

# ACORDA THERAPEUTICS INC

## FORM 8-K (Current report filing)

Filed 10/18/06 for the Period Ending 10/17/06

Address	420 SAW MILL RIVER ROAD ARDSLEY, NY 10502
Telephone	914-347-4300
CIK	0001008848
Symbol	ACOR
SIC Code	2836 - Biological Products, Except Diagnostic Substances
Industry	Biotechnology & Drugs
Sector	Healthcare
Fiscal Year	12/31

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

Date of Report (Date of Earliest Event Reported): **October 17, 2006**

**Acorda Therapeutics, Inc.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

**000-50513**  
(Commission  
File Number)

**13-3831168**  
(I.R.S. Employer  
Identification No.)

**15 Skyline Drive, Hawthorne, NY**  
(Address of principal executive offices)

**10532**  
(Zip Code)

Registrant's telephone number, including area code: **(914) 347-4300**

**Not Applicable**

Former name or former address, if changed since last report

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 8.01 Other Events.**

On October 17, 2006, Acorda Therapeutics, Inc. issued a press release announcing the expansion of its sales force, which promotes Zanaflex Capsules™. A copy of the release is attached hereto as Exhibit 99.1 and incorporated by reference into this Item.

Also on October 17, 2006, Acorda gave notice to Innovex Inc. (“Innovex”) of termination of the parties’ contract sales force agreement. Acorda had engaged Innovex to provide six contract sales representatives on a part-time basis to promote Zanaflex Capsules™ to primary care physicians.

The information in this Item 8.01 of Form 8-K (including Exhibit 99.1) shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934 (the “Exchange Act”) or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as expressly set forth by specific reference in such filing.

**Item 9.01 Financial Statements and Exhibits**

99.1 Press Release dated October 17, 2006

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Acorda Therapeutics, Inc.

*October 17, 2006*

By /s/ Jane Wasman

*Name: Jane Wasman  
Title: Executive Vice President, General  
Counsel and Corporate Secretary*

**Exhibit Index**

Exhibit No.

Description

99.1

Press Release dated October 17, 2006

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**CONTACT:**

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FOR IMMEDIATE RELEASE

**Acorda Therapeutics Announces Expansion of  
Zanaflex Capsules™ Sales Force to 65**

*Hawthorne, NY October 17, 2006* - Acorda Therapeutics (Nasdaq: ACOR) announced today that it will expand its sales force to 65 people, including 52 area business managers who will call on specialists as well as primary care physicians who are high-volume prescribers. The Acorda sales team promotes Zanaflex Capsules™ (tizanidine hydrochloride).

“This second expansion will allow us to reach a much greater number of specialists with increased frequency and efficiency,” said John Librie, VP, Sales and Marketing. “In addition, the Acorda team will be able to address the primary care market opportunity.”

The current sales force of 32 people, including 25 area business managers, has an average of 15 years experience in sales and sales management in the biotechnology and pharmaceutical industries. This team currently reaches approximately 3,200 specialists. The expanded sales force will reach approximately 7,400 specialist and primary care physicians.

Physicians who are specialists in areas such as neurology or physical medicine and rehabilitation account for more than 40 percent of the combined Zanaflex Capsules, Zanaflex® and tizanidine market. Primary care physicians account for an additional 40 percent of the same market.

**Forward Looking Statements**

This press release includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of

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historical facts, regarding management's expectations, beliefs, goals, plans or prospects should be considered forward-looking. These statements are subject to risks and uncertainties that could cause actual results to differ materially, including Acorda Therapeutics' ability to successfully market and sell Zanaflex Capsules, the risk of unfavorable results from future studies of Fampridine-SR, delays in obtaining or failure to obtain FDA approval of Fampridine-SR, competition, the ability to obtain additional financing to support Acorda Therapeutics' operations, unfavorable results from its preclinical programs, and failure to protect its intellectual property or to defend against the intellectual property claims of others. These and other risks are described in greater detail in Acorda Therapeutics' filings with the Securities and Exchange Commission. Acorda Therapeutics may not actually achieve the goals or plans described in its forward-looking statements, and investors should not place undue reliance on these statements. Acorda Therapeutics disclaims any intent or obligation to update any forward-looking statements as a result of developments occurring after the date of this press release.

### **About Acorda Therapeutics**

Acorda Therapeutics is a biotechnology company developing therapies for SCI, MS and related nervous system disorders. The Company's marketed products include Zanaflex Capsules™ (tizanidine hydrochloride), a short-acting drug indicated for the management of spasticity. For full prescribing information, please go to [www.zanaflexcapsules.com](http://www.zanaflexcapsules.com). Acorda's lead clinical stage product, Fampridine-SR, recently completed a Phase 3 study in people with MS. The Company's pipeline includes a number of products in development for the treatment, regeneration and repair of the spinal cord and brain.

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