

For Six Month Period Ending **3 FEB 1997**  
(Insert date)

**I - REGISTRANT**

1. (a) Name of Registrant

**ALSACE DEVELOPMENT AGENCY**

(b) Registration No.

**3506**

(c) Business Address(es) of Registrant

**2029 Century Park East, Suite 1115  
Los Angeles, CA 90067**

2. Has there been a change in the information previously furnished in connection with the following:

- (a) If an individual:
  - (1) Residence address Yes  No
  - (2) Citizenship Yes  No
  - (3) Occupation Yes  No
- (b) If an organization:
  - (1) Name Yes  No
  - (2) Ownership or control Yes  No
  - (3) Branch offices Yes  No
- (c) Explain fully all changes, if any, indicated in items (a) and (b) above.

**IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).**

3. If you have previously filed Exhibit C<sup>1</sup>, state whether any changes therein have occurred during this 6 month reporting period.  
Yes  No

If yes, have you filed an amendment to the Exhibit C? Yes

No

If no, please attach the required amendment.

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<sup>1</sup> The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (a waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)



4. (a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes  No

N/A

If yes, furnish the following information:

Name Position Date Connection Ended

(b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period? Yes  No

N/A

If yes, furnish the following information:

Name Residence Address Citizenship Position Date Assumed

5. (a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal? Yes  No

N/A

If yes, identify each such person and describe his service.

(b) Have any employee or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting? Yes  No

If yes, furnish the following information:

Name Position or connection Date terminated

(c) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes  No

If yes, furnish the following information:

Name Residence Address Citizenship Position Date Assumed

6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(c) of the supplemental statement? Yes  No

N/A

If no, list names of persons who have not filed the required statement.

**II - FOREIGN PRINCIPAL**

7. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes  No

If yes, furnish the following information:

*Name of foreign principal*

*Date of termination*

8. Have you acquired any new foreign principal<sup>2</sup> during this 6 month reporting period?

Yes  No

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

9. In addition to those named in Items 7 and 8, if any, list foreign principals<sup>2</sup> whom you continued to represent during the 6 month reporting period.

ADIRA/ CAHR

10. **EXHIBITS A AND B**

(a) Have you filed for each of the newly acquired foreign principals in Item 8 the following:

Exhibit A <sup>3</sup>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Exhibit B <sup>4</sup>	Yes <input type="checkbox"/>	No <input type="checkbox"/>

N/A

If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes  No

If yes, have you filed an amendment to these exhibits? Yes  No

If no, please attach the required amendment.

N/A

2 The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

3 The Exhibit A, which is filed on form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

4 The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

**III - ACTIVITIES**

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11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, and 9 of this statement?      Yes       No

If yes, identify each such foreign principal and describe in full detail your activities and services:

**WE HAVE CONTACTED AND MET WITH VARIOUS INDIVIDUALS AND BUSINESSES IN THE UNITED STATES TO ADVISE THEM OF THE EXISTENCE OF THE ALSACE DEVELOPMENT AGENCY AND THE SERVICES PROVIDED BY ADIRA/CAHR.**

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12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>5</sup> as defined below?

Yes       No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places, of delivery, names of speakers and subject matter.

**WE HAVE CONTACTED AND MET WITH VARIOUS INDIVIDUALS AND BUSINESSES IN THE UNITED STATES TO ADVISE THEM OF THE EXISTENCE OF THE ALSACE DEVELOPMENT AGENCY AND THE SERVICES PROVIDED BY ADIRA/CAHR. WE HAVE DISTRIBUTED VARIOUS BROCHURES ON THE ALSACE REGION TO THESE INDIVIDUALS AND BUSINESSES THROUGH GROUP AND INDIVIDUAL MEETINGS.**

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?      Yes       No

If yes, describe fully.

**TO THE EXTENT THAT THE ALSACE DEVELOPMENT AGENCY IS OWNED AND CONTROLLED BY ADIRA, THE ACTIVITIES OF ADA BENEFIT ADIRA.**

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<sup>5</sup> The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government a foreign country or a foreign political party.

### IV - FINANCIAL INFORMATION

**14. (a) RECEIPTS-MONIES**

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes  No

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies<sup>6</sup>

Date	From Whom	Purpose	Amount
9/30/96	ADIRA	OPERATING EXPENSES	\$382,815.00

Total \$382,815.00

**(b) RECEIPTS - FUND RAISING CAMPAIGN**

During this 6 month reporting period, have you received, as part of a fund raising campaign<sup>7</sup>, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes  No

If yes, have you filed an Exhibit D to your registration? Yes  No

If yes, indicate the date the Exhibit D was filed. Date \_\_\_\_\_.

**(c) RECEIPTS-THINGS OF VALUE**

During this 6 month reporting period, have you received any thing of value<sup>9</sup> other than money from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes  No

If yes, furnish the following information:

Name of foreign principal	Date received	Description of thing of value	Purpose
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<sup>6, 7</sup> A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. (See Rule 201(e).)  
<sup>8</sup> An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.  
<sup>9</sup> Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

**15. (a) DISBURSEMENTS-MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign named in Items 7, 8, and 9 of this statement? Yes  No

**SEE BELOW**

(2) transmitted monies to any such foreign principal? Yes  No

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
9/96 - 2/97	PREMISES	OFFICE RENT/ PARKING	\$36,427.00
	SALARIES	SALARIES/ FICA/ HEALTH INSURANCE	\$124,540.00
	COMMUNICATIONS	PHONE/ POSTAGE/ FAX/ COURRIER See	\$25,754.00
	TRAVEL	HOTELS/ AIRLINE TICKETS/CAR RENTAL	\$72,213.00
	ENTERTAINMENT	LUNCHES/ DINNERS	\$ 8,530.00
	COLLATERAL/ Business Promotion	NEWSLETTER/ BROCHURES/ TRADESHOWS	\$23,181.00
	OTHER	SUBSCRIPTIONS/ MEMBERSHIPS	\$ 2,746.00

Total **\$293,391.00**

(b) **DISBURSEMENTS-THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value<sup>10</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes  No

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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**WE HAVE GIVEN BROCHURES TO VARIOUS INDIVIDUALS AND BUSINESSES. PLEASE SEE ITEM 12 AND ANNEX I FOR MORE DETAILED INFORMATION.**

(c) **DISBURSEMENTS-POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>11</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes  No

If yes, furnish the following information:

Date	Amount or thing of value	Name of political organization	Name of candidate
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10, 11 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials<sup>12</sup>?  
Yes  No

IF YES, RESPOND TO THE REMAINING ITEMS IN SECTION V.

17. Identify each such foreign principal.

ADIRA/ CAHR

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials?  
Yes  No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

ADIRA --- 9/96 - 2/97 \$382,815.00

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:

- Radio or TV broadcasts
- Magazine or newspaper articles
- Motion picture films
- Letters or telegrams
- Advertising campaigns
- Press releases
- Pamphlets or other publications
- Lectures or speeches
- Other (specify) \_\_\_\_\_

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (specify) \_\_\_\_\_

21. What language was used in the informational materials:

- English
- Other (specify) \_\_\_\_\_

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes  No

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act? Yes  No

12 The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4 (b) of the Act.

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**VI--EXECUTION**

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

(Type or print name under each signature<sup>13</sup>)

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4/18/97

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*Rosanne S. Foust*

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**Rosanne S. FOUST**

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13 This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

UNITED STATES DEPARTMENT OF JUSTICE  
REGISTRATION UNIT  
CRIMINAL DIVISION  
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64 - Supplemental Statement):

Yes XX or No \_\_\_\_\_

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes \_\_\_\_\_ or No \_\_\_\_\_

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

R.S. Foust  
Signature

4/18/97  
Date

Rosanne S. Foust  
Please type or print name of signatory on the line above

Vice President Global Development  
Title

APR 24 1997  
CRIMINAL DIVISION  
REGISTRATION UNIT

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*Alsace Development Agency, Inc.™*

November 15, 1996

Mr. Williams L. Ettouati, Ph.D.  
Vice President, Marketing and Business Development  
DepoTech Corporation  
10450 Science Center Drive  
San Diego, CA 92121

Dear Williams:

On behalf of Monique and myself, it was a pleasure seeing you again at the BioPartnering Europe conference in London last month. We hope that your trip was a success.

As always, please feel free to look to ADA as a resource as you pursue your ideas for the European market. It would be our pleasure to introduce you to some of the key players in the industry in Alsace.

In the meantime, we hope you will find the enclosed biotechnology/pharmaceutical brochure on the Alsace region interesting. We appreciate the time you spent with us and look forward to meeting with you again sometime.

Please don't hesitate to contact us if we can provide you with any additional information.

