

January 2004 Investment News

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1. Investment News

KIEL LABORATORIES TO ESTABLISH UK PLANT

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Kiel Pharma Ltd, 95b Belfast Road, Carrickfergus, Co Antrim, Northern Ireland, BT38 8BX.
Telephone: 028-9335 0880

Belfast: Pharmaceutical research, development and manufacturing company Kiel Laboratories, based in Gainesville, Georgia, is to establish a manufacturing facility in Carrickfergus, Northern Ireland.

The plant, which represents an investment of over US\$8.65 million, will utilise patent-pending "tannate conversion technology" (TCT) to manufacture extended release prescription products for the treatment of coughs, colds and allergies. It is expected that 100 new jobs will be created within two to three years.

Dr Jeffrey S Kiel, founder and president of Kiel Laboratories, said: "We have been considering establishing a European presence for a number of years, and the success of our TCT products has added to our need for additional manufacturing capacity. This investment diversifies our manufacturing ability, adds capacity and provides a gateway to Europe for our future development.

"After exploring a number of locations, we chose Northern Ireland because of the ability to attract and retain high calibre employees, the potential for collaboration with the local universities, and the very favourable pharmaceutical regulatory environment in the UK. "We are anticipating substantial growth over the next few years and will be investing further in capital expansion. We believe that the quality of the people of Northern Ireland and the support offered to businesses will give us the very best chance of achieving our ambitious targets."

APPLETON ACQUIRES BEMROSEBOOTH FOR US\$60 MILLION

Appleton, 825 E. Wisconsin Avenue, PO Box 359, Appleton WI 54912-0359. Telephone: 001-920 734 9841 Fax: 001-920 991 8080 Contact: Mr. Doug Buth.
BemroseBooth, PO Box 18, Wayzgoose Drive, Derby, Derbyshire DE21 6XG, Telephone: 01332 294242 Fax: 01332 295848 Website: www.bemrosebooth.com. Contact: Graham Bennington
Email: bennington@bemrosebooth.com

London: American company Appleton has acquired BemroseBooth, based in Derby in the English East Midlands, for approximately US\$60 million.

BemroseBooth is a provider of "mission critical" secure and specialised print services. Its products include security printed vouchers and payment cards, mass transit and car parking tickets, variable data labelling, high-integrity mailing and niche publishing. Based in a town of the same name in Wisconsin, Appleton produces carbonless, thermal, security, inkjet and performance packaging products. It employs approximately 2.600 people and is 100% employee-owned.

Doug Buth, CEO of Appleton, said: "BemroseBooth's location, customer base, experienced management team and market leadership position make it a strong platform from which to grow our security business."

US FOOTWEAR COMPANY PLANS UK EXPANSION

Athletes Foot Group Inc, 1950 Vaughn Road, Kennesaw, GA 30144-7005, USA. Telephone: 001-770 514 4500 Fax: 001-770 514 4903 Website: www.theathletesfoot.com Contact: Robert J. Corliss
Athletes Foot, 26 Mostyn Street, Llandudno, Wales. Telephone: 01492 872232

Applecross Retail Ltd, 26 Mostyn Street, Llandudno, Wales. Telephone: 01492 872232

London: US athletic footwear retailer The Athlete's Foot, based in Atlanta, Georgia, has announced plans to open a minimum of 20 new stores across the United Kingdom. The company has signed a master franchisee agreement with Applecross Retail of London and the first store opened last month in Llandudno, Wales.

Robert J Corliss, president and CEO of The Athlete's Foot Group, said: "We are very pleased to expand our global presence by entering this region with such a capable and enthusiastic partner. The United Kingdom is a viable and sustainable market with great potential and a key growth area for The Athlete's Foot concept."

GENZYME TO OPEN RESEARCH FACILITY IN UK

Genzyme Ltd,Haverhill Office, 37 Hollands Road, Suffolk CB9 8PU. Telephone: 01440-703 522 Fax: 01440 707 783
Genzyme Diagnostics, International Office, 50 Gibson Drive, Kings Hill, West Malling, Kent ME19 4AF. Telephone; 01732 220022 Fax: 01732 220024
London: American biotechnology corporation Genzyme, based in Cambridge, Massachusetts, is to open a research facility in Cambridge, eastern England.

The facility is scheduled to open early in 2004 and will focus initially on antibody technology and its applications in oncology, renal disease and immune-mediated diseases. Genzyme has been investing in the UK for over 20 years, establishing a variety of commercial, research and manufacturing operations.

A company spokesman said the new Cambridge facility would bring Genzyme into proximity with renowned academic institutions, a cluster of nearly 200 biotechnology companies, and a large pool of world-class scientific talent.

Alan E Smith, Genzyme's chief scientific officer, added: "Establishing a presence within such an important biotechnology centre will complement and enhance our overall research programme. We expect to form relationships with people, companies and institutions pursuing innovative ideas and technologies in the UK and throughout Europe, and to establish a greater European dimension to our science."

ACCELRYTS TO CREATE 50 TOP UK JOBS

Accelrys Inc, 9685 Scranton Road, San Diego, CA 92121-3752, USA. Telephone: 001-858 799 5000 Fax: 001-858 799 5100 Website: www.accelrys.com
Accelrys Ltd, 334 Cambridge Science Park, Cambridge CB4 0WN. Telephone: 01223 228500
fax: 01223 228501

London: American scientific software company Accelrys is to cut 50 top research jobs at its San Diego, California, headquarters and transfer them to its facility in Cambridge, eastern England. By the end of 2004, the workforce at the company's Cambridge Science Park operation will increase from 140 to 170.

Accelrys, a subsidiary of Pharmacoepia, Inc., is a provider of software to R&D organisations for computation and simulation, and for the management and mining of scientific data used by biologists, chemists and materials scientists in product design, drug discovery and development.

