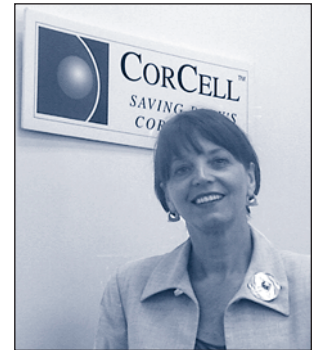


**IN THIS ISSUE:**

- **CorCell Merger Announced**
- **\$100 Referral Rewards**
- **Stem Cells and The Heart**
- **Legislative Update**
- **Tell Others Why You Saved Your Baby's Cord Blood**
- **Sibling Donor Program**
- **Physician Reimbursement**
- **Staff Highlight**
- **Baby of the Month**

## CorCell Merger Announced

CorCell continues to grow by leaps and bounds. In the past year the CorCell staff has almost doubled and more growth is planned for 2005. In July of 2004, CorCell merged with Europe's foremost umbilical cord blood company. VITA 34 International AG, a German based holding company, was formed to become the parent company of CorCell, Inc. in the U.S. and Vita 34 in Germany. Marcia Laleman, CorCell president and CEO states that "VITA 34 offers CorCell a way to strengthen our core mission of collecting, processing and storing cord blood stem cells through expanded research and enhanced processing capabilities. With this merger, we're poised to set new international standards in cord blood stem cell banking."



*CorCell President and CEO  
Marcia Laleman.*

## STEM CELL NEWS

### Stem Cells Improve Heart Function after Infarction

September, 2004: A German study done at the Steinbeis Transfer Center for Cardiovascular Research of the University of Rostock has shown that the injection of stem cells after a myocardial infarction can significantly improve heart function.

The study is the result of joint research by the University of Rostock and the biotechnology enterprise Vita 34, CorCell's German counterpart. The results were presented at the annual meeting of the European Association of Cardio-Thoracic Surgery in Leipzig and have now been published online in the scientific journal "Cardiovascular Research."

"For the first time, we succeeded in stimulating the renewal of blood vessels in the heart and reduced the area of infarction significantly with the help of umbilical cord blood stem cells," said cardiac surgeon Dr. Gustav Steinhoff of the University of Rostock. Human umbilical cord blood stem cells were injected into the tail vein of mice after the infarction. Starting there, they floated to the affected heart and supported the healing process. In contrast to the control group, the animals treated with umbilical cord blood had about 20% more blood vessels in the area bordering on the infarction. In this way, the heart is better supplied with blood.

"Our results show that stem cell injection is safe. Especially in patients with poor preoperative heart function, it is more effective than bypass operation only," said Steinhoff.

"Earlier investigations at the Rostock University have already verified that the treatment with bone marrow stem cells can improve the performance of the heart in infarct patients," said Dr. Eberhard Lampeter, Medical Director of VITA 34, and a member of CorCell's board of directors. "The current study shows that similar therapeutic results can be achieved with stem cells from umbilical cord blood."

Marcia Laleman, president and CEO of CorCell said of the study: "The Rostock team results coincide with the experience of numerous other research projects. Cord blood stem cells, due to their young age, have an enormous regenerative potential. We are pleased to support collaborative research that will ultimately expand the applications for umbilical cord blood stem cells. Heart disease is the number one killer of American men and women. Studies like this one illustrate the vast potential to save lives that is embodied in stem cells."

## Vascular Grafts From Cord Blood Cells

December, 2004: A Swiss study published in the Annual of the Society of Thoracic Surgeons (Ann Thorac Surg 2004; 78:2094–8) shows that tissue engineered vascular grafts from umbilical cord blood cells could repair congenital heart defects in children.

Endothelial progenitor cells like those found in bone marrow can be used to build new living heart valves, but bone marrow extraction is a painful and invasive procedure that is risky for babies. The Swiss team showed that autologous endothelial progenitor cells from cord blood could be used instead of bone marrow cells. The Swiss doctors noted that cord blood is a promising autologous cell source for cardiovascular tissue engineering because of its physiologic properties and easy accessibility. Cryogenic cord blood preservation allows storage of the cells until the conditions for an operation are optimal.