Best regards,

A handwritten signature in cursive script that reads "Vicki".

Vicki P. Morgan  
Manager, Operations & Development

PHOENIX' 96 - OCTOBER 17 - 19, 1996 - 108 CONTACTS

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*Alsace Development Agency, Inc.™*

November 13, 1996

Richard D. Nikolaev  
Wright Medical Technology  
5677 Airline Road  
Arlington, TN 38002

Dear Mr. Nikolaev,

Several weeks have passed since Phoenix 96 and we have had the time to review and digest all that was covered. For us this conference represented a unique and rewarding opportunity to understand and appreciate the medical device industry.

It afforded us a first hand view of the commitment, innovation and perseverance your company has in identifying new technologies and creating new products. You have the ability to make an enormous difference in the quality of life in our generation and that of future generations.

This commitment is well understood by the Alsace region of France and its fostering of the life sciences field. In the last thirty years Alsace has dedicated its resources to building an infrastructure conducive to the medical device industry. It is part of the Golden Triangle of European innovation with nine major universities within the borders of France, Germany and Switzerland. Alsace has significant research potential with the National Centers of Scientific, Health and Medical and Agronomy research located in the region. Currently more than 150 medical technology companies ranging from telesurgery, instrumentation and medical implants to biomedical diagnostics and pharmaceuticals are located within this 3,200 square mile area.

With this infrastructure, we at the Alsace Development Agency, Inc. would like to assist you in evaluating European business opportunities. This may be through introductions to specialized university or private laboratories, public or private companies or government entities in the financial or regulatory fields that can assist you with these processes.

In the coming months we will be forwarding to you an overview of the research which is taking place in your particular field in this part of Europe. We hope this can be a basis for future discussions.

In the meantime, please feel free to contact us if we can answer any questions that you may have or if we can provide you with any additional information.

We look forward to speaking with you again soon.

Best Regards,

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Vice President, Global Development

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*Alsace Development Agency, Inc.™*  
November 19, 1996

Mike Jerome  
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Dear Mike,

It was a pleasure to meet you at the Phoenix '96 conference for CEOs. I wanted to send you a quick note to let you know that I enjoyed our conversations.

Several weeks have passed since Phoenix '96 and I have had the opportunity to review and process all that was covered. For me this conference represented a unique and rewarding opportunity to understand and appreciate the medical device industry.

It afforded ADA and myself a first hand view of the commitment, innovation and perseverance the medical device industry must have to identify new technologies and to create new products. This commitment is well understood by the Alsace region of France. Over the last thirty years Alsace has dedicated its resources to building an infrastructure conducive to the medical device industry.

With a focus on this infrastructure, I am continuing to work with U.S. companies and to assist them in evaluating European business opportunities. As this is an area of interest for you also, I hope this will allow us an opportunity to work together in the future.

In the meantime if I can provide you with additional information or answer any questions, please feel free to contact me.

Best Regards,

Vicki Morgan  
Manager, Operations & Development



*Alsace Development Agency, Inc.™*

November 19, 1996

Robert Bertolini  
Coopers & Lybrand L.L.P.  
136-300 Main Street  
Princeton, NJ, 08540

Dear Bob,

It was a pleasure to meet you at the Phoenix '96 conference for CEOs. I wanted to send you a quick note to let you know that I enjoyed our conversations.

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Best Regards,

Vicki Morgan  
Manager, Operations & Development



*Alsace Development Agency, Inc.™*  
November 19, 1996

John Maroney  
EP Technologies  
350 Potrero Ave.  
Sunnyvale, CA 94086

Dear Mr. Maroney,

It was a pleasure to meet you at the Phoenix '96 conference for CEOs. I wanted to send you a quick note to let you know that I enjoyed our conversations.

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Best Regards,

Vicki Morgan  
Manager, Operations & Development



*Alsace Development Agency, Inc.™*  
November 19, 1996

James Bracke  
LifeCore Biomedical  
3515 Lyman Boulevard  
Chaska, MN 55318-3051

Dear Jim,

It was a pleasure to meet you at the Phoenix '96 conference for CEOs. I wanted to send you a quick note to let you know that I enjoyed our conversations.

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Best Regards,

Vicki Morgan  
Manager, Operations & Development



*Alsace Development Agency, Inc.™*

November 19, 1996

Steven Frankel  
Quidel Corporation  
10165 McKellar Court  
San Diego, CA 92121-4299

Dear Mr. Frankel,

It was a pleasure to meet you at the Phoenix '96 conference for CEOs. I wanted to send you a quick note to let you know that I enjoyed our conversations.

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Best Regards,

Vicki Morgan  
Manager, Operations & Development



*Alsace Development Agency, Inc.™*  
November 19, 1996

Alfred Mann  
MiniMed  
12744 San Fernando Rd.  
Sylmar, CA 91342

Dear Mr. Mann,

I have heard much about you and your company through Jeremy Koff and Iwan Niggebruge at Advanced Bionics. I was disappointed that we did not get the chance to meet at the Phoenix '96 conference for CEOs.

I hope that you found the conference productive and enjoyable. For me, Phoenix '96 represented a unique and rewarding opportunity to understand and appreciate the medical device industry. It afforded ADA and myself a first-hand view of the commitment, innovation, and perseverance your company has in identifying new technologies and creating new products. You have the ability to make an enormous difference in the quality of life in our generation and that of future generations.

This commitment is well understood by the Alsace region of France. In the last thirty years Alsace has dedicated its resources to building an infrastructure conducive to the medical device industry. It is part of the Golden Triangle of European Innovation which includes nine major universities within the borders of France, Germany and Switzerland. Alsace has significant research potential with the National Centers of Scientific, Health and Medical, and Agronomy research located in the region. Currently more than 150 medical technology companies ranging from telesurgery, instrumentation and medical implants to biomedical diagnostics and pharmaceuticals are located within the 3,200 square mile area of Alsace.

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In the meantime, please feel free to contact us if we can answer any questions that you may have or if we can provide you with any additional information.

Best Regards,

Vicki Morgan  
Manager, Operations & Development



*Alsace Development Agency, Inc.™*  
November 19, 1996

Anthony Giovinazzo  
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Dear Mr. Giovinazzo,

It was a pleasure to meet you at the Phoenix '96 conference for CEOs. I wanted to send you a quick note to let you know that I enjoyed our conversations.

Several weeks have passed since Phoenix '96 and I have had the time to review and process all that was covered. For me this conference represented a unique and rewarding opportunity to understand and appreciate the medical device industry.

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With this infrastructure, we at ADA would like to assist you in evaluating European business opportunities. As you suggested, I will be in touch with Dr. Arthur Prochazka to further our discussions which originated in April. Hopefully, we will be able to meet again soon.

In the meantime if I can provide you with additional information or answer any questions, please feel free to contact me.

Best Regards,

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Middletown, RI 02842

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Redmond, WA 98052

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Fargo, ND 58105

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M & S International  
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Los Angeles, CA 90005

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252 Sexton Building  
Minneapolis, MN 55415  
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Bothell, WA 98011  
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Jason Killough  
The Brice Group  
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Dallas, TX 75380  
USA

Doneda Allen  
Ore-Ida International  
220 West Parkcenter Boulevard  
Boise, ID 83706  
USA

Dick Noll  
Sand Haven, Inc.  
P.O. Box 1515  
Winter Haven, FL 33882  
USA

Mohan R. Balmoori  
ConAgra Frozen Foods  
Six ConAgra Drive  
Omaha, NE 68102-5006

Thomas G. Powell  
Rich Products Corporation  
1145 Niagara Street  
P. O. Box 1383  
Buffalo, NY 14240

Paul H. Davis  
General Mills, Inc.  
1850 West Main Street  
St Charles, IL 60174

Daniel Rocha  
McCain  
1-11 Montgomery Street  
Hillside, NJ 07205

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555 South Broadway  
Tarrytown, NY 10591

Benita Roth  
J. M. Smucker Company  
1 Strawberry Lane  
Orrville, OH 44667

Gregory P. Dalea  
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Glenview, IL 60025

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Richard Faber  
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*Alsace Development Agency, Inc.™*

