

BUSINESS EDGE

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MORRIS COUNTY

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CANFIELD SCIENTIFIC

Delivering High-Tech Imaging
that Makes a Difference



MORRIS COUNTY
CHAMBER OF COMMERCE



CANFIELD SCIENTIFIC — DELIVERING HIGH-TECH IMAGING THAT MAKES A DIFFERENCE

At Canfield Scientific are (left to right) Howard Weinberg of Jones Lang LaSalle, Doug Canfield, Angela Kubisky of the Morris County Chamber of Commerce, and Meghan Hunscher and Robert Wanhouse of the Morris County Economic Development Corp.

By Christopher Reardon

Whether fighting acne or removing wrinkles from around the eye, monitoring high-risk cancer patients for early signs of melanoma or seeking a cure for Crohn's disease, high-tech imaging plays a vital role. Imaging is relied upon in clinical trials of emerging drugs, by physicians during patient care and within the consumer products industry.

Canfield Scientific Inc., which in April relocated from Fairfield to Parsippany, is a leader in the imaging sector, serving companies involved in clinical research, including pharmaceutical, medical device and consumer product companies, while also providing imaging solutions to dermatologists, plastic surgeons and medical spa practices.

The company was founded in 1986 by Doug Canfield, not far out of college at Rutgers Newark. Canfield was working as a contractor in the pharmaceutical sector and was asked to develop a reliable system for taking before-and-after photos. As of today Canfield Scientific has supported more than 2,400 clinical studies and is involved in more than 200 current studies with many of the world's leading pharmaceuticals and biotech companies.

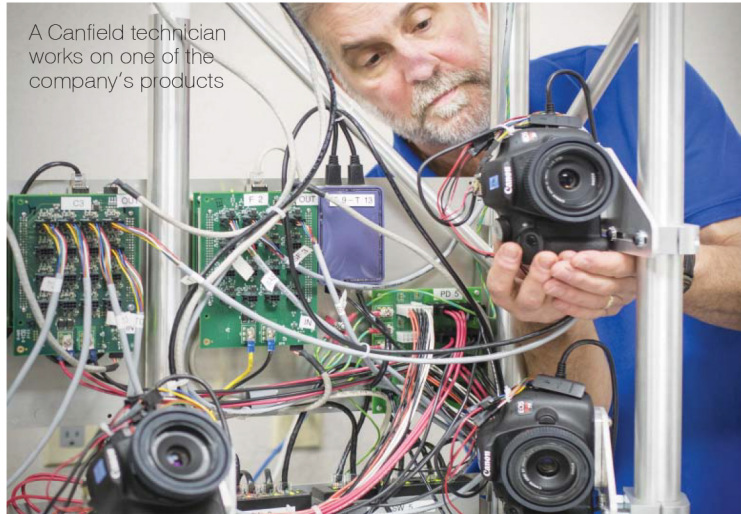
"We provide safety and efficacy endpoints to support the approval/clearance for important new drugs and devices that have the potential to improve lives," Canfield said. "Our imaging solutions are also used to document patient outcomes – before and after – used to communicate potential procedures and treatments, and to help detect early skin cancers, including melanoma."

The company comprises three divisions: Canfield Clinical Services, its roots; Canfield Imaging Systems, which produces imaging devices; and DermaTrak Skin Imaging Centers.

The imaging systems division came about in response to dermatologists asking for reliable imaging equipment.

"Today we are the leading provider of imaging for the dermatology and plastic surgeon sectors," Canfield said.

A Canfield technician works on one of the company's products



In addition, because Canfield Scientific supports the consumer products industry, their devices can even be found on the cosmetics counter of leading department stores.

The DermaTrak Skin Imaging Centers help physicians monitor the skin of high-risk cancer patients. For example, a physician treating a patient with hundreds of lesions can closely monitor the one that is changing at the fastest rate. Through this division, Canfield Scientific has introduced a 3D body imaging system that can document nearly the entire skin surface of a patient.

"We believe this will revolutionize how physicians monitor high-risk cancer patients," Canfield said. "This is one of the places we feel we can make a huge difference."

While operating as three divisions, everything at Canfield Scientific still comes down to one thing, according to Canfield.

"For a small company, we wear many hats," he said. "We are different things to different sectors but in one way it's all about imaging."

Canfield Scientific employs about 180 people, with more than 60 in research and development. All but five are located in Parsippany – the company has a small office in the Netherlands to serve its European-Middle East-Africa market.

Continually expanding and hiring, the company outgrew its 36,000-square-foot Fairfield location and Canfield began looking for a new home. He wanted a location that would continue to be easily accessible by his corporate clients and employees alike. With the help of Howard Weinberg of Jones Lang LaSalle Brokerage, Inc., Canfield found the current 10-acre site. Working with Haas Construction Management, the existing building was stripped and refitted and today Canfield Scientific occupies a new 76,000-square-foot facility that can accommodate up to 300 employees.

The company likely will need all that room. They continue to expand and hire – they are looking for clinical studies talent and software and hardware developers and architects. Canfield noted that the company loses very few employees.

"We do things that matter and change lives," he said. "People feel the importance of what we're doing and take ownership."