Bio-Research Product, Inc. specialized in the isolation, purification and characterization of enzymes and proteins. The company is recognized as the world's leading producer of wheat germ phosphoenolpyruvate carboxylase (PEPC). Now the company is also involved in biomedical contract manufacturing of finished goods as well as raw material production.
- Bio-Research Products is also interested in producing enzymes, proteins and diagnostic assays and other goods by request for industry, governments or academia.
- ISO 9002 Certified

## Boehringer Ingelheim-Vetmedica

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Boehringer Ingelheim Vetmedica, Inc., a subsidiary of Boehringer Ingelheim Corporation located in Ridgefield, CT, and part of the Boehringer Ingelheim worldwide group of companies, is known as an innovative supplier of a broad line of products and system solutions for cattle, swine, equine and small animals, bringing a high expertise in biological and pharmaceutical manufacturing to the market. Within the Boehringer Ingelheim animal health business, Boehringer Ingelheim Vetmedica, Inc. is an integral part of the corporation and acts as a center of competence in biological research, development, and manufacturing for the business worldwide. In addition to their site in Ames, IA, Boehringer Ingelheim Vetmedica, Inc. has sites in St. Joseph, MO; Elwood, KS; and Sioux Center, IA.

The BIVI location in Ames was the first animal health firm at the Research Park and chose this location due to its proximity to Iowa State University, the National Animal Disease Center, and the National Veterinary Services Laboratories, all located in Ames. The facility serves as a molecular research group for its swine division, swine diagnostic laboratory, and swine technical service (Process Improvement Group). The Ames site has acquired ISU and NADC developed technologies and successfully developed them for commercial sale.

## Cargill

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Cargill, Incorporated is an international marketer, processor and distributor of agricultural, food, financial and industrial products and services with 97,000 employees in 59 countries. The company provides distinctive customer solutions in supply chain management, food applications, and health and nutrition. Cargill produces citric acid, itaconic acid, and ethanol by fermentation. Other fermented products through joint ventures include lysine and lactic acid.

## **Diamond V Mills, Inc.**

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### ***Natural Nutritional Value***

Diamond V<sup>®</sup> is recognized throughout the animal nutrition field as an innovative, scientifically-motivated feed ingredient supplier. We've been providing natural, research-proven yeast culture products for 58 years and are constantly looking for practical solutions to the nutritional problems encountered in modern animal agriculture.

Diamond V<sup>®</sup> provides yeast fermentation products to animal feed companies, the dairy industry, beef cattle feedlots and integrated swine and poultry operations world-wide, as well as organic trace minerals and a gluconeogenic supplement for ruminants. We also produce high-selenium yeast for human supplements.

## **Elmira Biologicals**

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# **ELMIRA**

Elmira Biologicals was started in 1988. We produce a variety of animal blood products for research, mostly sheep, goat and rabbit blood and serum. We specialize in custom antiserum production in sheep and goats, and (very soon) rabbits as well. Just to clarify, if you synthesize or purify a new protein peptide, no antiserum directed against that peptide will be available commercially so you will have to make your own.

Custom antiserum production is a service to provide antisera to proteins provided by the investigator while protecting all the proprietary rights of the investigator. The antisera are intended for research use only.

## Integrated DNA Technologies, Inc.

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Providing the highest quality custom DNA synthesis in the industry, IDT produces a wide range of complex chimeric and mixed-sequence oligonucleotides. From PCR Primers to dual-labeled fluorescent probes to antisense oligonucleotides, IDT is the industry leader in innovative molecular biology products.

By ordering from IDT, as a researcher, you gain a distinct advantage. Some reasons for this are as follows:

**Capillary Electrophoresis:** CE quality testing is routine for complex specialty synthesis items.

**Higher Quality:** Specially formulated synthesis reagents are prepared in-house to ensure the highest coupling efficiency.

**MALDI-TOF Mass Spectrometry:** Mass Spectrometry QC is standard on all modified and all purified oligonucleotides (both HPLC & PAGE) and is available on all oligonucleotides up to 50 bases.

**Quality Guarantee:** If any oligonucleotide in your order does not meet our quality standards, we will resynthesize it immediately and our customer service staff will inform you directly. We will ship the remainder of your order on time, while the remade oligonucleotide will be shipped out the next day at no additional charge.