# SIAL 1996

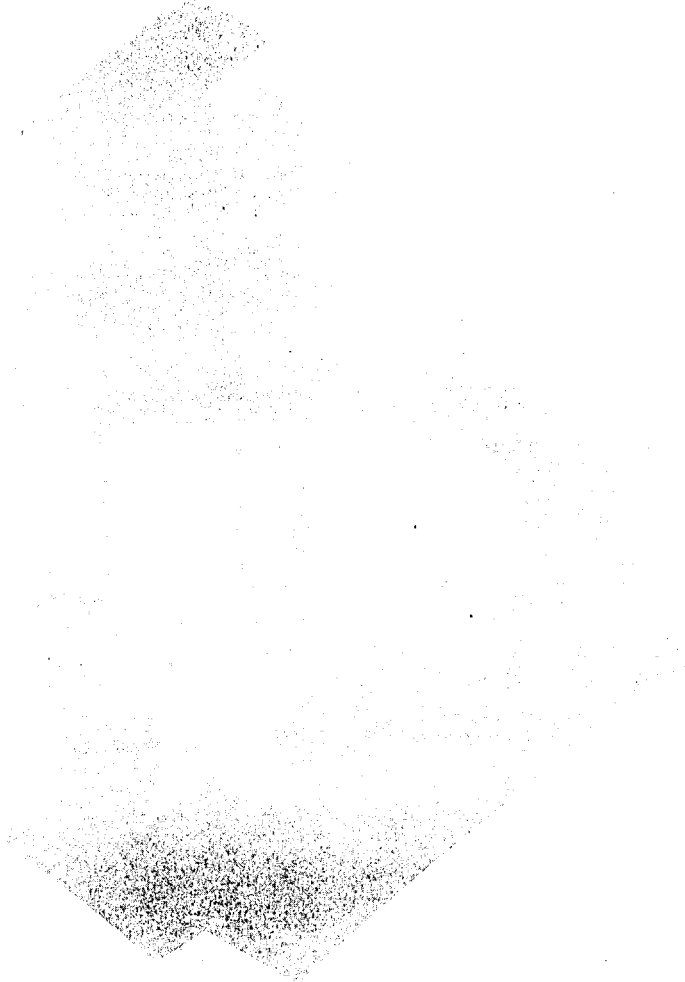
*The Alsace Development Agency, Inc.™  
Cordially Invites Company Attendees at the  
1996 Paris International Food Product Exposition  
to a Luncheon Buffet Presentation  
Tuesday, October 22, 1996  
Room 519 from 12:00 to 14:00*

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## *Program*

- I. Welcome and Opening Remarks  
Bernard Higel, President  
Alsace Development Agency, Inc.
  - II. Alsace Food Industry Overview  
Rosanne S. Foust  
Vice President, Global Development
  - III. Food Manufacturers: How to Best Access the Main European Markets  
France, UK and Germany  
Keith Sparshot, Director UK  
Arthur Murphy, Director Continental Europe  
Clydesdale Marketing
  - IV. Question & Answer Period
- 

*The Alsace Development Agency, Inc.™ would like to thank the following agencies for their participation:*  
*Strasbourg and Bas-Rhin Chamber of Commerce and Industry*  
*Alsace Food Manufacturers Association*  
*Invest in France Agency*  
*Scottish Enterprise*  
*Lanarkshire Development Agency*



**THE PHARMACEUTICAL AND  
BIOTECHNOLOGY INDUSTRY  
IN ALSACE, FRANCE**

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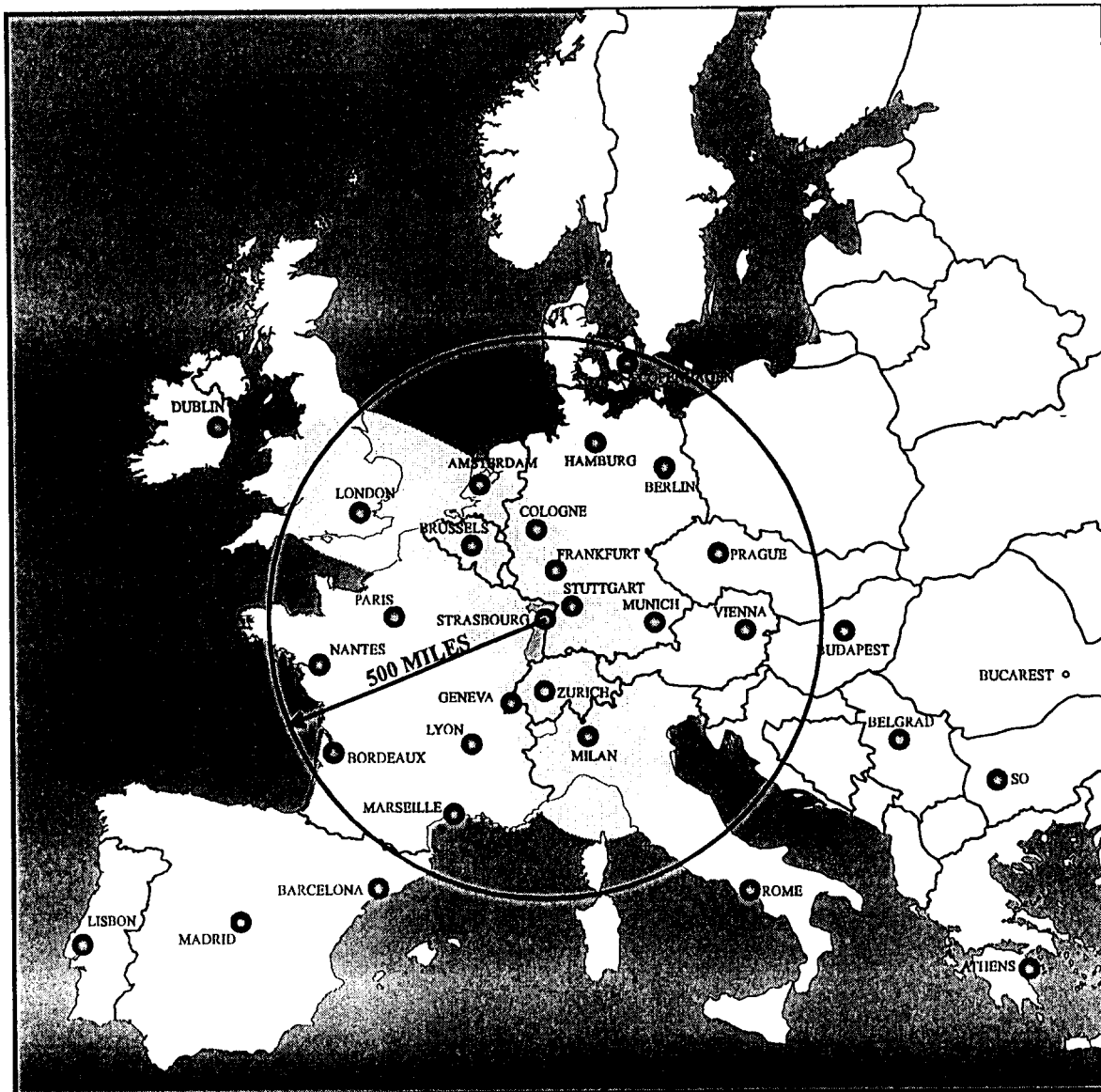
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# **PROFILE OF ALSACE**

## PROFILE OF ALSACE

A line drawn from London in the northwest to Milan in the southeast forms what is known as the "backbone" of today's Europe. This is where the wealth is concentrated, where technology is equated with growth, where the infrastructure and transportation systems are state-of-the-art, and where education and research are held in the highest esteem.

Alsace lies in the heart of this new European megalopolis. Its proximity to Europe's major markets is unparalleled: 75% of all the purchasing power of the EU - \$ 6 trillion - is within a 500 mile circle. Nearly every one of Europe's industrial and service consumers can be reached by plane in less than an hour. Situated between Paris and Prague, Alsace is strategically located between Eastern and Western Europe.



