

**News** - Press Release: 19 June 2008

## **North East Company expands into China**

Stokesley based International Bioscience group Ecosyl Products Ltd have just achieved full registration from the Chinese authorities for their product range in China. Dr Andy Beardsmore, Ecosyl's managing director said "This is a great boost for our business here in the North East as China has a rapidly growing livestock sector which our products fit right in to. It has taken three years of solid effort from our Marketing and Research Groups to achieve this position and involved many submissions to the Chinese Ministry of Agriculture. We will now be seeking the best route to market in the dairy sectors in China to begin sales as soon as possible. We believe that this will lead to the need to employ more local people as we expand."

Ecosyl Products produces freeze dried bacteria that help convert spring grass into a highly nutritious and palatable feed for cows to eat in winter. The business began as part of ICI but was sold in a management buy out in 1996. The bio-technology was developed to replace chemicals that had various environmental and safety concerns including carcinogenic, corrosive and pollutant effects.

"In the same way that you can preserve milk by adding bacteria to make yoghurt, adding our MTD/1 bacteria to grass helps it ferment quickly and safely into a tasty and highly productive feed that will store for long periods," explained Dr Beardsmore.

International use has grown significantly over the last four years with subsidiary businesses in the USA, New Zealand, Canada and operations in Chile, Estonia, Japan, Korea, and the Middle East in addition to major western European markets like Holland, Germany and Denmark. The export business has developed so well that ECOSYL were awarded the Queen's Award in 2007.

Ecosyl's Dr Andy Beardsmore said: "This award has opened up many opportunities for us and shows what the North East is capable of. We have recently begun distribution in Australia and we are seeking further openings in Asia and Eastern and Southern Europe. Getting more milk from forage is a proven route to greater dairy farm profits and we are helping to achieve that goal in the friendliest way possible."

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