

Alba Bioscience expands horizons

Over the last few months, the company has gone from strength to strength as it develops its business internationally.

A major milestone was achieved when the company received FDA (Food and Drug Administration) clearance to market several monoclonal products in the U.S. This will provide customers with a greater choice of products and will further develop the Alba Bioscience brand within American blood banks.

The company has spent a great deal of time and effort in preparing its submission to the FDA, requiring extensive quality and regulatory expertise to ensure it could meet the exacting standards of this government authority.

Alba Bioscience web site

The next time you are online, spend a few moments browsing our website. You can learn all about the products and services we supply, and access / print Instructions for Use and Material Safety Data Sheets. You can also contact our Customer Services Team who will deal with any questions, comments or queries you may have.



www.albabioscience.co.uk



The FDA is responsible for protecting public health by assuring the safety, efficacy, and security of human and veterinary drugs, biological products and medical devices. It is also responsible for advancing the public health in the U.S. by helping to speed innovations that make medicines and foods more effective, safer, and more affordable. The authorities were therefore very supportive of Alba Bioscience's submission. When the products received clearance, one of the newswire quotes stated:

"The licensing of these reagents will provide more choice for blood establishments and transfusion services"
(Jesse L. Goodman, MD, American Blood Center)

Alba Bioscience received some useful coverage in various media outlets, including U.S. newswires as well as local press nearer home. The company is now very excited about the opportunities within the U.S., which is the largest market for blood typing reagents in the world.



Featured product:

ALBAclone® -
Rare Monoclonal Antisera

Alba Bioscience has a wide range of rare monoclonal blood grouping antisera which comply with the provisions of the European Union *in vitro* Diagnostic Medical Devices Directive.

This includes antibodies to the common Rh antigens C, E, c, e and CDE and also specificities within the Kidd, Lewis, MNS, and P systems.

The cell lines producing monoclonal antibodies with specificities for anti-k (cellano) and anti-Lu^b (Lutheran) are unique to Alba Bioscience and are currently the only monoclonal antibodies with these specificities available in the market.

All reagents are manufactured to give clear and consistent results by direct methods; no lengthy incubation process is involved. All reagents are given a two-year shelf life from the date of manufacture.

For further information please contact:
customer.services@albabioscience.co.uk

Alba Bioscience enters Canadian market

Following the successful registration of Alba Bioscience products with the regulatory body (Health Canada) Fisher Scientific will distribute into this market.

Fisher Scientific, part of the Thermo Fisher Scientific group, are based in Ottawa, Ontario and offer a wide range of products mainly within the Life Sciences field.



Registration with Health Canada and the arrangement with Fisher Scientific to distribute our products offer great potential to grow within the Canadian market. There are approximately 450 blood transfusion laboratories in Canada and 15 Blood Transfusion Centres.

Many of our products have never been available to the end users in Canada and monoclonals such as anti-k and anti-Lu^b are unique to Alba Bioscience.

Alba Bioscience was invited to attend the Fisher Canada annual sales meeting which was held in Ottawa during January 2008.

At this meeting we met with more than 80 Fisher sales people and training sessions were held to introduce them to Alba Bioscience and our products. All expressed enthusiasm and excitement at having new products to take to their customers. This will be Fisher's first experience with diagnostic blood grouping reagents but the range of quality products available from Alba Bioscience will give the sales force confidence to approach potential customers. Alba Bioscience will provide full technical support and customer assistance in this venture.

2008 Exhibition Programme

Scotblood, Stirling

6th - 7th June 2008

ISBT, Macao

XXX International Congress of the ISBT, Macao SAP, People's Republic of China

7th - 12th June 2008

www.isbt-web.org/macao

BBTS, Llandudno, Wales

11th - 13th September 2008

www.bbts.org.uk

AABB, Montreal, Canada

4th - 7th October 2008

www.aabb.org

Medica, Dusseldorf

19th - 22nd November 2008

www.medica.de

Alba Bioscience staff will be attending these meetings to develop their customer contacts and to keep abreast of the latest developments.

Featured employee

Alasdair MacMillan, Business Development Manager



Alasdair has become a key member of the Sales & Marketing team within Alba Bioscience Limited since joining on 3rd September 2007 as a Business Development Manager.

"The main reason for moving to Alba was the chance to join a young company with an ambitious business plan. The challenges here are a little different to those of previous companies. We have excellent products and skills within Alba and an exciting Product Development programme. In a nutshell, it's my job to find new markets for existing products and develop our business for the future. The relationship between customer and Alba is crucial to this."

Alasdair began his working life as a BMS in the Royal Air Force where he trained and worked in all disciplines of Pathology, including Haematology, Microbiology, Chemistry and Histopathology.

Before joining Alba, Alasdair was UK Sales Manager for the Chemistry and Microbiology arm of Dako.

Alasdair's spare time is mainly taken up with his children's social and sporting life.

Quotient consolidates drug development businesses

Quotient BioResearch Limited, our parent company, the leading provider of analytical and safety evaluation services and products for bioscience and sport, has announced a number of recent acquisitions. Quotient acquired HFL Limited in January 2007, Alba Bioscience Limited in August 2007, GR Micro Limited in September 2007 and BioDynamics Research Limited in February 2008. It is consolidating its drug development services businesses under the name Quotient BioResearch and renaming the parent company of the Group Quotient Bioscience Limited ("Quotient Bioscience").

Therefore, HFL Limited, GR Micro Limited and BioDynamics Research Limited will all trade as Quotient BioResearch. The sports testing and research business of HFL Limited will trade as HFL Sport Science and Alba Bioscience, the diagnostics reagents business of Quotient Bioscience, will continue to trade as Alba Bioscience.

Quotient Bioscience is seeking to maintain its current rate of growth through a combination of both organic growth and acquisition-led growth both in Europe and in North America.

For further information visit the website at www.quotientbioscience.com

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