## **Alsace: An International Presence**

Alsace is also part of the Upper Rhine Community which encompasses the most economically developed regions of France, Germany, and Switzerland:

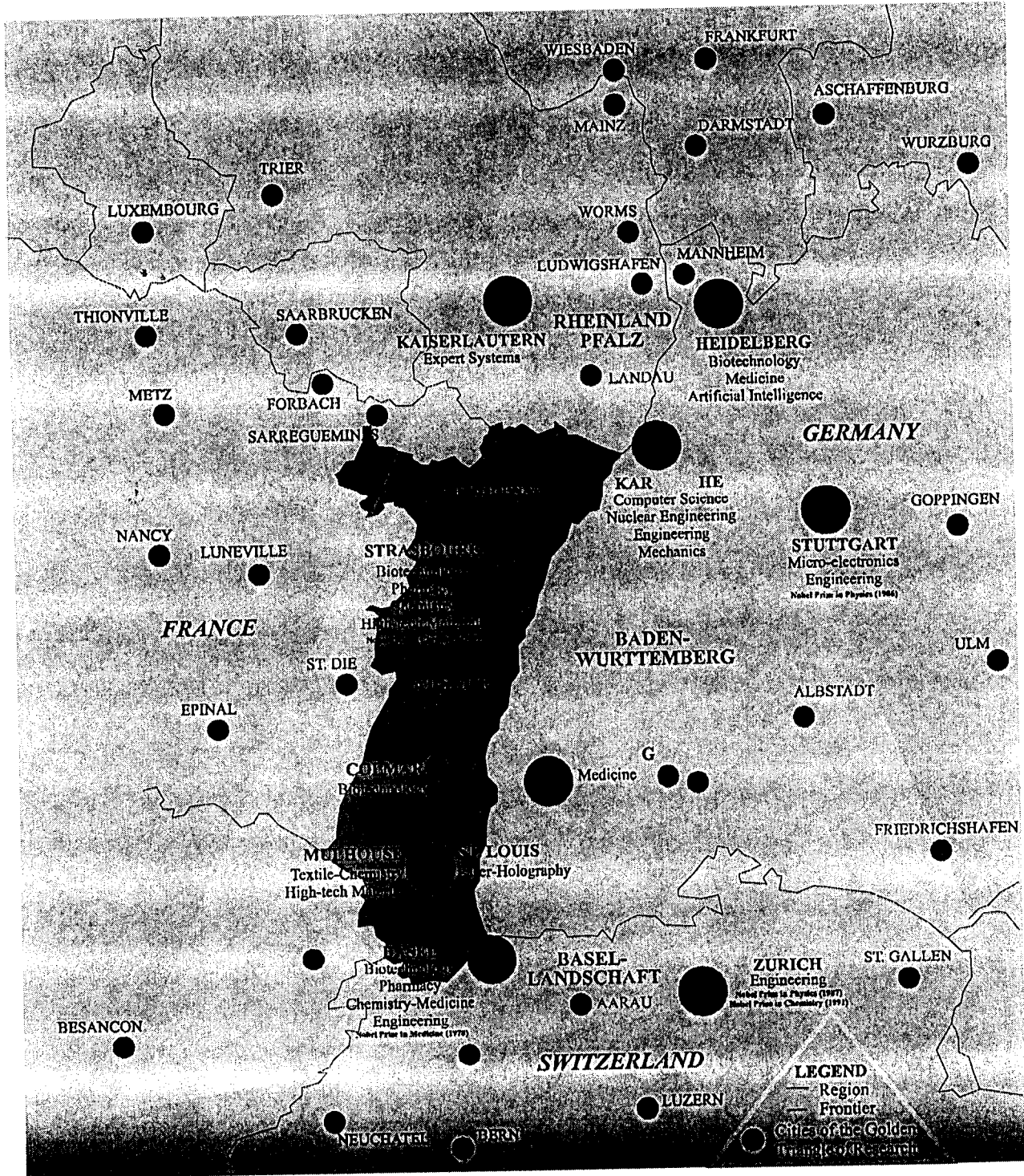
- ★ 4,600,000 people, one of the greatest population densities in Europe (247 inhabitants/km<sup>2</sup>, or 640 inhabitants/sq. mile)
- ★ 2,200,000 workers
- ★ 7 universities, 100,000 students and 10,000 researchers creating one of the greatest areas of cultural and educational potential in Europe
- ★ Creates an environment for collaboration

## **Golden Triangle of Research and Technology**

Encompassing the backbone is a region known as the "Golden Triangle of Research and Technology," a geographical focal point between Alsace, the Land of Baden-Wurtemberg, Germany and the districts of Basel, Switzerland. This cross-border area outlined by the cities of Stuttgart, Basel, Mulhouse and Strasbourg holds the highest concentration of researchers, laboratories and high-tech industries in Europe :

- ★ Strasbourg: home to the Université Louis Pasteur with 19,000 students traditionally oriented in life sciences.
- ★ Basel: city of chemicals and transit agents, 170,000 inhabitants, oldest University in Switzerland
- ★ Zurich: 360,000 inhabitants, first university center in Switzerland with more than 19,000 students
- ★ Karlsruhe: long tradition of technology and research, oldest university in Germany, enrolls 17,000 students
- ★ Freiburg: 22,000 students, academic center and tourist attraction
- ★ Stuttgart: fastest growing city in Southern Germany, capital of the automobile industry, 17,500 students
- ★ Frankfurt: financial and commercial center, 600,000 inhabitants, world class business city, main European airport, excellent communications, 36,000 students

# GOLDEN TRIANGLE OF RESEARCH AND TECHNOLOGY





*Alsace Development Agency, Inc.™*

**PHARMACEUTICALS  
AND BIOTECHNOLOGY**

## Life Sciences

With 580 full-time researchers, and 1,100 people overall, taking into account the engineers, technicians, and Ph.D. students, the area of life sciences represents 39% of the research potential of the region. This percentage demonstrates the importance of life sciences in Alsace: if the number of persons employed in research is related to the number of inhabitants, the sector of life sciences represents greater than 28% the national average in 1992.

In terms of the publications of Alsatian origin, the life sciences represent 5% of theses delivered in this sector in France, which places the region 8<sup>th</sup> nationally (remembering that the demographic weight of Alsace places it 16<sup>th</sup> nationally). Publications in the life sciences are also present on the international scene: the indexes of citations of Alsatian publications in worldwide scientific literature places Alsace above the national average with a ranking of fourth nationally.

## Biotechnology and Pharmaceuticals

The pharmaceutical industry in Alsace has experienced unparalleled growth in the past 30 years. With a well developed infrastructure including research laboratories, universities, and several large pharmaceutical companies, Alsace is dedicated to providing an environment conducive to the pharmaceutical industry. Pharmaceutical research is conducted by various academic laboratories, mainly from the National Center for Scientific Research (CNRS), the National Institutes of Health and Medical Research (INSERM), or by laboratories of the University Louis Pasteur associated with the CNRS.

Academic Research Facility	Activity
Université Louis Pasteur (ULP)	Concentration in sciences, medical and technology  150 laboratories in which 50 are associated with CNRS or INSERM  Life Sciences represent approximately 30% of the contracts between ULP and industry
CNRS	23 labs work in life sciences with 460 people  1/3 of the regional team and 49% of the contracts are involved in Life Sciences
INSERM	10 INSERM units with 600 people work in life science oriented research  \$1.2 million of contracts with industry
Université de Haute Alsace	Concentration in chemistry, electronics and automation

## **Universities on the Biotech Frontier**

Prize-winning research within the university laboratories, coupled with the number of university graduates going on to the doctoral level, contributes to the international reputation for biotech R&D in Alsace. From 1901-1987, 17 Nobel Prize winners have studied in the universities of Alsace. At any given time, 25-30% of the researchers in Alsatian laboratories are from other countries.

In 1995-1996, Alsace trained more than 65,000 students (55,000 in the Bas Rhin and 10,000 in the Haut Rhin) and about 1/3 of them study various topics of life sciences. Of this number, nearly 15% of which are foreign students. This creates an education system that is international in scope: the European school for Biotechnology based in Strasbourg teaches its engineers in three different languages—French, German and Scientific English. In addition, the Alsatian universities along with two German universities and one Swiss university share studies together.

Alsace is also very proud to be the home of Jean-Marie Lehn, recipient of the Nobel Prize in Chemistry awarded in 1987, a Faycall prize, ten members of the Académie des Sciences, two members of the Académie de Médecine, one Fields medallion as well as five correspondents of the Fields Academy.

## **Research Laboratories Drawn to Alsace**

Université Louis Pasteur plays a pivotal role in the development of biotechnology and maintains a very close cooperation with industry. In fact, the university was instrumental in establishing Strasbourg's Transgene laboratory, the European leader in genetic engineering in 1980.