Source: *Society of Thoracic Surgeons*,

## Cord Blood Effective in Treating Heart Attacks

In January, 2005 a research team at the University of South Florida published the results of studies that show umbilical cord blood stem cells to be effective in the treatment of heart attacks.

Among the U.S. population over the age of 40, almost half of all men and one third of women will suffer a heart attack. “Patients with heart failure due to heart attacks and other causes spend much of their day at home in a chair or in bed. These are the patients whose lives we hope to greatly improve with stem cell therapy to restore heart function,” said Dr. Henning, cardiologist and lead author of the study.

The journal *Cell Transplantation* published the study online along with a discussion of the progress of stem cell therapy in treating heart attacks.

*The study was supported by the American Heart Association, the Veterans Administration, a Florida Biomedical Research Grant, and Saneron CCEL Therapeutics, Inc. Source: University Hospitals of Cleveland, Date: 11.04.2004. Cardiovascular Surgery of the University of Zurich*

## LEGISLATIVE UPDATE

### **Cord Blood Stem Cell Act of 2003**

On July 24, 2003, the 108th congress of the U.S. House of Representatives amended the Public Health Service Act to establish a National Cord Blood Stem Cell Bank Network. The act authorizes and sets aside the funds to establish public cord blood banking in the U.S.

The National Cord Blood Stem Cell Bank Network will prepare, store, and distribute human umbilical cord blood stem cells for the treatment of patients and to support peer-reviewed research using such cells. The bill authorized appropriations of \$15,000,000 for fiscal year 2004 and \$30,000,000 for fiscal year 2005 and such sums as may be necessary for each of fiscal years 2006 through 2008 or until the 150,000 unit inventory is successfully acquired.

The findings of the 108th Congress in support of the bill include:

- 1: Research sponsored by the national Institutes of Health and conducted in compliance with FDA regulations, demonstrated the feasibility of cord blood in clinical applications. Transplantation of stem cells from cord blood can reconstitute bone marrow in recipients with certain malignancies (such as leukemia and lymphoma), genetic disorders (such as sickle cell anemia) and acquired diseases.
- 2: Cord blood is a source of stem cells that can be collected without risk and can be frozen for many years and made immediately available for transplantation in clinical situations.
- 3: Advantages of cord blood stem cell transplants relative to bone marrow transplants include the reduction of risks to the donor, availability of donor cell units in days rather than months, and lower risk of transplant complications, including graft versus host disease and latent virus infections (such as Epstein-Barr virus or Cytomegalovirus).
- 4: In conventional bone marrow transplantation, matched siblings are preferred donors, but only 30 percent of patients have a matched sibling.

For more detail visit: [www.CorCell.com](http://www.CorCell.com) then type “Cord Blood Stem Cell Act of 2003” in the search option.

### **Illinois Mandates Informing Patients of Cord Blood Collection Options**

Effective January 1, 2004, Public Act 93-0143 in Illinois amended The Hospital Licensing Act by adding Section 6.21 as follows:

#### **Umbilical cord blood donation.**

All licensed hospitals shall offer a pregnant patient the option to donate, to a publicly accessible certified cord blood bank, blood extracted from the umbilical cord following the delivery of a newborn child if the donation can be made at no expense to the patient or hospital for collection or storage.

### **Maryland Hospitals / Umbilical Cord Blood / Donations**

Maryland’s Senate Bill 332, enacted in the 2004 Session of the General Assembly, “requires hospitals to allow pregnant patients to arrange for the donation of the umbilical cord blood from their newborn child to a certified public cord blood bank unless it is medically inadvisable.”

## BABY OF THE MONTH

### Aubrey Christopher

Born November 11, 2002

“A smiling face and a smiling heart! What joy this little girl brings to our lives. A vibrant personality, Aubrey is colorful, creative and kind.



We enjoy every moment as we watch her grow from a newborn to a toddler.

My husband and I count our blessings,”

*Alissa Reilly-Christopher.*

Each month on the website [www.CorCell.com](http://www.CorCell.com) we celebrate another member of the growing CorCell family. Click on the Existing Customers tab then click on *Baby of the Month* to see this month's family.

To have your “Baby of the Month” showcased on the CorCell website send a photo of your child with birth date to [jhorvath@corcell.com](mailto:jhorvath@corcell.com) or mail to:

Baby of the Month  
CorCell Inc.  
1411 Walnut Street, Suite 300  
Philadelphia, PA 19102.

