The DELTA
Creating Waves of Change in the Agbiosciences
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ATECH Buzz

The idea of a university getting involved in the commercial world is nothing new. But having the university contribute more than research or intellectual property is a new idea. This innovative concept is what makes The Ohio State University's ATECH program unique and what makes it of great potential value to organizations that utilize agbioscience-based research. But, all of these advantages are irrelevant to a business if it can't access OSU's resources or use them to its competitive advantage. This is where ATECH comes in. In one stop, ATECH will connect industry to Ohio State and Ohio State to industry. This involves the traditional intellectual property development and technology transfer. But, ATECH goes beyond this and offers:

- sponsored research and testing by a world-class faculty
- global business development expertise
- market entry strategy planning
- development of marketing communications programs
- product and solution positioning expertise
- ready access to physical space required for research or other business development tasks
- solid connections to like-minded organizations and people in a position to help you grow anywhere in the world.

According to David Gobey, ATECH's Director of Marketing, "We bring resources to the table that would ordinarily be financially out of reach to many businesses that depend upon agricultural products and scientific expertise." He added, "The scope of ATECH is global, but we make sure that the focal point of our efforts is squarely in the state of Ohio."

What's happening?

The University-Industry connection

BioHio Research Park Happenings

ATECH Business · News · Technology

We are pleased to welcome Schmack Bioenergy, LLC to Wooster, Ohio. Schmack Bioenergy has located its engineering office on the OARDC research campus as part of the BioHio Research Park development.

Schmack BioEnergy is a welcomed addition to the campus. "We are really excited to welcome Schmack Bioenergy, LLC as a new tenant. They are a prototype of the companies we wish to attract to BioHio. This is a perfect example of the opportunities for development and growth that BioHio presents to the agbioscience industry," said Jim Currie, ATECH program director and lead contact for BioHio development.

Schmack BioEnergy, LLC is a company dedicated to the development of sustainable green power and reliable renewable energy as a solution to environmental, economic, and energy challenges facing us today. Schmack BioEnergy, LLC was jointly formed between Ohio-based Krutz Bros. and the German-based Schmack Biogas AG with a mission to develop renewable energy from organic waste. Schmack Biogas is credited with owning over 190 of the most technologically advanced biogas systems operating or under construction in the world. As joint venture partners, Schmack BioEnergy,

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LLC is the exclusive purveyor of Schmack Biogas systems in North America.

Schmack BioEnergy, LLC.'s ultimate goal is to lead the North American emerging biogas industry in the waste to energy sector in order to lessen dependence on fossil fuels while providing cost-effective, meaningful options for the disposal and processing of organic waste.

The researchers at Schmack BioEnergy, LLC. utilize organic waste streams to generate biogas. Biogas is a renewable energy fuel composed primarily of methane resulting from the natural decomposition of organic waste by anaerobic bacteria. The methane is captured in a closed loop, state-of-the art, Anaerobic Digestion System. This system produces fuels to be used as an alternative to conventional fuel sources.

What in the World is ATECH Doing?

ATECH's work in U.S. and international markets fosters Ohio's economic development.

The members of the ATECH team have been keeping an eye on Chile's rise on the global economic scene. With exports increasing exponentially and consistently topping The Economist Intelligence Unit's list for best places to do business in Latin America, Chile warranted a closer investigation on the part of ATECH. After brainstorming with government leaders and corporate executives, ATECH has teamed up with several Chilean companies and organizations to collaborate on potential projects with the ultimate goal of expanding businesses across borders, accessing market that could be of great value to the College's research agenda.

Chile is an externally-oriented economy committed to freer trade. During the past decade trade agreements have been negotiated with a multitude of countries and trading blocs, including Bolivia, Brunei, Canada, Central America, China, Colombia, Cuba, Ecuador, EFTA, the European Union, MERCSUR, Mexico, New Zealand, Peru, Singapore, South Korea, United States, India and Venezuela. In excess of 60 percent of all Chilean trade is conducted with these markets. These agreements and regional trading accords with most of Latin America have provided Chile with a unique degree of access to markets encompassing more than 3.8 billion consumers. As a result, Chile stands as a natural trade gateway for the US, specifically the Midwest, to both Latin America and Asia-Pacific.