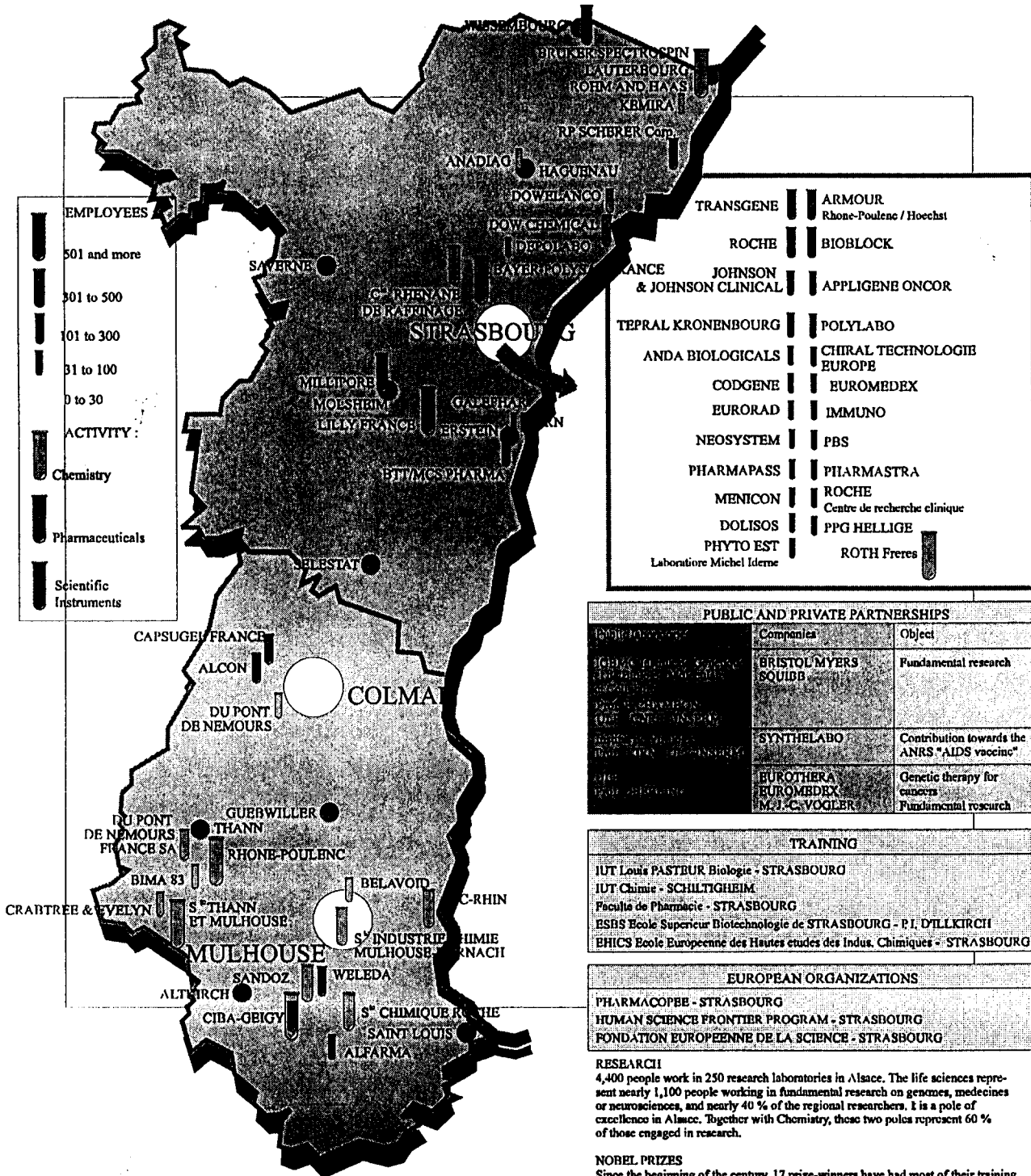
ULP-Industry was created in 1987 to interface between companies and the Université Louis Pasteur research laboratories. ULP-Industry provides analysis, consultancy, surveys, partnership agreements and research contracts. In 1995, ULP-Industry signed 160 contracts valued at over 31 million French Francs (FF). Most of the activity, 60% of the contracts and 75% of the revenue, took place in just two sectors: health and chemistry/energy.

Among companies that have contracts with academic research laboratories are Bristol-Meyers Squibb, Synthelabo, Tepral (research center for the Kronenbourg Brewery) and Lilly France. A five year agreement for fundamental research in neuroscience and pharmaco-chemistry was signed in 1990 between Lilly, ULP and CNRS for 15 million FF which was renewed in 1995 for five additional years.

## Companies Contracting with Academic Research Labs

Company	Focus	#Employees/Location
<i>Lilly France</i>	Pharmaceutical research, genetically engineered human insulin and the production of pen-injectors for its insulin. Fundamental research contract with ULP and CNRS for \$3 million over 5 years.	800 employees Fegersheim Established 1968
<i>Transgene</i>	Human healthcare biotechnology company specializing in the areas of molecular biology, biochemistry and immunology. A pioneer in in-vivo and in-vitro gene transfer technology and is a major company in the clinical and pharmaceutical development of gene therapy in the field of genetic disorders (cystic fibrosis, muscular dystrophy) and acquired diseases (cancer and A.I.D.S.).	180 employees Strasbourg/Illkirch Established 1980
<i>Du Pont de Nemours</i>	Research of phytosanitary products	120 employees Namsheim Established 1992
<i>Institute of Molecular and Cellular Biology (IGBMC)</i>	One of the major French and European Centers for biomedicine—partnership between Bristol-Meyers Squibb and CNRS, ULP and INSERM	500 employees/ 30 nationalities Illkirch Established 1994

# THE MAIN PHARMACEUTICAL AND CHEMICAL COMPANIES IN ALSACE



## Pharmaceutical, Biotechnology & Chemical Companies

### Albemarle PPC

BP 116  
68802 Thann Cedex  
*Telephone:* (33) 3-89-38-49-99  
*Facsimile:* (33) 3-89-38-49-45  
*Activities:*  
Production of bromine, potassium and chlorine derivatives

*Manager:* Mr. Henri Mandrillon  
*Country:*  
*Employees:* 300

### Alcon S.A. (Nestle)

15 avenue Georges Ferrenbach  
68240 Kaysersberg  
*Telephone:* (33) 3-89-78-76-00  
*Facsimile:* (33) 3-89-47-15-75  
*Activities:*  
Fabrication of ophthalmologic products

*Manager:* Mr. Patrick Latache  
*Country:*  
*Employees:* 200

### Alfarma

39 rue du 3eme Zouave  
68131 Altkirch  
*Telephone:* (33) 3-89-08-96-30  
*Facsimile:* (33) 3-89-08-96-31  
*Activities:*  
Fabrication of chemical products (powders and ointments) for the pharmaceutical industry

*Manager:* Mr. Vigneron  
*Country:*  
*Employees:* 48

### Anda Biological

37, rue de la Course  
67067 Strasbourg Cedex  
*Telephone:* (33) 3-88-32-81-22  
*Facsimile:* (33) 3-88-32-19-80  
*Activities:*  
Production of tests (pregnancy, tuberculosis) brand name: ANDA

*Manager:* Ms. Vanstennkiste  
*Country:* France  
*Employees:* 10

### Appligene Oncor

P. d'Innovation Rue G. de Kaysersberg  
67402 Illkirch Cedex  
*Telephone:* (33) 3-88-67-22-67  
*Facsimile:* (33) 3-88-67-19-45  
*Activities:*  
Supplier for molecular biology reagents: enzymes DNA, chemicals, oligonucleotides, instruments

*Manager:* Mr. Jean-Claude Bieth  
*Country:* France  
*Employees:* 40

### Armour Rhone Poulenc/Hoechst

72 rue du Maréchal Foch  
67380 Lingolsheim  
*Telephone:* (33) 3-88-78-(33) 3-89-89  
*Facsimile:* (33) 3-88-78-(33) 3-89-78  
*Activities:*  
Supplier of blood products

*Manager:* Mr. Fournier  
*Country:* France/Germany  
*Employees:* 112

## Pharmaceutical, Biotechnology & Chemical Companies

### Atika System SARL

1 rue des Vignes, BP 7  
68700 Cernay  
**Telephone:** (33) 3-89-75-49-35  
**Facsimile:**  
**Activities:**  
Fabrication of diaper fasteners

**Manager:** Mr. Karcher  
**Country:**  
**Employees:**

### Beloit Manhattan

2 Grand rue  
68700 Steinbach  
**Telephone:** (33) 3-89-38-50-00  
**Facsimile:** (33) 3-89-75-40-76  
**Activities:**  
Coating of new and refurbished drums for use in the manufacture of paper

**Manager:** Mr. Gilbert Zimmermann  
**Country:**  
**Employees:** 120

### Bevaloid (Rhone Poulenc)

Avenue de Suisse, Ile-Napoleon - BP  
68390 Sausheim  
**Telephone:** (33) 3-89-61-90-90  
**Facsimile:** (33) 3-89-61-82-43  
**Activities:**  
Synthesis of chemical products

**Manager:** Mr. Guy Sebban  
**Country:**  
**Employees:** 45

### Bima 83

Z. I. de Cernay Est, 9 rue de l'Industrie  
68701 Cernay Cedex  
**Telephone:** (33) 3-89-75-76-05  
**Facsimile:** (33) 3-89-39-76-85  
**Activities:**  
Special colorants for inks

**Manager:** Mr. Jean-Pierre Chapelle  
**Country:**  
**Employees:** 46

### BTT

Zone industrielle  
67150 Erstein Krafft  
**Telephone:** (33) 3-88-98-19-27  
**Facsimile:** (33) 3-88-98-64-29  
**Activities:**

