

Valent BioSciences Corporation: an Overview

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Valent BioSciences Corporation, Libertyville, IL, USA, 60048.

For over 40 years, Valent BioSciences Corporation has been the worldwide leader in the research, development and commercialization of low risk, environmentally compatible technologies and products for the agricultural, public health, forestry and household insecticide markets. Acquired by Sumitomo Chemical Corporation in 2000, the purchase comprised of the worldwide agricultural assets of Abbott Laboratories, including personnel, and insured product supply through a long-term manufacturing agreement. Sumitomo Chemical had been expanding their agricultural interests worldwide with initial joint ventures and purchases of entities such as the Chevron agricultural division in the US, forming Valent USA Corporation in Walnut Creek, USA, and other distribution units in Europe. Since 2000, additional businesses have been added to the VBC product portfolio with the purchase of the US household insecticide business from Aventis in 2001, and the 2003 acquisition of the public health and forestry business from Certis.

The success of VBC relies on dedicated manufacturing, processing and formulation facilities, as well as expertise in business management and marketing of biological insecticides and plant growth regulators. The distribution of VBC products for agriculture is through regional Sumitomo Chemical centers and local distributors. Names such as Valent de Mexico, Valent BioSciences Corporation Chile, Philagro France, KenoGard Spain, as well as third party distributors, are among the many entities carrying the well know VBC brand name products. Public health and forestry products in the US are sold direct.

VBC is headquartered in Libertyville, Illinois, USA, with a research facility in Long Grove, IL. There are about 109 people spread over administrative and research functions, covering the 4 strategic business

units: plant growth regulators, microbials, public health and forestry, and household insecticides. Currently VBC has over 800 product registrations with 95 trademarks in 94 countries; proprietary know-how is extensive in areas such as technology assessment, plant physiology, biological product manufacturing, downstream processing, and formulation.

VBC products are sold globally, with 50-60% of sales taking place in NAFTA. *Bacillus thuringiensis* product brand names in agriculture include DiPel®, Biobit®, Bactospeine® for products manufactured with the *kurstaki* subspecies and XenTari®, as well as Florbac® are well known subspecies *aizawai* products. These microbial products and the plant growth regulators such as ProGibb®, ReTain® and others are predominantly used in high value crops. In contrast to the traditional crop protection industry focus on row crops, the main markets for VBC products are vegetables, vines, and tree fruits, where an increased interest in biorational pest control will continue. With well known brand names and quality products, VBC is currently well positioned for 40 more years of growth and innovation. VBC invites researchers globally to join us in expanding biorational technology for use in agriculture, forestry and public health.

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