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# Memphis Business Journal

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## Transnetyx to double test volume

Molecular diagnostic firm opening second lab facility

**Memphis Business Journal - by [Toby Sells](#)**

[Transnetyx, Inc.](#), a Memphis-based molecular diagnostics company, is getting set to double its testing volume with a \$1.9 million expansion to a new facility at the [Forest Hills Technologies Center](#).

The company will initially build on 5,000 square feet of the 8,500-square-foot facility. The rest will be used for future expansion, which company officials predict will come within three years.



ALAN HOWELL | MBJ

Transnetyx officers Tim Hodge, Bob Bean and Mike Gahan in testing lab area  
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"We are growing at a very fast rate year over year, about 40% to 45% annually," says Transnetyx CEO Robert Bean. "The mouse testing market continues to expand beyond the capabilities of many facilities. Almost all of the non-profit animal facilities are at maximum capacity now and would grow if they had the facilities to grow."

Transnetyx maps mouse DNA from small tail samples sent via Fed-Ex Corp. from researchers around the globe. The company tests for some of the biggest medical research organizations in the country, including [Howard Hughes Medical Institute](#), St. Jude Children's Research Hospital and [Pfizer, Inc.](#)

Researchers spend a lot of time and money developing a particular gene in mice strains. When those mice reproduce, the researchers want to quickly know which mouse pups have the gene they're interested in and which ones don't. Rather than get that information by a long and arduous bench process performed by highly skilled and well-paid lab technicians, they send tail samples to Transnetyx and have their results the next day.

Transnetyx operations manager Mike Gahan says the company can now run 80,000 tests per month at its Cordova Road facility. The new facility at the corner of Forest Hill Irene and Winchester Road also will run 80,000 per month.

But that volume will be realized with automation. Much of the work done at the current lab -- moving test samples from machine to machine, for example -- is done with human hands. Robotic arms will do much of that in the new facility. One employee per shift will make sure the processes run smoothly. Should a problem arise, Transnetyx programmers can fix it from their desks via Web cameras attached to the robots.

Commercial Advisors brokers Matt Weathersby and Larry Jensen brokered the deal with Transnetyx and building owner Toal FH LLC. Weathersby says the company is a good fit for the up-and-coming Highway 385 technology corridor.

"Of course with the building name, they are targeting technology companies and Transnetyx is a high-tech user," Weathersby says. "The neighborhood as a whole has a lot of corporate and technology companies, so it's a fitting place for Transnetyx."

Gahan says the location also offers strategic redundancy. It was selected with the help of tornado path maps from the TVA and maps of earthquake zones.

"If a tornado came through and blows the (Cordova Road) facility away, we're not out of business," he says. "We may be a bit slower, but we will still have a business."

The future of Transnetyx's business will likely be geared to the non-profit market, says Bean.

"Non-profits represent about 80% of the market," he says. "It is completely unserved and it's a great opportunity for us."

### **Transnetyx, Inc.**

Molecular diagnostics  
President/CEO: Bob Bean  
Employees: 28  
Address: 8110 Cordova Road  
Phone: (901) 507-0476  
Web site: [www.transnetyx.com](http://www.transnetyx.com)

[tsells@bizjournals.com](mailto:tsells@bizjournals.com) | 259-1724

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