

Baxter expands Kuros' orthobiologics pact

Baxter has gained exclusive worldwide rights to develop and market a range of hard and soft tissue repair products that incorporate a combination of its Tisseel fibrin sealant and the proprietary biologics and fibrin binding know-how of Swiss biomedical firm Kuros Biosurgery.

Under the terms of the current product development contract, Zurich-based Kuros will receive upfront and milestone payments, as well as royalties on global product sales. The two companies will continue to work together through phase II clinical trials, after which Baxter will take on sole responsibility for phase III clinical development and regulatory licensing. Financial details of the agreement were not disclosed.

The agreement follows on from a research collaboration forged in November 2002 between the two companies. Pre-clinical results from this collaboration demonstrated that enhancing Baxter's fibrin sealant with Kuros' binding technology enables growth factors and other bioactive agents to be attached to fibrin, thereby improving the regeneration of bone and soft tissue.

ReGen Biologics' CMI type I collagen implant to hit Spanish markets

As part of its ongoing European expansion strategy, ReGen Biologics has appointed two Spanish companies as exclusive distributors of ReGen's CMI type I collagen implant in Spain. Under the terms of the separate, two-year agreements, Barcelona-based Polymedic 2000 will cover the Catalan region and the Balearic Islands, while Hoscenter, of Madrid, will manage all other areas in Spain. The contracts will also give both Spanish companies non-exclusive rights to market ReGen's SharpShooter tissue repair system, used in meniscus suturing procedures.

ReGen, of Franklin Lakes, New Jersey, recently announced that it had appointed Milan-based Xmedica as distributor in Italy and established a subsidiary, ReGen Biologics AG, in Switzerland (see *Clinica* No 1180, p 12).

dj Orthopedics scores contract renewal with HPG for soft goods supply

dj Orthopedics has secured a three-year renewal of its soft goods supply contract with HealthTrust Purchasing Group (HPG), a US group purchasing organisation serving over 1,200 healthcare facilities across the country. The new agreement, which took effect on November 1 2005, covers dj's complete line of ProCare soft goods products. The San Diego, California firm also has contracts with HPG for its rigid knee bracing devices and cold therapy products.

Novation renews pact with LMA for laryngeal mask airway products

LMA North America, the San Diego, California-based developer of anaesthesia and critical care products, has secured an extension to its supply contract with US group purchasing organisation Novation for laryngeal mask airway products. The new agreement, which takes effect between February 2006 through to March 2007, is expected to generate some \$20m in sales for LMA.

CSI enters gynaecologic surgery market

CooperSurgical (CSI), the women's healthcare division of The Cooper Companies, is to make its debut in the gynaecologic surgery market with the acquisition of two private companies, NeoSurg Technologies and Inlet Medical. Financial terms of the transactions were not disclosed.

CSI expects the acquired businesses to add around \$10m in revenue to the company's fiscal 2006 results and around \$50m by 2010. However, as the firm plans to invest in a surgical sales force at the start of 2006, the acquisitions will likely hurt CSI's earnings per share by about \$0.20 and \$0.15 for fiscals 2006 and 2007, respectively. Only in 2008 will the new businesses be accretive to earnings (by \$0.02).

Houston, Texas-based NeoSurg is the developer of the T2000 trocar access system that boasts a combination of reusable and disposable features. The disposable tip of the T2000 enables the rest of the instrumentation to be reused, thereby cutting hospital costs by up to 60% compared to existing trocar systems that are single-use only, according to CSI.

Trocars are ubiquitous in laparoscopic surgery and are used to penetrate the abdominal wall and allow access to the body cavity in which the procedure is performed. These instruments are estimated to generate sales of over \$300m each year.

Inlet Medical, CSI's second purchase, manufactures trocar closure systems that complement NeoSurg's T2000 access products. The Eden Prairie, Minnesota company also supplies procedure kits for the treatment of pelvic support problems.

CSI looks towards further growth

The two acquired companies will be integrated into a single gynaecological surgical unit over the next three years. During this time, CSI hopes to continue expanding the new unit's product portfolio. It will be looking at devices targeted at the \$1bn gynaecological surgical market, such as instrumentation used in mid-urethral sling procedures, pelvic floor reconstruction, post hysterectomy vaginal vault support, global endometrial ablation and female sterilisation.

Merry X-Ray bulks up with SourceOne buy

Medical imaging technology and service supplier Merry X-Ray is to acquire its rival SourceOne Healthcare Technologies. The move will significantly expand Merry X-Ray's distribution network across North America and make it one of the largest suppliers of radiology imaging equipment in the US.

"The acquisition of SourceOne not only enables us to strengthen our national presence, but also assures our continued growth and provides greater security for our employees," stated Larry Lawson, president of Houston, Texas-based Merry X-Ray.

SourceOne was created by investment banking firm Platinum Equity in November 2002 through the integration of the healthcare products unit of Royal Philips Electronics and the diagnostic imaging unit of PSS World Medical. With annual revenues exceeding \$1bn, SourceOne distributes traditional imaging supplies as well as capital equipment for a wide range of well-known medical imaging players, including Agfa, Kodak, PenRad, Fuji and iCAD. Mentor, Ohio-based SourceOne also succeeded in securing supply contracts with significant healthcare group purchasing organisations, such as Novation and Amerinet.