### Staff Highlight

Customer Relations Representative Lisa Justice recently celebrated her 4th anniversary with CorCell. Lisa talks with prospective parents and grandparents who are considering saving their baby's cord blood. Lisa is a real people person. “I really like talking to lots of different people. Helping them make the right choice about protecting their family's future health is one of the things I like most about working at CorCell. The reason each family



*Lisa Justice celebrated her 4th year with CorCell.*

chooses to save their baby's cord blood is different. My job really makes a difference in how people's lives will unfold. I truly feel like I'm helping to save lives and I like that.”

## Program News & Updates

### Refer-a-Friend and earn \$100.

Thank you for telling your friends and relatives about CorCell! Because of you, our **Refer-a-Friend** program has enrolled thousands of families who now store their cord blood with CorCell. Every day our customer relations representatives hear how much your recommendations mean to other prospective moms.

Your heartfelt advice is greatly appreciated by your friends and is important to the continued growth of the CorCell family. Your referrals are vital to our success. To show you how much we value your recommendation, we've increase the **Refer-a-Friend** reward from \$25 to \$100. That's right, recommend CorCell to a friend or relative, and if that friend's cord blood is stored with CorCell you will automatically receive a check for \$100. If you refer two friends who collect with CorCell you'll receive \$200.

To refer a friend or relative, just call us at 1-888-326-7235, then press 6. Or complete and submit our online **Refer-a-Friend to Cord Blood Banking** form at [www.CorCell.com](http://www.CorCell.com). Or send in the mail-in Refer-a-Friend card that comes with your annual storage invoice.

### Share the Good News

Watch for news about CorCell and umbilical cord blood collection. CorCell was recently included in several articles about cord blood collection in the magazines *Pregnancy*, *ePregnancy* and *Fit Pregnancy*.

Articles like these help to make families aware of the benefits of cord blood storage. Yet many families still wonder if they should preserve their baby's cord blood. You can help. If you would like to tell others why you saved your baby's cord blood, contact Joan Horvath at [jhorvath@CorCell.com](mailto:jhorvath@CorCell.com). *We'll help you tell your story.*

**Tell your friends and relatives about CorCell. For each friend who collects and stores their baby's cord blood with CorCell, you'll receive \$100.**



**CORCELL™**  
SAVING BABY'S  
CORD BLOOD™

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[www.CorCell.com](http://www.CorCell.com)

## CORCELL – RESPONDING TO YOUR NEEDS

### The CorCell Family

When you chose CorCell to preserve your baby's cord blood, you joined the CorCell family. And, like family, we're here to help you if you need us.

Your questions and concerns are important to us. Call us, we're here to help you. To change your address, or if you have billing or other questions call: 1-888-326-7235, ext. 410.

### Physician Reimbursement

Some physicians now charge patients a fee for collecting umbilical cord blood. CorCell recently introduced a program to reimburse physicians up to \$100.00 for services rendered in the collection of umbilical cord blood for their patients who store their cord

blood with CorCell. Physician reimbursement guidelines are available on [www.CorCell.com](http://www.CorCell.com) under the Health Care Providers tab. If your physician requires prepayment of fees associated with cord blood collection, you can forward a detailed paid receipt to CorCell. When the collection has taken place, CorCell will reimburse you \$100. To qualify, receipts must be received at CorCell within 90 days of the date of the collection (birth date).

### Sibling Donor Program

One year ago, CorCell announced the no cost **Sibling Donor Cord Blood Program** to help families with children suffering from leukemia, sickle cell disease, thalassemia, inborn errors of metabolism such as Hurler disease or other allogeneic stem cell

transplant-treatable diseases. Several families have taken advantage of the opportunity, provided at no cost to eligible families, to store their baby's cord blood for possible treatment of an ailing sibling. "Families of children with certain types of leukemia and other inherited diseases for which bone marrow transplantation is potentially curable now have the ability to utilize this potentially life-saving resource at no cost to the families," said Robert Iannone, MD, a bone marrow transplant physician in Philadelphia.

Guidelines for CorCell's **Sibling Donor Cord Blood Program** are available at [www.CorCell.com](http://www.CorCell.com) under the Expectant Families tab. If you or someone you know could benefit from the program, call 1-888-326-7235, **then press 6.**