Shaper, Subcontractor for dietetics and paste products, tailored manufacturing of antibiotics (betalactamine)

**Manager:** Mr. Toulouse  
**Country:** France  
**Employees:** 120

### Burkard A. et Cie

267 rue de Bale, BP 131  
68056 Mulhouse Cedex  
**Telephone:** (33) 3-89-44-66-30  
**Facsimile:** (33) 3-89-63-75-52  
**Activities:**  
Fabrication of inks for cloth and fabric

**Manager:** Ms. Brigitte Selin  
**Country:**  
**Employees:** 22

## Pharmaceutical, Biotechnology & Chemical Companies

### Capsugel (Warner Lambert)

Zone Industrielle Nord, 10 rue Timken  
68000 Colmar

*Telephone:* (33) 3-89-20-57-09

*Facsimile:* (33) 3-89-41-48-11

*Activities:*

Preparations for pharmaceutical products

*Manager:* Mr. Guido Driesen

*Country:*

*Employees:* 223

### Centre de Recherche de la SCPA

Rue de la Station, Aspach le Bas  
68700 Cernay

*Telephone:* (33) 3-89-48-70-13

*Facsimile:* (33) 3-89-48-79-03

*Activities:*

Fundamental research on the efficacy of fertilizers on soil and plants

*Manager:* Mr. Dominique Robin

*Country:*

*Employees:* 10

### CFPI

49 rue Eugene Ducretet  
68200 Mulhouse

*Telephone:* (33) 3-89-33-16-60

*Facsimile:* (33) 3-89-33-16-61

*Activities:*

Fabrication of base chemical products

*Manager:* Mr. Bernard Meyer

*Country:*

*Employees:* 45

### Chiral Technologies

Parc d'Innovation  
67400 Illkirch

*Telephone:*

*Facsimile:*

*Activities:*

Molecular purification via chiral techniques

*Manager:* Mr. Thomas B. Lewis

*Country:* U.S.

*Employees:* 10

### Ciba-Geigy

28 rue de la Chapelle  
68330 Huningue

*Telephone:* (33) 3-89-(33) 3-89-59-59

*Facsimile:* (33) 3-89-(33) 3-89-57-57

*Activities:*

Fabrication of chemical products: colorants, synthetic tanins

*Manager:* Mr. Jean-Marc Chalet

*Country:* Switzerland

*Employees:* 400

### Ciba-Geigy Biotechnikum

26 rue de la Chapelle  
68330 Huningue

*Telephone:* (33) 3-89-69-65-11

*Facsimile:* (33) 3-89-69-65-00

*Activities:*

Fabrication of specialty pharmaceuticals and the center of biotechnology

*Manager:* Mr. Renato Blasuti

*Country:* Switzerland

*Employees:* 300

## Pharmaceutical, Biotechnology & Chemical Companies

### **CIBA Sante Animale**

26 rue de la Chapelle  
68330 Huningue  
*Telephone:* (33) 3-89-69-91-31  
*Facsimile:*

*Activities:*

Fabrication of veterinary specialties

*Manager:*  
*Country:*  
*Employees:* 32

### **Clariant Huningue S.A.**

Avenue de Bale, BP 149  
68331 Huningue Cedex  
*Telephone:* (33) 3-89-(33) 3-89-60-00  
*Facsimile:* (33) 3-89-(33) 3-89-61-95

*Activities:*

Fabrication and center of research for pigments and additives

*Manager:* Mr. Jean-Pierre Lavielle  
*Country:*  
*Employees:* 520

### **Codgene**

11, rue Humann  
67085 Strasbourg Cedex  
*Telephone:* (33) 3-88-35-78-59  
*Facsimile:* (33) 3-88-24-00-85

*Activities:*

Research and genetic identification

*Manager:* Ms. Hélène Pfitzinger  
*Country:* France  
*Employees:* 6

### **Confarma France SARL**

8 rue de la Cite, BP 267  
68490 Hombourg  
*Telephone:* (33) 3-89-83-37-20  
*Facsimile:* (33) 3-89-83-37-29

*Activities:*

Analysis lab for biology and microbiology

*Manager:* Mr. Wolfgang Weyers  
*Country:*  
*Employees:* 10

### **Crabtree & Evelyn**

Zone Industrielle, 10 rue Gutenberg  
68800 Vieux-Thann  
*Telephone:* (33) 3-89-37-62-00  
*Facsimile:* (33) 3-89-37-62-05

*Activities:*

Fabrication of beauty and toiletry products

*Manager:* Mr. Vince Bowen  
*Country:* U. K.  
*Employees:* 50

### **Dolisos**

4a rue Contades  
67302 Schiltigheim  
*Telephone:* (33) 3-88-81-20-20  
*Facsimile:* (33) 3-88-81-33-18

*Activities:*

Fabrication of medicine

*Manager:* Ms. Seger Falk  
*Country:* France  
*Employees:* 14

## Pharmaceutical, Biotechnology & Chemical Companies

### DuPont de Nemours S.A.

24 rue du Moulin  
68740 Nambtsheim  
**Telephone:** (33) 3-89-83-27-00  
**Facsimile:** (33) 3-89-83-27-27

**Activities:**

European Center of Research and Development - R&D for bioremediation products

**Manager:** Mr. Hans Drobny  
**Country:**  
**Employees:** 60

### DuPont de Nemours S.A.

82 rue de Wittelsheim  
68701 Cernay  
**Telephone:** (33) 3-89-38-38-38  
**Facsimile:** (33) 3-89-38-39-40

**Activities:**

Fabrication of products of protection of cultures: herbicides, fungicides, insecticides

**Manager:** Mr. Ludgar Stattmann  
**Country:**  
**Employees:** 310

### E21

2 rue de la Sinne  
68100 Mulhouse  
**Telephone:** (33) 3-89-66-33-11  
**Facsimile:** (33) 3-89-66-53-08

**Activities:**

Chemical research within a hospital (agreement with FORENAP)

**Manager:** Mr. Pierre Roesler  
**Country:**  
**Employees:** 45

### EMC Services

BP 24, Zone Industrielle de Hombour  
68490 Hombourg  
**Telephone:** (33) 3-89-83-21-60  
**Facsimile:** (33) 3-89-26-17-52

**Activities:**

Collection and treatment of industrial, laboratory and toxic wastes

**Manager:** Mr. Jean-Pierre Lachevre  
**Country:**  
**Employees:** 60

### Euroglas S.A.

Zone Industrielle  
68490 Hombourg  
**Telephone:** (33) 3-89-83-35-00  
**Facsimile:** (33) 3-89-26-08-08

**Activities:**

Fabrication of plate glass

**Manager:** Mr. Gerard Genuist  
**Country:**  
**Employees:** 165

### Europe Cosmetiques

Zone Industrielle, Rue de l'Oberwal  
68360 Soultz  
**Telephone:** (33) 3-89-83-08-16  
**Facsimile:** (33) 3-89-83-07-94

**Activities:**

Fabrication of hygiene, cosmetic and pharmaceutical products

**Manager:** Mr. Stig Svensson  
**Country:**  
**Employees:** 50

## Pharmaceutical, Biotechnology & Chemical Companies

### Findley

8 rue Denis Papin, BP 1237  
68012 Colmar Cedex  
**Telephone:** (33) 3-89-41-30-60  
**Facsimile:** (33) 3-89-41-12-55  
**Activities:**  
Fabrication of industrial glues

**Manager:** Mr. J.J. Zingle  
**Country:**  
**Employees:** 30

### Fotolabo S.A.

Route de Volgelsheim, BP 267  
68600 Alolsheim  
**Telephone:** (33) 3-89-22-72-22  
**Facsimile:** (33) 3-89-22-72-00  
**Activities:**  
Photography lab, development of film

**Manager:** Mr. Riedmuller  
**Country:**  
**Employees:** 90

### Galephar

Zone industrielle  
67150 Erstein  
**Telephone:** (33) 3-88-98-12-65  
**Facsimile:** (33) 3-88-25-03-90  
**Activities:**  
Galenic research and pharmaceutical production (anti pain, cardiologic and pneumologic drugs)

**Manager:** Mr. Jean-Yves Pabst  
**Country:** France  
**Employees:** 3

### HOECHST Marrion Roussell

16, rue d'Ankara  
67000 Strasbourg  
**Telephone:** (33) 3-88-40-45-00  
**Facsimile:** (33) 3-88-60-37-98  
**Activities:**  
Pharmaceutical research. Research Center: molecules, diseases of the nervous systems.