The two main Accelrys centres of excellence, in San Diego and Cambridge, combine R&D with facilities to support collaborative projects.

2. BABC Transatlantic Business Conference- Saturday 24th to Monday 26th April 2004 Cophthorne Hotel, Merry Hill, Dudley

The transatlantic conference attracts representatives from all 31 US and UK BABC chapters, business and government leaders, and trade and investment agencies. The event consists of a mix of speaker presentations, panels and roundtable discussions, plus networking opportunities during the social events.

For more information or to register, please contact Dawn Stanyer on 0121 454 6171 ext. 2208 or email d.stanyer@birminghamchamber.org.uk. Website: www.ukmidlands2004.com

3. EBRD Annual Meeting/Business Forum (London, April 18-19, 2004)

The European Bank for Reconstruction and Development (EBRD) will hold its Annual Meeting/Business Forum in London this year. Companies interested in the Bank's region of operation (Central Europe to Central Asia) are invited to join this two-day event.

For more information visit EBRD website www.ebrd.com. Companies may register for the Forum online at www.ebrd.com/new/am/2004/register/main.htm (American companies which have registered for the Business Forum will receive invitations to a special EBRD breakfast briefing for U.S. firms, scheduled for April 19.)

4. State of Mississippi Trade Mission to London, April 19-20, 2004

The U.S. Commercial Service's London office will be hosting a trade mission from the State of Mississippi on April 19-20, 2004. The mission will feature companies in a variety of sectors who are seeking agents, distributors, and partners in the United Kingdom. Details of the companies on this trade mission and contact information will be available at a later date on the U.S. Commercial Service's UK website at <http://www.usexports.co.uk>

5. USA Entry Regulations & Security - Update

Majority of British Travellers can continue to travel to the US without a Visa

There has been an enormous amount of confusion about changes that have been made to entry and security procedures for UK visitors to the USA. For clarification on the US visa issues please visit www.visitusa.org.uk/tradepress/releases/rel102.asp.

6. US Commercial Service International Buyer Program (IBP)

The U.S. commercial Service's International Buyer program (IBP) brings thousands of international buyers each year to meet with U.S. companies at major Trade Shows in the United States.

Listed below are the upcoming trade shows (February-April 2004) that have been selected to participate in the International Buyer Program. (For more information on the US Department of Commerce sponsored trade events please click on the following websites)

Name of the Event: World Ag Expo

Industry: Agriculture Equipment

Date: February 10-12 2004

Location: Tulare, California

IBP Contact: K. Haley Telephone: 001-202-482 6434 Email: Kevin.Haley@maildoc.gov

Name of the Event: Satellite 2004

Industry: Global, Commercial Communications Satellite Industry

Date: March 3-5 2004

Location: Convention Center, Washington DC

IBP Contact: Dave Hardy Telephone: 001-202 482 1247 Email: Dave.Hardy@mail.doc.gov or

Jennifer Harrington Telephone: 001-202 482 0595 Email: Jennifer.Harrington@mail.doc.gov

Name of the Event: Natural Products Expo West

Industry: Consumer Goods & Food Products

Date: March 4 -7, 2004

Location: Anaheim Convention Centre, Anaheim, California

IBP Contact: Miguel Olivares Telephone: 001-202 482 4918 Email:

Miguel.Olivares@mai.doc.gov

Name of the Event: Water Quality Association 30th Annual Convention and Exhibition

Industry: Water Treatment

Date: March 16 -20, 2004

Location: Baltimore Convention Centre, Baltimore, Maryland

IBP Contact: Mark Wells Telephone: 001-202 482 0904 Email: Mark.Wells@mail.doc.gov

Name of the Event: CTIA Wireless 2004

Industry: Wireless, Mobile computing and internet industries

Date: March 22-24 2004

Location: Georgia World Congress Center, Atlanta, Georgia

IBP Contact: A. Bihun Telephone: 001-202 482 3363 Email: Andy.Bihun@mail.doc.gov

Name of the Event: Electric Power 2004

Industry: Power Generation Equipment

Date: March 30-April 1, 2004

Location: Baltimore Convention Centre, Maryland

IBP Contact: Joe Ruland Telephone: 001-202 482 3974 Email: Joseph.Ruland@mail.doc.gov

Name of the Event: Kitchen/Bath Industry

Industry: Kitchen, Bath Industry

Date: 1-4 April, 2004

Location: McCormick Place, Chicago, Illinois

IBP Contact: J. English Telephone: 001-202 482 3334

Name of the Event: National Association of Broadcasting (NAB) 2004

Industry: Broadcasting, Audio, Visual & Film Production
Date: 18-21 April,, 2004
Location: Las Vegas, Nevada
IBP Contact: Miguel Olivares Telephone: 001-202 482 4918 Email:
Miguel.Olivares@mai.doc.gov

Name of the Event: American Hardware Manufacturers Association (AHMA) Hardware Show
Industry: Hardware and Home Improvement
Date: 18-20 April,, 2004
Location: McCormack Place Chicago, Illinois
IBP Contact: Carol Rudman Telephone: 001-202 482 0905 Email: Carol.Rudman@mail.doc.gov

Name of the Event: International Franchise Expo
Industry: Franchising
Date: 30 April -2 May 2004
Location: Convention Center, Washington DC
IBP Contact: Sam Dhir Telephone: 001-202 482 4756 Email: Sam.Dhir@mail.doc.gov

For more information visit the following websites:

www.usatrade.gov/Website/Website.nsf/WebBySubj/TradeEvents_InternationalBuyerProgramEvents

www.export.gov/comm_svc/intl_buyer_program.html

For an overall listing of US Department of Commerce sponsored trade events and trade missions please visit www.export.gov/tradeevents.html