**Technical Support:** Our staff includes experts in molecular biology, oligonucleotide design, sequencing, mutagenesis, PCR and related research who are available for consultation about your application before or after you order.

## Kemin Biotechnology, LLC

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### Livestock Feed Ingredients and Preservatives

In worldwide agricultural markets, Kemin companies have a 40-year tradition of quality in developing products for the dairy, beef, poultry and swine industries. Pigmenters, preservatives, enzymes, and surfactants remain key products within our agriculture divisions as well as mold inhibitors and other grain treatment products.

### Pet Food Ingredients

Building upon our successes, the Kemin line of animal nutrition products now features feed ingredients for the pet food industry, including natural antioxidants, palatants and mold inhibitors, to insure the highest degree of pet food preservation, nutritional quality and palatability.

### **Food Ingredients**

The company's foray into food ingredients also has proven successful. A Kemin division introduced acidifiers and food preservatives to the tortilla and bakery industry for effective control of spoilage as well as antioxidants for extended shelf-life.

### **Nutraceuticals**

The Kemin organization has made its mark on the nutraceutical market as well with a trademarked brand of lutein where it helps vitamin and dietary supplement manufacturers meet the demands of a growing market united to reduce the risk of macular degeneration, the leading cause of irreversible blindness among adults over 40.

## **Metabolic Technologies, Inc.**

### **MTI, Biotech Inc.,**

Steve Nissen, DVM, PhD, CEO

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Metabolic Technologies, Inc.'s (MTI) goal is to position itself as the premier company in the development of biochemicals that can enhance human health, performance, and well-being that are marketed to the nutraceutical and cosmeceutical markets. Central to this vision is the concept that products developed by the company are marketed only after safety is proven, quality manufacturing is assured, and effectiveness is scientifically verified.

The key element in carrying out this strategy is the control that patented products afford. With patent protected products, MTI can assure its products will be of the highest purity and will be marketed in an appropriate and ethical manner. MTI believes it is setting the standard by which new nutraceutical and cosmeceutical products should be introduced into the sports market, the elderly nutrition market, the general health market, the medical nutrition market, and cosmetic markets.

MTI BioTech is the newly formed holding company of Metabolic Technologies Inc. MTI BioTech is responsible for the development of new nutritional supplements for human consumption, especially targeted toward disease related muscle loss, as well as formulas for muscle loss in the aging population. MTI BioTech will be responsible for the further development and marketing of nutritional and biochemical products established by university research and licensed by Metabolic Technologies.

## Midland BioProducts Corp.

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Midland BioProducts Corporation (MBC) was founded in 1987. We are situated on 2 sites and approximately 90 acres in Boone, Iowa and one protein chemistry laboratory site in Scarborough, ME. We currently have about 45 employees.

MBC's core business is the manufacture and sale of highly purified polyclonal antibodies to normal human serum proteins, and corresponding calibrators and controls. These products are sold bulk/wholesale worldwide.

In 1999 MBC diversified into the animal healthcare field with the development of reagents and lateral flow test kits for measuring IgG levels in calves, foals and bovine colostrum. Complimentary products are being developed using the same rapid assay technology.

With the introduction of these highly sensitive, rapid, lateral flow assay systems, MBC's business has evolved to include a growing custom assay development product line for both the human and animal health markets. This is a healthy compliment to our custom, polyclonal antibody production, purification and assay development.

## Monsanto

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Monsanto Company is a leading global provider of agricultural products and integrated solutions that bring together chemicals, seeds, and biotechnology traits to improve farm productivity and food quality.

Monsanto manages business in two segments: Agricultural Productivity, and Seeds and Genomics. Our Agricultural Productivity segments include Roundup® herbicide and other crop protection products, and our Animal Agriculture business. The Seeds and Genomics segment consists of global businesses in seeds and related biotechnology traits, and a technology platform based on plant genomics, which increases the speed and power of genetic research.

## NovaScan Technologies

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Novascan Technologies develops products and instrumentation for scanning probe microscopy. Our product lines include Atomic Force Microscopes, AFM accessories, particle probes, chemically defined probes and surfaces. These products are currently in use worldwide in fields such as biology, chemistry and biophysics.