**Manager:**  
**Country:** France  
**Employees:** 180

### Immuno France

Parc d'innovation  
67400 Illkirch  
**Telephone:** (33) 3-88-65-64-00  
**Facsimile:** (33) 3-88-66-63-66  
**Activities:**  
Head office; center of logistics, logistic and pharmaceutical managing, manufacturing of products based on collagen

**Manager:** Mr. Biering  
**Country:** Austria  
**Employees:** 30

### Industrie Chimique Mulhouse-Dornach

72 rue de Thann, BP 2059  
68059 Mulhouse Cedex  
**Telephone:** (33) 3-89-32-60-00  
**Facsimile:** (33) 3-89-32-13-63  
**Activities:**  
Synthesis of organic chemistry

**Manager:** Mr. Daniel Bajolet  
**Country:**  
**Employees:** 310

## Pharmaceutical, Biotechnology & Chemical Companies

### Institut de Pharmacologie Clinique Roche

CHU - HOPITAL CIVIL 1 place de l'Hôpital  
6700 Strasbourg

*Telephone:*

*Facsimile :*

*Activities:*

Research clinic unit (30 beds) phases 1 and 2a

*Manager:* Dr. Rainer Schulz  
*Country:* Switzerland  
*Employees:*

### Johnson & Johnson Clinical

12 boulevard Sebastien Brant  
67406 Illkirch Cedex

*Telephone:* (33) 3-88-65-47-00

*Facsimile:* (33) 3-88-65-47-11

*Activities:*

Commercialization and services for biologic analysis

*Manager:* Mr. Dreyfus  
*Country:* U.S.  
*Employees:* 94

### Labo Pharma Homme De Fer

2 place de l'Homme de Fer  
67000 Strasbourg

*Telephone:* (33) 3-88-32-55-55

*Facsimile:* (33) 3-88-32-13-11

*Activities:*

Fabrication and marketing of pharmaceutical specialities

*Manager:* Mr. Beretz  
*Country:* France  
*Employees:* 21

### Laboratoire Roussel

6 quai de Paris  
67000 Strasbourg

*Telephone:* (33) 3-88-32-32-08

*Facsimile:* (33) 3-88-75-71-61

*Activities:*

Headquarters—Pharmaceutical documentation

*Manager:* Mr. Francis Rhon  
*Country:* France  
*Employees:* 1

### Laboratoire Sandoz

2 rue Adolphe Seyboth  
67000 Strasbourg

*Telephone:* (33) 3-88-32-83-83

*Facsimile:* (33) 3-88-22-61-18

*Activities:*

Headquarters—Distribution of medical drugs

*Manager:* Ms. Dominique Houppert  
*Country:* Switzerland  
*Employees:* 3

### Laboratoire Specia Rhone Poulenc

6C place d'Austerlitz  
67000 Strasbourg

*Telephone:* (33) 3-88-36-37-95

*Facsimile:* (33) 3-88-35-44-05

*Activities:*

Headquarters—Distribution of medical drugs

*Manager:* Mr. Michel Chancel  
*Country:* France  
*Employees:* 30

## Pharmaceutical, Biotechnology & Chemical Companies

### Laboratoires Synthelabo

1 rue des Cigognes  
67000 Strasbourg  
*Telephone:* (33) 3-88-22-17-78  
*Facsimile:* (33) 3-88-32-74-33

*Activities:*

Regional Headquarters—Distribution of medical drugs

*Manager:* Mr. James Burdy  
*Country:* France  
*Employees:* 9

### Lilly France

Zone industrielle - B. P.10  
67460 Fegersheim  
*Telephone:* (33) 3-88-64-40-00  
*Facsimile:* (33) 3-88-64-40-22

*Activities:*

Production of live, sterile injectibles: human insulin, human growth hormone, oncolytiques, antibiotics, etc.

*Manager:* Mr. Gérard Christmann  
*Country:* U.S.  
*Employees:* 850

### Lippert CPA

Zone Industrielle, BP 2  
68830 Oderen  
*Telephone:* (33) 3-89-82-64-03  
*Facsimile:* (33) 3-89-82-19-30

*Activities:*

Fabrication of abrasive products

*Manager:* Mr. Horst Bormann  
*Country:*  
*Employees:* 51

### MCS Pharma

Zone industrielle  
67150 Erstein Krafft  
*Telephone:* (33) 3-88-98-87-81  
*Facsimile:* (33) 3-88-98-98-08

*Activities:*

Shaper, Subcontractor for dietetics (sterilization of liquids)

*Manager:* Ms. Nicole Martin  
*Country:* France  
*Employees:* 40

### MDPA Mines de Potasse d'Alsace

11 avenue d'Altkirch  
68100 Mulhouse  
*Telephone:* (33) 3-89-63-38-00  
*Facsimile:* (33) 3-89-63-38-01

*Activities:*

Fabrication of salt denatures for agriculture and industry

*Manager:* Mr. Philippe Vecten  
*Country:*  
*Employees:* 1,850

### Menicon Pharma

Boulevard Sébastien Brant  
67400 Illkirch  
*Telephone:* (33) 3-88-52-26-26  
*Facsimile:* (33) 3-88-67-83-73

*Activities:*

Fabrication of lens care products

*Manager:* Mr. Joseph Spittler  
*Country:* Japan  
*Employees:* 12

## Pharmaceutical, Biotechnology & Chemical Companies

### Millipore

Zone industrielle  
67120 Molsheim  
*Telephone:* (33) 3-88-38-90-00  
*Facsimile:* (33) 3-88-38-91-90

*Activities:*

Manufacturing, separation technologies and purification - manufacturing sterility testing disposal, microbiological control unit

*Manager:* Mr. Dominique Baly  
*Country:* U.S.  
*Employees:* 400

### Neosystem

7, rue de Boulogne  
67100 Strasbourg  
*Telephone:* (33) 3-88-79-08-79  
*Facsimile:* (33) 3-88-79-18-56

*Activities:*

Specialist in peptide synthesis and related chemistry

*Manager:* Mr. Serge Plauhé  
*Country:* France  
*Employees:* 30

### PEC Rhin (BASF and Orkem la Grande Paroisse)

Z.I. Mulhouse Rhin, Route CD 52, BP  
68490 Ottmarsheim  
*Telephone:* (33) 3-89-26-53-26  
*Facsimile:* (33) 3-89-26-53-53

*Activities:*

Fabrication of fertilizers

*Manager:* Mr. Robert Copin  
*Country:*  
*Employees:* 260

### Pharmapass

Les Scientifiques Parc d'innovation  
67400 Illkirch  
*Telephone:* (33) 3-88-66-58-58  
*Facsimile:* (33) 3-88-66-35-42

*Activities:*

Galenic research

*Manager:* Dr. Feth  
*Country:* France  
*Employees:* 5

### Pharmastra

40 rue du Canal  
67460 Souffelweyersheim  
*Telephone:* (33) 3-88-20-02-12  
*Facsimile:* (33) 3-88-33-93-47

*Activities:*

Production of pharmaceutical specialties

*Manager:* Mr. Hans  
*Country:* France  
*Employees:* 10

### Phyto Est Laboratoire Michel Iderne

4 rue du Girlenhirsch  
67400 Illkirch  
*Telephone:* (33) 3-88-67-12-22  
*Facsimile:* (33) 3-88-67-91-08

*Activities:*

Fabrication of pharmaceutical products

*Manager:* Ms. Iderne  
*Country:* France  
*Employees:* 5

## Pharmaceutical, Biotechnology & Chemical Companies

### Quintiles

4 route de la Rivière - BP 306  
67832 Tanneries  
**Telephone:** (33) 3-88-77-44-44  
**Facsimile:** (33) 3-88-77-44-00

**Activities:**

Clinical services center of research for the pharmaceutical industry

**Manager:** Mr. Thiry  
**Country:** U.S.  
**Employees:** 70

### Ravicolor

832 rue de Mulhouse, BP 159  
68304 Saint Louis  
**Telephone:** (33) 3-89-69-13-37  
**Facsimile:** (33) 3-89-69-25-02

**Activities:**

Fabrication of maintenance products

**Manager:** Mr. Francois Hueber  
**Country:**  
**Employees:** 29

### Rhone Poulenc Alsachimie (Butachimie and Du)

Usine de Chalampe, BP 267  
68055 Chalampe Cedex  
**Telephone:** (33) 3-89-26-56-56  
**Facsimile:** (33) 3-89-26-18-33

**Activities:**

Fabrication of intermediary products of nylon and synthetic fibers

**Manager:** Mr. Robert Thillier  
**Country:**  
**Employees:** 1,200

### Rhone Poulenc Aramides

20 rue Ampere  
68027 Colmar Cedex  
**Telephone:** (33) 3-89-20-47-01  
**Facsimile:** (33) 3-89-23-07-41

