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Scottish bioanalytic tools company opens U.S. office in Chelmsford

06/21/2004 08:02 AM

By [Dyke Hendrickson](#)

A biotech company with headquarters in Dundee, Scotland, has opened a U.S. office in Chelmsford.

Pro2Kem specializes in the design and development of instrumentation for biopolymer analysis. A biopolymer is a macromolecule, such as a protein and nucleic acid that is formed in a living organism.

Specifically, the company is designing several laser light-scattering and separation devices that will be used for analyzing protein/biopolymer molecular structure.

These instruments incorporate concepts that have recently been taken from lab-on-a-chip research, and allow customers to share sample data and audit trail information across a company intranet.

"The Chelmsford office will enable us to begin sales and marketing in the U.S.," said Roger White, founder and CEO of the 2-year-old company.

"We'll also be interested in investor relationships in the states. Eventually we hope to have some contract manufacturing (in Chelmsford)."

White said he chose the Boston market because of "Kendall Square and the many scientists and companies in the area. Also, it is only five hours difference from the time back home, so we can work better with headquarters."

Chelmsford was specifically chosen for its proximity to one of Pro2Kem's partners, John E. Boeing Co.

Mark Boeing, president of the company, said in a statement, "The Pro2Kem product range provides such a profound cost and performance benefit to our drug research community in new product development, that we anticipate significant activity in our inaugural year."

In other recent news from Pro2Kem, the company has reached agreement with the Polaris Division of Sippican Corp. in Marion to contract manufacture its range of products.

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The establishment of an office in Chelmsford was aided by the organization Scottish Development International (SDI). This assistance is part of a trend in which economic development agencies of overseas nations strive to aid tech companies that want to open offices in New England.

Of course, these agencies also work to help American companies open offices in Scotland.

"Pro2Kem's entry into Massachusetts makes this six Scottish life sciences companies with operations in the region," said Lorna Jack, director of North American operations for the SDI.

"Scotland's inward expansion into Massachusetts underlies our commitment to collaboration, resulting in scientific and economic value between the two areas."

Pro2Kem officials say they expect to pick up business from U.S. companies.

Pro2Kem has particular expertise in the application of advanced laser optics and microfluidics for use in biological analysis, with significant method development experience that includes contract work for large blue-chip pharmaceutical companies.

"We plan to do work in laser light scattering, because a lot of companies don't want to be experts themselves," White said.

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