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Rockwell Medical Technologies, Inc. Q3 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator instructions) We'll have our first question from Todd Lewis [ph], South Street Capital [ph].

Todd Lewis – South Street Capital

Hey, guys. Good quarter. Thanks for taking my call. Just a quick question for you. You mentioned the potential for SFP extensions and opportunities in other markets. Are there any that you would carry higher priority in evaluating over others?

Rob Chioini

Really, we see significant opportunity in each application I mentioned. We have already received results from a study completed at Harvard, demonstrating that SFP is the only iron soluble in TPN solution, and we are about to start a clinical study demonstrating SFP's effectiveness in PD solution, but probably the market will move on the quickest in that group in the oral iron prescription market. We've done a fair amount of diligence in that area and its potential is very large. It's a very large market in which our USP grade formulation of SFP appears to have a solid opportunity in. The oncology market is also very attractive.

Operator

(Operator instructions) We'll go next to Laura Jennings [ph] with Strategic Investments.

Laura Jennings – Strategic Investments

Hello. Thanks for taking my call. I just have a quick question. You said in the past that SFP has patents issued in the US, Europe and Japan, I believe. Do you plan on taking SFP into Europe and Japan yourself or will you look for a partner?

Rob Chioini

We have made the decision to work with a pharma partner in those countries and we've already begun preliminary discussions with a few potential partners. A partnership would allow us to gain an experienced partner in a territory that they're established in with an established clinical and marketing team, so that's really why we're going to go that route overseas or abroad.

Laura Jennings – Strategic Investments

Thanks.

Operator

We'll go next to Tom Andrea [ph] with TD Ameritrade.

Tom Andrea – TD Ameritrade

Hello, guys. Nice quarter. I have a question. There is currently a firm out there that is looking for marketing approval on another iron drug called Ferumoxytol. I've got a couple of parts to this question. Are they addressing the same market in dialysis as we have? And also, should they not gain marketing approval here near-term, does that have any effect at all on Rockwell?

Rob Chioini

Tom, the Ferumoxytol product is based on the company's own public disclosing is primarily going to be used or targeted to Stage III and Stage IV CKD, Chronic Kidney Disease. They will, I believe – if they get approval, I believe they'll attempt to do some business in Stage V. As far as their effect on us, whether they get approval or not, we do not think it will have an impact on SFP one way or another. It's an IV-iron product. It has – it's more similar to the current IV-irons on the market than it is to our product. And again, SFP is a totally different technology that will maintain iron balance as opposed to replete iron balance, which is what the IV-iron products do.

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