

TABLE 1 Shared Instrumentation Grant Program
Summary of Application and Award Data

Year	Number of Applications	Total \$ Requested (in millions)	Number of Awards	Total \$ Awarded (in millions)
1982	205	\$39.1	23	\$ 3.7
1983	160	\$30.4	91	\$14.0
1984	166	\$36.2	115	\$19.7
1985	225	\$49.5	172	\$31.8

able to use if it was purchased without SIG funding.

Mack J. Fulwyler, director of the Laboratory for Cell Analysis at the University of California (San Francisco), points out that SIGs have become particularly valuable because federal funding has dropped while instrumentation costs have sky-rocketed. UCSF recently received SIG grants of

\$266,000 for a cell sorter—equipment Fulwyler designed originally—and \$240,000 for an image analyzer. According to Fulwyler, the cell sorter will be used for such applications as isolating monoclonal antibody-producing cells, research on acquired immune deficiency syndrome, and analyzing chromosomes, bacteria, and genetic defects.

Last year the University of Kansas (Lawrence) received the maximum \$300,000 grant to put toward a \$400,000 mass spectrometer that will be used for isotope ratio measurements and the elucidation of biologically active molecules, among other applications. Principal investigator Robert P. Hanzlik stresses that an individual can rarely justify obtaining such an expensive piece of equipment. SIGs, he says, "have been a lifesaver for many different research programs." —Arthur Klausner

For more information on the SIG program, write to: Biomedical Research Support Grant Program, Division of Research Resources, National Institutes of Health, Building 31, Room 5B-23, 900 Rockville Pike, Bethesda, MD 20205

EXECUTIVE CHANGE

FORMER ABBOTT PRESIDENT JOINS GENENTECH

SOUTH SAN FRANCISCO, Calif.—G. Kirk Raab, who resigned the posts of president and chief operating officer of Abbott Laboratories (North Chicago, IL) at the beginning of February, has taken these roles at Genentech, located here.

The 49-year-old executive says he left Abbott because he saw little room for advancement at the \$3 billion health care company, and he wanted to do something different. Then came the offer from Genentech, which he describes as "sort of like a dream come true for me." He adds, "There's not another of the biotechnology companies that I would have considered going to."

Wall Street analysts view Genentech's hiring of Raab as yet another step in the firm's stated goal of becoming the next major pharmaceutical house. "The feeling is that he will bring the kind of depth from the pharmaceutical side that the company is going to need. It's a major coup for them," says Peter F. Drake, biomedical technology analyst at Kidder, Peabody & Co. (New York, NY).

Raab says his first objective at Genentech will be to push the company's major products—human growth hormone (HGH), tissue plasminogen activator (TPA), and gamma interferon—through the Investigational New Drug pipeline and into manufacture. He does not foresee making major changes in corporate direction, though he does plan some staffing additions.

IMAGE UNAVAILABLE FOR COPYRIGHT REASONS

G. Kirk Raab

In assuming the Genentech presidency, Raab succeeds Robert A. Swanson. (Swanson, a founder, maintains his position as chief executive officer.) Raab began his career in marketing positions at Pfizer, and he also worked at A.H. Robbins and Beecham Group Ltd. In his 9-year tenure at Abbott, Raab was instrumental in forming its internal biotechnology group. He recently resigned his seat on the board of directors of Amgen (Thousand Oaks, CA), a company with which Abbott maintains close ties.

Raab says he will help direct Gen-

entech's research toward developing the next generation of products, will work on creating efficient manufacturing facilities, and will build a sales and marketing force. He intends to do "all the things that are necessary to turn it from what it is now—basically a research organization—into a pharmaceutical company."

When will Genentech have achieved its goal? "When we have two products on the market—HGH and TPA—and we have salespeople calling on physicians, and physicians prescribing these products, that will be the first major indication that we are there," he says. "The next step is when the sales begin to get into the hundreds of millions of dollars." Raab predicts this will occur "well before the end of this decade," and that Genentech will have annual sales above \$1 billion in the 1990s.

Growth requires capital, and Genentech recently raised \$40 million by selling 750,000 of its shares in a private placement to Boehringer Ingelheim International GmbH (Ingelheim, F.R.G.). The ambitious biotech firm also plans a new public offering of 1 million shares of common stock. Genentech stock been selling at just over \$45 per share.

The company registered \$70 million in revenues last year, but 94 percent of this was accounted for by contract research, licensing income, and manufacture of clinical products for contract partners.

—Arthur Klausner