



NEWS

TECHNOLOGY VENTURES CORPORATION
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NEW MEXICO TECH FIRM IS RECIPIENT OF \$3 MILLION IN FUNDING

APJeT Inc., a presenter at Technology Ventures Corporation's 2002 Equity Capital Symposium that holds an exclusive license to technology developed at the Los Alamos National Laboratory, which provides a revolutionary advance in materials processing, has announced \$3 million in funding provided by two strategic investors. The company is currently housed in the Santa Fe Business Incubator

The investors are Air Products & Chemicals, Inc., Allentown, Pa., a market leader in the global industrial gas and chemical processing industries, and Advanced Energy Industries, Inc., Fort Collins, Colo., a global leader in technology solutions for the manufacture of semiconductors, data storage products and flat panel displays.

The APJeT technology was invented at Los Alamos National Laboratory by Dr. Gary S. Selwyn, a LANL physicist who is now APJeT's president and chief executive officer. The technology produces a gas stream of reactive chemicals that

can clean, decontaminate, etch or coat surfaces at atmospheric pressure and low temperatures. Heretofore, such plasma treatments could take place only in a vacuum, making the process considerably slower and more costly than the APJeT solution.

Benefits of the new technology include treating synthetic fibers to make them absorb or repel water, remove photo-sensitive material from silicon wafers, deposit thin films and decontaminate surfaces exposed to chemical and biological warfare agents, such as anthrax spores. It also has the potential to benefit the health care industry by sterilizing medical instruments.

In making the announcement, Dr. Selwyn said:

"We are very excited about the partnership we've put in place and are looking forward to revolutionizing the world of plasma processing by the use of low temperature atmospheric plasma for treating semiconductors and textiles, and for depositing thin film coatings.

"An important element of a successful business is not only having an outstanding technology but also having a world-class team. Our partners provide the facilities, marketing and manufacturing capability that complements our technological prowess."

In addition to Dr. Selwyn, who has 20 years of management experience at IBM and LANL and who holds 18 patents, the APJeT team includes Dr. Hans Herrmann, formerly at LANL and the company's chief engineer, and Dr. Ivars Henins, a LANL consultant experienced in product design and manufacturing. The three men worked together at Los Alamos for over five years and have successfully collaborated with a number of different customers interested in commercializing the technology.

Prince B. Eleazer, Manager of New Business Development at Air Products & Chemicals, said, "Air Products is excited about our new equity position in APJeT. As we look at our growth strategy for existing industries and new platforms we see numerous potential fits for the APJeT technology.

Additionally, Air Products' helium handling and recycle technologies provide a synergistic benefit for many of the opportunities within APJeT's plan.

"Air Products has a history of developing value-added applications for our customers. The APJeT technology is consistent with this goal and may be amenable to customers including semiconductor and medical. The technology, originally developed for national defense may also find natural application in emerging businesses related to aid in homeland defense."

According to Rich Scholl, Vice President and Chief Technology Officer of Advanced Energy Industries, Dr. Selwyn's inventions "expand the use of plasma technology beyond what was previously possible. The use of plasma technology had been restricted to high valued-added applications because treatments could take place only in a vacuum, which makes the equipment very costly. Being able to work in atmospheric pressure reduces the process cost dramatically. We're delighted to be an APJeT partner."

Donna. M. Smith, division leader, Industrial Business Development division at Los Alamos National Laboratory, said "Los Alamos is very pleased to see the hard work of laboratory entrepreneurs pay off in establishing and successfully funding a new, Northern New Mexico company. We look forward to being able to celebrate APJeT's future success.

"The establishment of companies such as APJeT based on lab technology demonstrates a successful transfer of technology to the private sector. We appreciate everyone's efforts in helping this startup flourish"

APJeT was a presenter in 2002 at the annual Equity Capital Symposium sponsored by Technology Ventures Corporation, Albuquerque, a non-profit, tax-exempt foundation charged with commercializing technology and creating jobs in New Mexico.

TVC worked with the company in preparing a business plan for potential investors.

Bob Rea, Director of Project Development and Business Assistance at TVC, said that the investment made by Air Products and Advanced Energy in APJeT "will help to secure the tremendous commercial potential of this remarkable new technology and offers the prospect of building a major corporation in Northern New Mexico with important economic and social benefits."

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Technology Ventures Corporation was founded in 1993 by Lockheed Martin Corporation to commercialize technologies from national laboratories, regional universities and other research institutions in New Mexico. TVC helps entrepreneurs develop business cases around technologies and finding investors from across the country. Since its inception, TVC has become a national model for successful technology commercialization. It now has offices in California and Nevada, in addition to New Mexico.

Pertinent websites and contact information:

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www.techventures.org (Technology Ventures Corp.)

www.lanl.gov (Los Alamos National Laboratory.)

www.airproducts.com (Air Products & Chemicals, Inc.)

www.advanced-energy.com (Advanced Energy Industries, Inc.)

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