



## Advanced Biological Marketing

"World class products, for world class farmers."

ABM's mission statement follows:

**Advanced Biological Marketing** will serve American Agriculture by providing the most advanced seed and crop biological technologies available in the industry. We will operate in a highly ethical and moral environment where a win-win situation is created with our customers, suppliers and employees.

Our vision is to support emerging and developing biological technologies that provide added value to our customers. We will be the channel of choice in communicating, training and educating the agriculture industry in the markets we participate in. We will provide an environment where the creative and productive talents of our employees will be used to the fullest.

Advanced Biological Marketing sells products based on *Trichoderma harzianum* T22 and *Trichoderma virens* 41 to the row crop market. It also sells mixtures of proprietary and highly effective strains of *Bradyrhizobium japonicum* for use on soybeans. It was formed in 1991 for this purpose. The combination of especially *T. virens* 41 (ABM 127) and *B. japonicum*, especially, gives substantial increases in soybean yields on a consistent basis. The use of T22 as a corn or wheat seed treatment also gives consistent yield improvements. It also permits lower nitrogen fertilizer uses with no yield penalty. T22 and *T. virens* 41 both were developed in Harman's lab and manufactured by BioWorks, Inc.

Harman advises ABM on a variety of matters, and more importantly, conducts product development research in his laboratory at Cornell University.

Some important projects follow:

- Improvements in formulations of *Trichoderma* and *Bradyrhizobium* strains.
- The genotype influence on the *Trichoderma*-corn interaction and methods to rapidly assess this.
- The use of induced resistance to control foliar diseases of corn and other crops.

Links to the ABM web site follows:

<http://www.abm1st.com>

**Effects of a seed treatment with T22 on mature plant growth in a field where nitrogen fertilizer levels were suboptimal.**

