

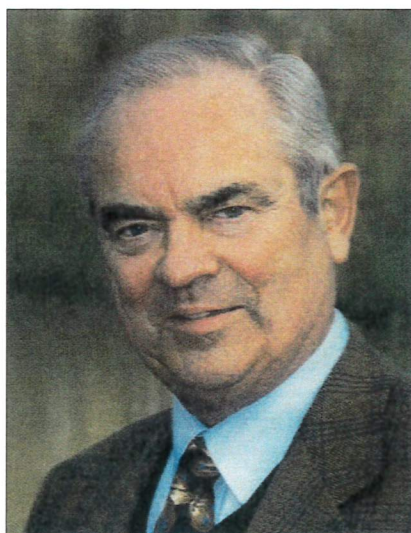


Biotest  
Headquarters,  
Dreieich,  
Germany

# The Important Role of the Schleussner Family

## in Developing Biotest into a Global Company

BY JAN M. BULT



Dr. Hans Schleussner

Many people, when they hear the name Biotest, remember the name Schleussner. In 1946, the company was founded by Carl-Adolf Schleussner and his son Hans Schleussner as Biotest Seruminstitut GmbH in Frankfurt. The work of Karl Landsteiner had been very important, as we all know, and directed the research department. The first activities of the company were in Blood Group Serology with a first product being a test serum for anti-D.

Something that is not known by many is that the first activities of the family were in photography. About 150 years ago, Dr. Carl Schleussner prepared chemicals for photography. He also worked together with Dr. Wilhelm Conrad Röntgen and produced the first special plates to make the well known röntgen pictures.

Biotest has been very active in many areas like blood transfusion, serology, diagnostics, microbiology, air sampling and fractionation. Today, the company is very focused on fractionation and the development of monoclonal antibodies.

His son, Carl Moritz, continued with the production of the original dry plates but extended the business with the production of cinema film. In 1920, his son Carl Adolf took over the company. This is the same Carl Adolf who founded with Hans Schleussner what is now known as Biotest AG.

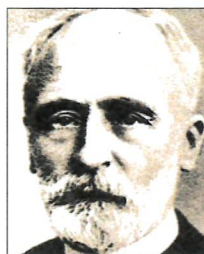
The connection with film is still there. Every year, Biotest issues a calendar that is printed on film with very special pictures. Also, the Biotest business cards are special and printed on film material!

Biotest has evolved and become a global entity with manufacturing sites in Germany and the U.S. A team of well talented people, under the leadership of Professor Gregor Schulz, is responsible for the current Biotest face in the world. Biotest has been very active in many areas like blood transfusion, serology, diagnostics, microbiology, air sampling and fractionation. Today, the company is very focused on fractionation and the development of monoclonal antibodies.

Some of you may know that I worked for Biotest from 1990 till September 1995. I do have a personal experience with Dr. Hans Schleussner that I would like to share with you. In the early 90's, I was working hard on strategic alliances and had been very busy to resolve some issues. One day, I had to be in Dreieich at the headquarters. At the end of the day when I was leaving, Dr. Hans Schleussner was at the door and asked how I was doing. I told him that it was time to go home and have dinner with my wife, something which had been difficult for a few weeks. Dr. Schleussner invited me to take my wife out for dinner and send him (and not Biotest) the invoice. He then changed his mind, opened his wallet and gave me 200 Mark for that dinner. It is this kind of thing that people never saw from Dr. Schleussner. For me he was, and still is, a great man.

He has been retired for many years and is enjoying his well-deserved family time with his wife Renate, his daughter Cathrin and son Martin. He is also a proud grandfather. ●

JAN M. BULT, *President & CEO*



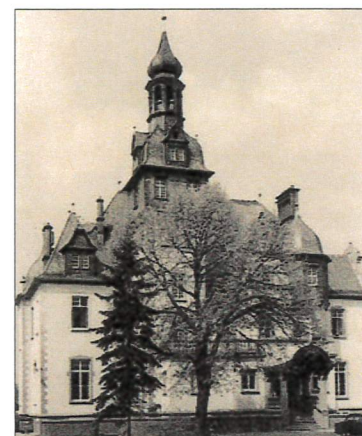
Dr. Phil. Johann  
Carl Peter Ferdinand  
Schleussner



Dr. Wilhelm  
Conrad Röntgen



Professor Gregor Schulz



Biotest's first headquarters,  
Frankfurt, Germany



The Schleussner Family. From L to R: Renate, Dr. Martin, Dr. Hans and Dr. Cathrin.