District of Maryland to Igen International (Gaithersburg, MD, USA) over their disputed electrochemiluminescence (ECL) agreement. Roche has been banned from marketing, selling, placing or distributing outside of its licensed field any products based on Igen's Origen technology and ordered to pay the company US$505 million.

A licence for the disputed technology, including the Elecsys diagnostics product line, and the right to terminate their licensing agreement with Roche, will be granted to Igen once all appeal proceedings have been completed.

'This judgement confirms the recent jury verdict and properly awards to Igen the relief that we have been seeking over many years,' said Samuel J. Wohlstadter, Chairman and CEO of Igen. 'The company is now able to complete business arrangements with one or more prospective new partners to fill the markets currently being served by Roche.'

Roche feel that it was their highly successful development and marketing campaign that allowed Igen to realize the full potential of its technology. 'Roche has invested a great deal of money, time and resources alongside Igen to commercialize this technology,' said Manfred Baier, Head of Lab Network, a business area of Roche Diagnostics. 'Igen's management and shareholders have benefited financially despite difficulties in the administration on the contract by Roche,' he said.

Model proposed to determine new product development

An answer to the so-called pipeline problem, of how many approaches to take to each stage of R&D, could have been found in a new model published in the report *Structuring the new product development pipeline* [11]. The study found that many pharmaceutical companies actually underspent on R&D. The model, which takes into account the cost of a development approach, its probability of survival, and the expected profitability, was applied to several real-world scenarios in the pharmaceutical industry.

'Our results suggest, in general, that the pharmaceutical firms we studied employ narrower pipelines than they should for developing their new drugs,' said Min Ding, co-author and Assistant Professor of Marketing at Penn State's Smeal College of Business (University Park, PA, USA). 'This indicates that the current development costs for new medicines are very well justified,' he said.

11 Ding, M. and Eliashberg, J. (2002) Structuring the new product development pipeline. *Management Sci.* February

AIIRBs set to dominate anti-hypertensives market until 2008

Angiotensin II receptor blockers (AIIRBs) will continue to drive growth in the global anti-hypertensives market until 2008, claims two reports by Datamonitor, entitled *Market dynamics 2001: anti-hypertensives* and *Strategic perspectives 2001: diabetic hypertension*. Sales of US$5.6 billion in 2001 (16.5% of the anti-hypertensive market) are predicted to reach US$24.3 billion (45.5%) in 2008 because of an increase in the population of individuals intolerant to angiotensin converting enzyme (ACE)-inhibitors and diversification in the application of AIIRBs to treat other complaints such as diabetic hypertension, diabetic retinopathy, heart failure, post-myocardial infarction and isolated systolic hypertension.

Despite such sales potential, many pharmaceutical companies are reluctant to trial the drugs head-to-head against ACE inhibitors. Boehinger Ingelheim's ONTARGET trial bucks the trend comparing Micardis (telmisartan) with the ACE inhibitor ramipril both as a monotherapy and in combination. This is worth the risk, say report authors Datamonitor (London, UK), because the potential rewards are great. Even if AIIRBs do fare relatively poorly, the drugs have a guaranteed market in treating the ACE-intolerant population. Final results of this trial are expected in 2007.

News in Brief was written by *Daphne Chung, Joanne Clough, Lisa Deakin, Joanna Owens, Ben Ramster and Linsey Stapley*

People

American Cancer Society appoints new Vice-President for National Research Endeavors

Jerome W. Yates has been appointed as Vice-President for National Research Endeavors by the American Cancer Society (ACS; Atlanta, GA, USA). Yates will be responsible for the organization's surveillance of worldwide scientific investigation in the field of oncology and will represent the society at national and international research meetings. In addition, as a member of the ACS's management team, he will coordinate research initiatives with other strategic programs of the ACS.

Yates has previously been Senior Vice-President for Population Sciences and Senior Vice-President for Clinical Affairs at Roswell Park Cancer Center. Before this, he served as the Associate Director for Centers and Community Oncology at the National Cancer Institute, where he was involved in the generation and subsequent evaluation of the Community Clinical Oncology Program (CCOP).

Harmon J. Eyre, Chief Medical Officer of the ACS said, 'Yates brings a wealth of experience and innovation to his position here at the Society. He will enable us to reach new heights in cancer research, building on his vast experience and adding to the role we have played in the field of cancer research since 1946.'

Exelixis appoints Executive Vice-President

Robert M. Myers has joined Exelixis (South San Francisco, CA, USA) as Executive Vice-President, where he will be responsible for building the pharmaceutical business of the company and expanding its corporate and commercial development activities. Myers will report to the President and CEO of Exelixis, George A. Scangos, who said: 'Bob's broad experience in business and corporate development, new product

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planning and strategic transactions in the pharmaceutical industry will be of significant value to Exelixis as we continue to expand into a full-scale development and commercial pharmaceutical company.'

