

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," explained 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 B.t. 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.

Because the nematode is deemed to be safe to the environment, biosys products are currently exempt from registration requirements by the U.S. Environmental Protection Agency, as well as in several European countries. biosys currently markets nematode-based products throughout Europe and the U.S. through major distribution partners.

Huston to direct sales & marketing at Hunter

CARLSBAD, Calif. — Charles Huston has been named to the newly-created position of director of sales and marketing at Hunter Industries.

Huston, who has supervised the Hunter sales department since 1983, will now be responsible for all marketing functions, including the development and introduction of new products, and all corporate communications.

As head of the Hunter sales staff, he will con-



Charles Huston

tinue to direct the activities of Hunter sales representatives in 35 countries around the world.

Huston has been active in several industry organizations, having served on the Irrigation Association Board of Directors.

He is also a corporate member of the American Society of Landscape Architects, the California Landscape Contractors Association, and the American Society of Irrigation Consultants.



Ciba, just Ciba

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- 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.

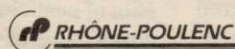
- Greater emphasis on Ciba's contributions to society and education through programs such as "The Chemistry Institute" and "Science Teacher Update Seminars."

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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