

Bionique provides mycoplasmal testing services in New York State but not in Canada or any other country. They have no strategic alliances. They are seeking: 1) a marketing arrangement for increasing services to Canadian clients on a sales commission basis; and 2) a possible strategic alliance for providing testing services at a Canadian based facility.

BOYCE THOMPSON INSTITUTE FOR PLANT RESEARCH

Tower Road
Ithaca, NY 14853

Contact: Ralph W. F. Hardy, President and CEO
607-254-1300

The Institute provides research and development services for biopesticides, cell lines for production of vaccines and foreign proteins; herbicide testing systems, environmental impacts on plants; alternatives to N fertilizers. They have R & D support contracts in other countries for the licensing of patents and are interested in investigating a strategic alliance with a Canadian firm.

ERNEST F. FULLAM, INC.

900 Albany Shaker Road
Latham, NY 12110

Contact: Mr. Peter Fullam, President
518-785-5533

Manufactures secondary products and exports them to Canada. They have a Canadian representative for lab supplies and accessories: Micro Biological Supplies, 41 Maple Ave., Richmond Hill, ON L4C 6P4. They are not sure if they need additional representation. Fullam's business is laboratory supplies and accessories relating to light and electron microscopy. They are not a biotech firm per se.

GENENCOR INTERNATIONAL INC.

Subsidiary of Eastman Kodak
1870 South Winton Road
Rochester, NY 14618

Contact: Mr. Frank Rice, Director, Business Development
716-256-5229