

Appendix B

**NEW YORK STATE BIOTECHNOLOGY FIRMS**

(Listed in ZIP Code sequence by type of ownership)

Name	Title	Company	Street	City	ZIP	Type	SIC	Sales \$MM	Phone	Export
Mr. Hans Lauterbach	Exec V.P.	Miles Inc. / Diagnostic Division	511 Benedict Avenue	Tarrytown	10591	Fgn	1836 2899 3841	350	914 631 8000	yes
Dr. Helmut Rabich	C.E.O.	Sartorius Corp.	140 Wilbur Place	Bohemia	11716	Fgn	3822 3826	5 10	516 563 5120	?
Mr. Rene Loser	Exec V.P.	Sulzer Biotech Systems	230 Crossways Park Dr	Woodbury	11797	Fgn	3821 3826	5	516 921 7373	il
Mr. G. Moore	President	Unipath Co. / Oxoid Div.	P O Box 691	Ogdensburg	13669	Fgn	2835 2836	2	800 567 8378	yes
Mr. Lewis Weinstein	President	The Public Health Research Institute	455 First Avenue	New York	10016	Non Priv	2836	0	212 578 0800	?
Mr. Gordon Sato	President	W. Alton Jones Cell Science Center, Inc.	10 Old Barn Road	Lake Placid	12946	Non Priv	8071	9	518 523 1250	?
Ms. Josette Gadreau	President	Upstate Biotechnology, Inc.	89 Saranac Avenue	Lake Placid	12956	Non Priv	2836	1-2-5	518 513 1518	?
Dr. Ralph Hardy	President	Boyce Thompson Institute for Plant Res.	Tower Road	Ithaca	14853	Non Priv	8731	18	607 254 1234	?
Ms. Valerie Edwards	President	Alken-Murray Corp.	417 Canal St.	New York	10013	Priv	2836 2860 2899 2999	2.5	212 431-4944	yes
Dr. Samuel Waksal	President	ImClone Systems, Inc.	180 Varick St.	New York	10014	Priv	2836 3841	NA	212 645 1405	rd
Mr. Williams Jennings	President	Crowley Chemical Co.	261 Madison Avenue	New York	10016	Priv	2836 2843 2865	25 50	212 682 1200	yes
Mr. J. Morse Smith	President	H.J. Baker & Brother, Inc.	100 E. 42nd Street	New York	10017	Priv	2834 2843 2873	10-25	212 867 0200	?
Mr. Robert Beckman	President	Intergen Company	2 Manhattanville Road	Purchase	10577	Priv	2836	4	914 694 1700	yes