Myers joins Exelixis from his position as Senior Vice-President, Commercial Development at ALZA Corp. where he had a key role in the transformation of ALZA from a research-based company to a fully integrated pharmaceutical company.

New CEO for Affymax

The privately held pharmaceutical company, Affymax (Palo Alto, CA, USA), has announced the appointment of a new CEO, Andrew J. Perlman. Perlman joins the company from Tularik where he held the position of Executive Vice-President and had a pivotal role in the evolution of Tularik to a mature drug discovery and development company. He was also instrumental in preparing Tularik for its successful public offerings in 1999 and 2000. Before joining Tularik, he held several senior positions in clinical development at Genentech and was responsible for the company's patient registry known as the National Cooperative Growth Study.

Lori Rafield, General Partner of Apax Partners and an Affymax board member, said: 'Dr Perlman is the ideal person to lead Affymax at a critical time in its corporate evolution. His strong track record of success at Genentech and Tularik over 15 years of product development and medical research experience will be invaluable as the company brings its promising drug candidates into the clinic.'

Victor G. Matassa joins Graffinity

The chemical genomics company Graffinity Pharmaceuticals (Heidelburg, Germany) has appointed Victor G. Matassa as Vice-President of R&D. Matassa's role will be to lead Graffinity's drug discovery efforts including expanding and developing the company's medicinal chemistry capabilities.

Matassa has more than 20 years' experience in drug discovery having held positions at several major pharmaceutical companies worldwide. His most recent position was Director of Medicinal Chemistry with Eli Lilly. Before this, he was Senior Director of Medicinal Chemistry at Merck & Co.

Co-founder and CEO of Graffinity, Dirk Vetter, commented that: 'Victor brings with him a great wealth of experience in the pharmaceutical industry and I am very pleased to welcome him to the company. His expertise in medicinal chemistry is especially valuable to Graffinity, allowing us to expand our capabilities further downstream in the drug discovery and development process.'

Alain Aragues appointed President and Director General of Laboratoire L. Lafon

Cephalon (West Chester, PA, USA) has appointed Alain Aragues as President and Director General of its subsidiary, Laboratoire L. Lafon, following Cephalon's acquisition of Group Lafon in December 2001. Since 1990, Aragues was Managing Director and Vice-President Europe at DuPont Pharma France (now Bristol-Myers Squibb Pharma France). Chairman and CEO of Cephalon, Frank Baldino Jr said: 'His new role is critical to bringing the Cephalon and Lafon teams together to develop common research, development, manufacturing and commercial projects.'

New CEO and bionanotechnology research facility for Adaptive Screening

Adaptive Screening (ASL; Cambridge, UK) has opened a bionanotechnology research facility as part of the Diagnostics Incubator Centre in Glasgow, UK, and has appointed Frank Craig as its first CEO and President. Craig was previously Vice-President of R&D at Amersham Biosciences, where he was responsible for the development of systems for drug discovery and development. Before that position, he was a founder and Vice-President of Technology Strategy at Aurora Biosciences.

In his new role at ASL, Craig will lead the development of a comprehensive system for nanoscale molecular profiling for the pharmaceutical industry to speed up lead and target validation. ASL is based at the headquarters of the Generics Group (an integrated technology consulting, development and investment group.

Fred Wright, Chairman of the Board of Directors at Generics Asset Management said: 'We are delighted to have [Dr Craig] on board. His track record in the development of high-growth companies in the biotechnology sector will be invaluable in ASL's future growth.'

Scion Pharmaceuticals expands its management team

Scion Pharmaceuticals (Medford, MA, USA) has made three additions to its management team with the appointment of Jeffrey Williams as Vice-President of Corporate Development, Nancy Stuart as Vice-President of Strategic Development and Patricia E. Abbott as Head of Operations.

Williams was previously Vice-President, Office of Development and an officer of Anesta Corp where he headed the strategic team, leading to the company's acquisition by Cephalon. Before this, Williams held positions at Vertex Pharmaceuticals and Phase V Technologies, a pharmaceutical consulting company affiliated with Harvard Medical School.

Stuart joins Scion from Amgen and, before that, held the position of Vice-President of Business Development for Kinetix Pharmaceuticals where she established the business strategy that resulted in the US$170 million acquisition of Kinetix by Amgen. Stuart has also held senior business development positions at Vertex Pharmaceuticals and Genzyme Corp.

