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Devicor ready to grow

1:55 PM, Dec. 9, 2011 | Comments

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Written by **Mike Boyer**

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Less than a year and a half after acquiring Mammotome, Ethicon Endo-Surgery's breast biopsy business, Devicor Medical Products Inc. is expanding operations in Sharonville and planning two new products next year.

The company, which does business as Mammotome, is adding another 15,000 square feet at its corporate office in Summit Woods, where it now occupies 32,000 square feet for a Design and Education Center and permanent research lab.

It recently opened a 10,000-square-foot service and repair facility employing about 10 on Deerfield Road.

And it is preparing for FDA approval of its first tetherless wand for ultrasound biopsies early next year and for the next-generation of its Mammotome console to collect breast biopsy samples by the end of 2012.

"We've been pretty busy," said chief executive officer Tom Daulton, who leads the privately held company backed by GTCR Golder Rauner, a Chicago private equity firm. Worldwide employment is now more than 400, up from about 300 when the business was sold in July 2010.

Since acquiring Mammotome, Devicor has established its corporate office here employing more than 100, set up a new manufacturing plant in Tijuana, Mexico, employing about 100, re-established most of the Mammotome offices overseas with the new company, and acquired Neoprobe's GDS line of gamma systems for cancer detection in August.

Devicor, which previously distributed the Neoprobe product, also acquired the Neoprobe name. Columbus-based Neoprobe said Thursday it was changing its name to Navidea Biopharmaceuticals Inc., as result.

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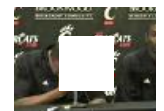
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Mammotome is the platform for what's eventually expected to be a \$500 million global medical device business. Although it doesn't disclose revenues, Daulton said the company is about half-way there through a combination of acquisitions like Neoprobe and growing its existing minimally invasive breast biopsy business. Nearly 4 million women have had breast biopsies using Mammotome equipment since 1995.

The company expects to complete the new Design and Education Center in the spring. Equipped with five fully-functional hospital examination rooms, the center will serve as Mammotome's primary training facility for physicians on its equipment. A portion of the center, located on the fourth floor of the Summit Woods building, below the company's fifth floor corporate offices, will serve as the company's research and development lab.

Three weeks ago, Mammotome's new 50,000-square-foot plant in Tijuana began producing the new company's first biopsy equipment. It replaced a plant in Juarez used by Ethicon,

At the end of November, the company showed off its new tetherless wand for ultrasound biopsies at the annual gathering of the Radiological Society of North America in Chicago. Called Elite, Daulton said the device, which is battery powered and not tethered to a console, collects a tissue sample without firing into the breast tissue, which is less startling to patients. Mammotome expects FDA approval early next year.

"We got rave reviews at the RSNA," Daulton said.

By the end of next year, he said the company expects to introduce a next-generation console, its first redesign in nearly six years. At the same time, he said the company continues to look for new products to add to its portfolio.



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