**Activities:**

Fabrication of thermostable fibers

**Manager:** Mr. Ronald Neill  
**Country:**  
**Employees:** 45

### Roche S.A.

Boulevard d'Alsace, BP 170, Village Neuf  
68305 Saint Louis  
**Telephone:** (33) 3-89-69-69-00  
**Facsimile:** (33) 3-89-69-85-05

**Activities:**

Fabrication of vitamin powders and pigments for animal feed. Fabrication of organic molecules for pharmaceutical industry

**Manager:** Mr. Francis Gissingier  
**Country:** Switzerland  
**Employees:** 430

### Rollin (Polyfibron Technologies)

2 Grand rue, BP 70  
68700 Steinbach  
**Telephone:** (33) 3-89-38-43-43  
**Facsimile:** (33) 3-89-75-78-89

**Activities:**

Conception, development and fabrication of elastomer based technical products

**Manager:** Mr. Gerard Loeb  
**Country:**  
**Employees:** 575

## Pharmaceutical, Biotechnology & Chemical Companies

### SADEF (SCPA)

30 rue de la Station, Aspach le Bas  
68700 Cernay

*Telephone:* (33) 3-89-48-91-67

*Facsimile:* (33) 3-89-83-12-38

*Activities:*

Laboratory of agricultural analysis, organic materials and vegetables

*Manager:* Mr. Lucien Faedy

*Country:*

*Employees:* 20

### Scherer R.P.

74 rue Principale

67930 Beinheim

*Telephone:* (33) 3-88-63-31-31

*Facsimile:* (33) 3-88-86-24-28

*Activities:*

fabrication of gel capsules

*Manager:* Mr. Altmann

*Country:* France

*Employees:* 140

### SCPA (Societe Commerciale des Potasses et de l'Azote)

2 place du General DeGaulle, BP 117

68053 Mulhouse

*Telephone:* (33) 3-89-36-36-00

*Facsimile:* (33) 3-89-45-79-17

*Activities:*

Commercialization of potash, salt and chemical derivatives

*Manager:* Mr. Rodolphe Greif

*Country:*

*Employees:* 240

### SEREMINE (Ste d'Etudes et de Realisations Minières)

27 rue General DeGaulle, BP 85

68273 Wittenheim

*Telephone:* (33) 3-89-62-52-00

*Facsimile:* (33) 3-89-62-52-11

*Activities:*

Compacting, packaging and expedition of pure and bulk salt

*Manager:* Mr. Bernard Chaud

*Country:*

*Employees:* 92

### SNAD

2 rue de l'Industrie, BP 116

68703 Cernay Cedex

*Telephone:* (33) 3-89-75-70-70

*Facsimile:* (33) 3-89-75-70-81

*Activities:*

Fabrication of floor wax

*Manager:* Mr. Guy Gatty

*Country:*

*Employees:* 9

### Tecilam

1 rue de l'Industrie

68700 Cernay

*Telephone:* (33) 3-89-75-66-67

*Facsimile:* (33) 3-89-39-(33) 3-89-62

*Activities:*

Fabrication of rubber shock absorbers

*Manager:* Mr. Roland Fabre

*Country:*

*Employees:* 35

## Pharmaceutical, Biotechnology & Chemical Companies

### **Tepral**

*Telephone:*

*Facsimile :*

*Activities:*

Research laboratory of Brasseries Kronenbourg (fermentation techniques)

*Manager:*

*Country:* France

*Employees:*

### **Thann et Mulhouse (Rhone Poulenc)**

BP 34, 95 rue du General DeGaulle

68801 Thann Cedex

*Telephone:* (33) 3-89-38-47-11

*Facsimile:* (33) 3-89-38-47-34

*Activities:*

Fabrication of opaque minerals (titanium oxide, titanium tetrachloride)

*Manager:* Mr. Regis Esmieu

*Country:*

*Employees:* 300

### **Transgene**

11, rue de Molsheim

67000 Strasbourg

*Telephone:* (33) 3-88-27-91-00

*Facsimile:* (33) 3-88-22-58-07

*Activities:*

Biotechnology gene therapy: Pilot plant and R&D of AIDS, cancers and cystic fibrosis

*Manager:* Mr. Bernard Gilly

*Country:* France

*Employees:* 180

### **V Color (Racine)**

Zone Artisanale, 10 rue des Artisan

68140 Munster

*Telephone:* (33) 3-89-77-90-00

*Facsimile:* (33) 3-89-77-90-09

*Activities:*

Photographic studio, film development

*Manager:* Mr. Serge Buga

*Country:*

*Employees:* 60

### **Weleda S.A.**

9 rue Eugene Jung, BP 152

68331 Huningue Cedex

*Telephone:* (33) 3-89-69-68-00

*Facsimile:* (33) 3-89-69-68-99

*Activities:*

Fabrication of pharmaceutical specialties

*Manager:* Mr. Patrick Sirdey

*Country:*

*Employees:* 165

### **Zundel et Kohler Chimie**

2 rue de Milan, BP 47

68311 Illzach Cedex

*Telephone:* (33) 3-89-45-49-12

*Facsimile:* (33) 3-89-45-44-61

*Activities:*

Laboratory devices, chemical products, thermoplastics, thermo-hardeners

*Manager:* Mr. Philippe Zundel

*Country:*

*Employees:* 32



### **Strasbourg, a Center for Medicine**

The concentration of public and private research laboratories, scientific companies, universities and the proximity to the pharmaceutical industry's biggest names help make Strasbourg an attractive location for international institutions.

Since its founding in 1964, the European Pharmacopoeia Institute has made Strasbourg its home. The Institute was created to set up common quality standards for the pharmaceutical products of its member countries. The eight founding members (France, Germany, Belgium, Italy, Great Britain, Switzerland, the Netherlands and Luxembourg) recognized that the varying standards from one country to the next were making the European pharmaceutical industry unable to effectively compete against the United States and Japan. Currently, 21 countries are members of the Institute and a number of others are candidates.

Continuing with this spirit of cooperation, the Strasbourg "Medicine Pole" was created in 1982. Developed around the public research laboratories of ULP, INSERM and CNRS, the private research labs of Produits Roche and Synthelabo, and the public/private laboratory associations such as the Institute of Genetics and Molecular and Cellular Biology (IGBMC) and the Institute of Virology Research, the Medicine Pole coordinates the research efforts of the scientific teams. Important discoveries in the areas of AIDS, mucoviscidoses and Alzheimer's disease have come from these efforts.

### **University Hospital of Strasbourg**

With 3,300 beds, 170,000 hospitalizations, and 1,170,000 consultations per year, the University Hospital of Strasbourg plays a major role in the health industry in Alsace. As the premier employer of the Bas-Rhin, the University Hospital of Strasbourg represents a potential of more than 8,500 health care providers. The hospital is composed of five establishments covering all aspects of health care:

- ★ The Civil Hospital, situated in the center of the grounds, is characterized by a pavilion of approximately 80 buildings housing 1,526 beds. The Civil Hospital is also the home of the Research Center of IRCAD and the Clinical Center ROCHE.
- ★ The Hautepierre Hospital, created in 1979, houses 1,192 beds.
- ★ The Robertsau Hospital specializes in geriatrics and contains 383 beds.
- ★ The Neuhof Hospital consists of the Stephanie Orthopedic Center and the Faisanderie Retirement Home which contains 158 beds.
- ★ The Elsau Hospital is a center for psychotherapy for infants and adolescents which accommodates 50 beds.



*Alsace Development Agency, Inc.™*

**SERVICES PROVIDED BY THE  
ALSACE DEVELOPMENT AGENCY**

## SERVICES PROVIDED BY ADA



### Who we are

The Alsace Development Agency is the international division of the Economic Development authorities of the Alsace Region of France. Our primary purpose is to promote the region of Alsace to international companies interested in expanding their business opportunities in Europe.

### Services we offer

We work with international companies and customize our services to work within their international strategy. Our services include:

- ★ Joint venture / partnership / alliance relationships
- ★ Economic Cooperations and Partnerships
- ★ Manufacturing operations
- ★ Distribution facilities
- ★ Technology transfer and research agreements
- ★ Headquarters and sales office site evaluations
- ★ Research and development centers
- ★ Acquisition opportunities

### We are here to help

Since the Alsace Development Agency is funded by the international division of the Economic Development authorities of Alsace, our services are provided without cost. Therefore, if your company is considering international expansion, please do not hesitate to contact us. We look forward to assisting your company in any way possible.

### Alsace Development Agency, Inc.™

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