Abbott will bring to Scion specialist knowledge of start-up operations acquired by her involvement in more than 40 biotechnology companies and academic departments. She joins the company from her position as Senior Director of Operations and Human Resources at Phylos, where she had a leadership role in starting up and building the company's infrastructure.

Pravin Chaturvedi, President and CEO of Scion said, 'We are excited to add such accomplished and experienced pharmaceutical professionals to the Scion management team, [who] collectively bring over 50 years of industry experience and will be instrumental in building the success of our company.'

Onyvax appoint Business Development Director

Onyvax (London, UK) has announced the appointment of David Holbrook as Business Development Director.

Before joining Onyvax, Holbrook was Chief Executive of Imperial College's business incubator company, Company Maker, where he directed the spin-off of nearly 50 companies within three-and-a-half years

from Imperial College of Science. Previously, Holbrook was Director of New Products and Business Development at Roche Products, a UK subsidiary of Hoffman-La Roche, where he was involved in the merger between Boehringer Mannheim's UK operations with those of Roche UK. He was also Manager, Global Business Development for Glaxo Wellcome where he was responsible for licensing, partnering and business development activities in several therapeutic areas.

People was written by
Joanna Owens

Obituary

In memoriam: David Walter Barry 1943–2002

by Chris A. Rallis

On Monday 28 January 2002, David Walter Barry died unexpectedly of a heart attack at the age of 58. His sudden passing was a terrible loss not only to his family, friends and colleagues, but to the many thousands of patients who have been helped by his numerous accomplishments in the field of drug development, particularly in the fight against HIV.

David was born in Nashua (NH, USA) and earned both an undergraduate degree in French literature and a medical degree from Yale University. He decided to pursue medicine because he thought he would be a better scientist than a writer. As was often the case, David's instincts were correct!

In 1977, David commenced an 18-year association with Burroughs Wellcome Co. and its affiliated companies. At the time of his departure in 1995, he headed Wellcome's worldwide R&D activities. During his tenure at Wellcome, he played an important role in the development of the first antiviral treatments for herpes (acyclovir) and HIV [azidothymidine (AZT)].

The identification of AZT as a treatment for HIV was far from obvious. AZT had been previously tested as a cancer treatment, but was not successfully developed. David and several of his colleagues discovered that AZT was effective in combating the HIV. Their perseverance was rewarded when AZT was commercially introduced in the USA in 1987. David was also an early advocate of multiple drug-combination regimens to treat HIV at a time when many were skeptical of the benefits of such a treatment approach.

In the 15 years since the introduction of AZT, David was able to witness an evolution in the treatment of HIV from one of an acute disease to chronic disease management. Despite the introduction of >15 HIV drugs in the USA since 1987, AZT remains a widely used component in many triple combination regimens.

In 1995, David and several colleagues founded Triangle Pharmaceuticals (Durham, NC, USA) to develop and commercialize drugs to treat serious viral diseases. David made a seamless transition from a big pharmaceutical company to a new, entrepreneurial environment and demonstrated his abilities by quickly assembling a broad portfolio and a strong management team and by continuously attracting investors to fund the company's activities. The core of his success was his ability to engender confidence and respect in any audience. He was also never afraid to think 'big' even though the company was small.

David realized that drug development was a lengthy process and a risky business. He always treated the successes and setbacks with equanimity. Fortunately, several weeks before his death, he was able to announce Triangle's plans to submit its first NDA for Coviracil®, a treatment against HIV, to the FDA in the fall of 2002. I am glad that David was able to make that announcement, and when the company submits its NDA we will be one step closer to making David's vision for Triangle become a reality.

David will continue to be an inspirational force behind our future accomplishments at Triangle and we hope to have many accomplishments to celebrate in the months and years ahead. Most importantly, however, we will be able to celebrate David's leadership and friendship and how fortunate we were to have known him.

Chris A. Rallis
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Free journals for developing countries

The WHO and six medical journal publishers have launched the Access to Research initiative, which enables ~70 developing countries to gain free access to biomedical literature through the Internet.
The science publishers, Blackwell, Elsevier Science, the Harcourt Worldwide STM group, Wolters Kluwer International Health and Science, Springer–Verlag and John Wiley, were approached by the WHO and the British Medical Journal in 2001. Initially, >1000 journals will be available for free or at significantly reduced prices to universities, medical schools, research and public institutions in developing countries. The second stage involves extending this initiative to institutions in other countries.
Gro Harlem Brundtland, director-general for the WHO, said that this initiative was 'perhaps the biggest step ever taken towards reducing the health information gap between rich and poor countries'.
See http://www.healthinternetwork.net for more information.

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