



ADVANCED BIOLOGICAL MARKETING

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FOR IMMEDIATE RELEASE

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Van Wert, OH, USA and Enkhuizen, The Netherlands

## **Advanced Biological Marketing, Inc and INCOTEC Group B.V. join forces to maximize plant performance**

Advanced Biological Marketing, Inc, (ABM) based in Van Wert, Ohio, USA and INCOTEC Group B.V. (INCOTEC), based in Enkhuizen, The Netherlands today announce that they have come to an agreement in which INCOTEC will combine ABM's yield enhancing inoculants with INCOTEC's innovative seed coating and enhancement technologies.

INCOTEC will have marketing rights to the seed industry of ABM products in the USA, Europe, India and South America.

ABM is a leading developer and manufacturer of agricultural inoculants that increase yields and improve farm productivity. Additives that are part of this agreement include SabrEx™, a unique formulation of carefully selected, proprietary biological fungi strains called Trichoderma for use on corn, cotton, wheat and cereals, Excalibre-SA™, a proprietary blend of three strains of yield-enhancing Rhizobia bacteria plus Trichoderma for use on soybeans and Excalibur Gold™ an international product for rice.

INCOTEC is an international, innovative, high-tech company, actively involved in the improvement of high quality seeds (and other vegetative genetic materials). INCOTEC's technologies include upgrading, priming, disinfection, film coating, pelleting & encrusting and application of active and additive materials to protect seed from disease and/or stimulate growth. INCOTEC also provides a range of analytical quality tests.

Dan Custis, CEO of ABM states, "We are excited to partner with INCOTEC to help increase yields and profitability for farmers worldwide. INCOTEC products enhance and improve seed and that's a great match with our product line. This partnership adds value and convenience in a sustainable way. That is our mission in all we do. It is an excellent opportunity to expand our market share not only in the US, but around the globe."

JanWillem Breukink, senior executive member of the Board of INCOTEC, says: "We are very happy that ABM has chosen us as the preferred partner for the application of their innovative products to seeds. INCOTEC is offering a completely independent application platform where companies like ABM can work with INCOTEC to make sure that it is a quality process that is used to apply their

products to seeds. In most cases these are applied in combination with other commonly used seed applied products. We believe that ABM's products will add value to seeds in many parts of the world to support growers in getting the best out of their crop."

### **About ABM**

*[ABM](http://www.abm1st.com) provides solutions for commercial agriculture using biological seed treatments that increase a crop's potential and yield. Its product line include biological seed enhancements for corn, soybeans, wheat and many other production crops across the globe. ABM headquarters are in Van Wert Ohio, USA. For more information go to [www.abm1st.com](http://www.abm1st.com).*

### **About INCOTEC**

*[INCOTEC](http://www.incotec.com)® was founded in 1968 and has been an independent company since 2002. INCOTEC's Coating and Seed Technology Companies around the world provide products and services for seed coating, pelleting, seed enhancement and analytical services for genetic analysis and quality inspection. INCOTEC Group contributes significantly to the development of sustainable agriculture worldwide by providing key solutions in the four business areas, vegetables, field crops, ornamentals and analytical services. INCOTEC's head quarters are in the Netherlands and there are INCOTEC facilities in the USA, the Netherlands, France, Italy, Sweden, Brazil, Japan, India, Australia, China, South Africa and Malaysia. For more information go to [www.incotec.com](http://www.incotec.com).*

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