



Cambridge Society for the Application of Research

Churchill College  
Storey's Way  
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[www.csar.org.uk](http://www.csar.org.uk)

## **www.Antibodies\_Direct.com**

### **The story of Abcam, selling antibodies on-line**

**Dr Jonathan Milner**

Abcam Limited, Cambridge Science Park, Cambridge

7.30 p.m., Monday 28<sup>th</sup> April 2008

The Wolfson Lecture Theatre, Churchill College, Storey's Way, Cambridge

#### **About the topic:**

"Things were looking really bleak and Abcam needed to get some sales quickly, so Jonathan took an ice-bucket full of popular antibodies around the University of Cambridge laboratories in order to get friends and colleagues to buy them, which they did (thanks guys!). Hence the legend of Abcam's humble beginnings from an ice-bucket was born!

Our first notable successes arrived in the early part of the new millenium: [Chromatin antibodies](#), [loading control antibodies](#) and [GFP antibodies](#). Then we had two further lucky breaks. First, some local business angels (people from the Cambridge business community who wish to help technology businesses get started) were convinced to invest and second, some like-minded scientists and talented individuals were recruited (who form the basis of Abcam's management team today) and this succeeded in boot-strapping the company through those difficult times. Of course there was also tremendous determination to prove that those venture capitalists were wrong and that a successful profitable company, that would also make a valuable contribution to life science researchers, could be built on such a business plan."

*(from the Abcam website)*

#### **About the Speaker:**

Dr Jonathan Milner is a leading expert on the production and use of mono, poly and recombinant antibodies for cancer research.

He has a degree in Applied Biology from Bath University and a Ph.D. in Molecular Genetics from Leicester University.

From September 1992 to September 1995 Dr Milner spent three years working as a Research Fellow for Pfizer Pharmaceuticals in the laboratory of Prof Tony Rees where he researched the applications of recombinant antibody technology for the rational design of therapeutic agents.

From October 1995 until June 1998, Dr Milner was a Research Associate at Cambridge

University in the laboratory of Dr Tony Kouzarides where he studied genes and proteins associated with human cancers. His research has been published in leading scientific journals.

During the course of his research, Dr Milner has had 10 years of experience in producing and using antibody reagents as research tools.

## The Organising Secretary adds....

The alert reader will remember that Dr Milner was billed on last year's programme, but a clash of engagements meant that we only now get to hear his lecture!

Abcam is one of the Cambridge success stories. Dr Milner will tell us how they did it!

**Please remember:** if any of our members would like to Chair or propose the Vote of Thanks at any of our lectures, please do let me know! Likewise, suggestions for next year's lectures are always welcome.

**Coffee will be available**, as usual, in the foyer outside the lecture theatre, from ~7pm onwards

Best Regards

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