The Chilean agricultural industry is absolutely booming. During the past two decades, Chilean agriculture has topped charts with a record growth in diversification, production, and investment with a threefold value increase in its exports. Agriculture and livestock now account for 42 % of all industry in the country.

Livestock production is also rapidly increasing in Chile. Favorable sanitary conditions are a great advantage for raising market animals and the exportation of meat. Chile is considered free of health risks such as Foot & Mouth Disease and BSE or "mad cow disease". The meat industry is projected to grow almost 600% between 2003 and 2010. The production of poultry has been the most dynamic in the last five years. The poultry industry has seen a 71% increase in growth. The dairy industry is also projected to grow 364% between 2003 and 2010.

Another Chilean bragging point is the flourishing aquaculture industry. After Norway, Chile is currently the world's second largest farmed salmon producer with exports worth over $1.4 billion USD. Salmon production accounts for 95% of aquaculture industry, concentrated largely in Chile's southern region (Tenth Region). The value of Chile's salmon exports has grown 1,000% in the last

fifteen years.

The biotech industry is also an emerging sector in Chile that continues to grow each year. Biotechnology companies increased by 30% in the last three years alone. Most of this increase has been in sectors considered strategic for the country, including agriculture and livestock, human health, fishery, forestry, and industrial biotechnology.

ATECH is currently exploring various potential projects with a specific biotech company, Centrovet Laboratories. Since 1980, Centrovet has been proudly devoted to the animal health and pharmaceutical industries. Some main products include disinfectants, antibacterials, quinolones, coccidostats, growth promoters, vitamins/electrolytes (both soluble in water or milk) and premixes for animal feed. All products are manufactured according to the Good Manufacturing Practices. Major clients are the leading meat (poultry-swine-cattle and fish) eggs, and milk producers in Bolivia, Brazil, Costa Rica, Chile, Colombia, Ecuador, Lebanon, Malaysia, Mexico, Moldova, Pakistan, Paraguay, Peru, Dominican Republic, Russia, Saudi Arabia, Turkey, Uruguay, Yemen, Venezuela. This Ohio-Chile collaboration provides Ohio with tremendous access to these markets.

Everyday Impacts

When research faculty collaborate with corporate leaders, the result is a better quality of life

The Center for Urban Environment and Economic Development: Hub of Business Activity

Increasing public concern about potential health risks resulting from the use of chemical fertilizers and other lawn and garden products have spurred the development of innovative natural, organic and organic-based alternatives that enable concerned homeowners to be environmentally sensitive.

The Center for Urban Environment and Economic Development was created within OARDC and OSU Extension with a mission to develop new technologies and environmentally friendly approaches to landscape planning, establishment and maintenance. At the same time, the center aims to educate citizens about the risks associated with excessive chemical applications and get them involved in fostering healthier, sustainable landscpes.

"The way of managing landscapes that we have come to know is in jeopardy; it can't be sustained any more," said the Director of the Center Dr. Parwinder Grewal, an entomologist and turfgrass scientist with the Ohio Agricultural Research and Development Center's (OARDC) Wooster campus. GardenWay Inc. is one of the companies currently working with The Center for Urban Environment and Economic Development to develop new environmentally friendly products. Nature's Touch® Natural Organic-Based Lawn & Garden Fertilizer is a result of this research collaboration and can be found on shelves today. This insecticide and herbicide free organic fertilizer was formulated to "green" the average lawn in just seven to ten days and continue nurturing the treated area over a longer period.

"The Center has been important to our company through their extension and outreach efforts as well as testing and product evaluation" said Jeff Jerousek, Vice President of Product Development, GardenWay Inc.

The center has a broad client portfolio which consists of large and small corporations wishing to collaborate with the Center for vast array of research and development needs. Along with many corporations, The Center for Urban Environment and Economic Development also aids public organizations. The center is currently working with a municipal government wishing to solve run off and develop ecologically safe and environmentally friendly neighborhoods.

The DELTA

ATECH has a brand new website!

Check out our new look at **http://atech.osu.edu**

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