## **Outdoors All AmericaS, Inc.**

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OAASI is a multi-facet agricultural and outdoors recreational business. Principal areas of products and services include consulting services to the Ag and Life Sciences industries; Contract farming and field research services for the Agricultural and Life Sciences industries; and various outdoors recreational activities (hunting, trail riding, or just enjoying the great outdoors).

OAASI was founded in 1999 by Dr. and Mrs. Michael Martin. In its first year of operation, OAASI consulting and contract services were provided to five companies, ranging from a small family owned seed company to one of the largest multi-national life-science companies.

OAASI's business and operating philosophy is to combine the best of science, agriculture, and nature for the benefit of mankind and the environment in which we dwell.

## **Phytodyne, Inc.**

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Phytodyne, Inc. has developed unique proprietary technologies that strategically position this company within the plant biotechnology sector. Phytodyne's technologies simplify the production of genetically modified crop plants and offer new methods for plant genome manipulation. Together, these technologies enable the production of valuable, proprietary germplasm. Market opportunities for Phytodyne are driven by an expanding need for specialty products produced by genetically modified crop plants for the farm, industry, and consumer.

Phytodyne's three primary products include 1) RetroGene- a retroviral-based plant transformation system, 2) Gene Editor- technology that enables specific DNA sequence modifications to be

introduced into the genomes of crop plants, and 3)Chromosome Homing- a method to target DNA integration to specific sites within plant or animal chromosomes.

## **Pioneer Hi-Bred International, Inc.**

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Pioneer Hi-Bred International, Inc., a [DuPont](#) company, is the world's leading developer and supplier of advanced plant genetics to farmers worldwide.

With headquarters in Des Moines, Iowa, Pioneer develops, produces and markets a full line of top-quality seeds and forage and grain additives and provides services to customers in nearly 70 countries.

DuPont is a science company, delivering science-based solutions that make a difference in people's lives in food and nutrition, health care, apparel, home and construction, electronics and transportation.

Pioneer's main research location for Ag Biotech is located in Johnston, IA.

## **Proliant Inc. (Formerly AMPC)**

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Proliant Inc. manufactures and markets protein products for the food, nutrition, human health, nutraceutical, diagnostic, life science research, biopharmaceutical and veterinary vaccine industries. Proliant is comprised of three divisions, each focusing on specific market segments: Proliant Ingredients, Proliant Health, and Proliant Biologicals. Through careful management and exacting product standards, Proliant creates consistent products and long-term relationships that are world-renowned. Proliant has offices in the United States and Europe and an extensive global network of distributors. Proliant is privately held, with company headquarters located in company-owned facilities at the ISU Research Park.

## Stine Biotechnology

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A division of Midwest Oilseeds Inc., Stine Biotechnology conducts state-of-the-art plant biotechnology research aimed at improving corn and soybeans. Research focuses on: (a) the introduction of useful genes through genetic transformation, (b) the speeding up of the breeding cycle of these crops, and (c) novel ways to generate variation useful to the plant breeder.

## ViraQuest Inc.

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**ViraQuest Inc.**  
*Innovative Adenovirus Technologies and Reagents*

ViraQuest, Inc. is a biotechnology company specializing in the production of adenoviral vectors and retains the exclusive commercial rights to RAPAd™ technology. Using the patent pending processes unique to RAPAd™ we can provide the quickest turn around time of any supplier in the industry. Utilizing the RAPAd™ technology combined with easy subcloning steps results in production of your customized adenovirus particles in as little as three weeks without complications of revertants.

ViraQuest, Inc. is your partner in research. If you don't succeed, we don't succeed. We are committed to providing you with the best research materials and support in the adenovirus field. Let our vectors keep your research headed in the right direction.

## Other Groups

### Center for Advanced Technology Development

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Learn about how the Center for Advanced Technology Development can assist your business.

### Greater Des Moines Partnership

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Learn about how the Greater Des Moines Partnership can assist your business.

### Iowa Biotechnology Association

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### Iowa Biotechnology Association

Learn about the benefits of belonging to the Iowa Biotechnology Association.

## Iowa Department of Economic Development

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Learn about how the Iowa Department of Economic Development can assist your business.

## Iowa State University

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Learn about resources for biotechnology companies including access to fee-for-service facilities, faculty expertise, and outreach centers.

## NASA Food Technology Commercial Space Center

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Learn about how the NASA Food Technology Commercial Space Center can assist your business.

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