biosys secures marketing pacts with Ciba, SDS Biotech

PALO ALTO, Calif. — biosys, a manufacturer of biological insecticides, has signed a multi-year contract manufacturing agreement with Ciba Corporation under which biosys will produce a variety of strains of Bt. (Bacillus thuringiensis), the active ingredient in the Ciba Plan Protection Division's biopesticide product line. The agreement underscores biosys' strategy to leverage its strengths in fermentation and formulation technologies by developing manufacturing relationships with third parties.

Ciba and biosys bring complementary strengths to this partnership, according to John Barnett, vice president of Ciba's Insect Control Business Unit. "Our customers will ultimately benefit through better products."

The agreement grants biosys exclusive rights to product Bt. for Ciba's U.S. needs. International product requirements are also expected to be produced by biosys under this pact.

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biosys has also signed agreement with SDS Biotech K.K., granting SDS exclusive rights to market and distribute biosys' nematode-based products to the commercial turf market in Japan. SDS is a joint venture company of Sandoz Ltd., Switzerland, and Showa Denko K.K., and is a premier pesticide company in Japan.

A registration package has been presented to the Japanese Regulatory Authorities and product sales will begin upon the final Ministry approval.

biosys' products will be distributed by SDS under the brand name BioSafe and are based upon the naturally occurring organisms, beneficial nematodes. These are microscopic worm-like organisms that have the ability to seek out and kill insects in the soil, i.e., armyworms, cutworms, and billbugs without contaminating ground water, and without jeopardy to humans, pets, animals, or aquatic life.

Ciba, just Ciba

Continued from page 35

More open communication with employees, customers, shareholders, communities where Ciba has operations, and the news media. For example, in 1992, the company started releasing regular earnings and performance statements.

Greater emphasis on Ciba's contributions to society and education through programs such as "The Chemistry Institute" and "Science Teacher Update Seminars."

The legal name for the U.S. company will remain Ciba-Geigy Corp., with headquarters in Ardsley, N.Y. The parent company, Ciba-Geigy Ltd., is headquartered in Basle, Switzerland.

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