

COMPANY NEWS

Hester Pharma project for poultry vaccines

Ahmedabad, June 23

The Ahmedabad-based Hester Pharmaceuticals Ltd. has entered into strategic alliance with Ghen Corporation (Japan) and its subsidiary, Maine Biological Laboratories (United States) for the establishment of Rs.5 cr.state-of-the-art poultry vaccine manufacturing facilities in the country. The plant will be in Ahmedabad. The company will also shortly introduce a range of immunocomb kits for the diagnosis of poultry, canine, feline, bovine and ovine diseases. Immunocomb kits are manufactured by Biogal Galed Labs., Israel.

Hester Pharmaceuticals currently markets vaccines from Maine Biological Laboratories, U.S.A. and Ghen Corporation, Japan animal and livestock disease diagnostic kits from Idexx Corpn. U.S.A. and Biological Galed Labs, Israel and animal feed from Ghen Corporation and Kemin Europe, Belgium.

The company is headed by managing director, Mr. Rajiv D. Gandhi and his brother, Mr. Sanjiv D. Gandhi, both with vast experience in the marketing and distribution of veterinary pharmaceutical and animal health products along with poultry vac-

cines, laboratory kits, etc. Dr. Bhupendra V.Gandhi, renowned nephrologist, is also a co-promoter.

The group was originally engaged in the distribution of raw materials and chemicals to pharmaceutical units. In 1983 Mr. Rajiv D. Gandhi joined its operations, diversifying it to veterinary products. Two companies were formed in 1985 and 1986 to represent multinationals like Boehringer Mannheim GmbH, Burroughs Wellcome, Pfizer, Roche, Cyanamid, Eskayef etc.

The project has an installed capacity of 395 million doses of live and killed vaccines and will use the world acclaimed technology of MBL and Ghen Corporation. This will help the company in producing international quality products. The company will also have access to all future developments at MBL and Ghen Corporation.

Ghen Corporation specialises in the field of poultry, seed corngenetics, vaccines and other biotechnological products. Ghen was the first company in the world to produce Bivalent Marek disease vaccine for the poultry. On an equity base of Rs. 1275 lakhs, its turnover has grown from Rs. 19,176



Rajiv D. Gandhi
Managing director

lakhs, in 1991 to Rs. 23,019 lakhs, in 1993. Net profit rose from Rs. 2301.12 lakhs, in 1991 to Rs. 3452.85 lakhs in 1993.

Maine Biological Laboratories (MBL) is the exclusive licensee of USDA approved vet-

HESTER
Pharmaceuticals

erinary products for several unique poultry vaccines. It is internationally recognised for the development and production of killed/inactivated vaccines.

On an asset base of

Rs.2266.80 lakhs, MBL's turnover rose from Rs. 1507.20 lakhs in 1991 to Rs.1695.60 lakhs in 1993. The net profits rose from Rs. 78.50 lakhs in 1991 to 108.80 lakhs in 1993.

The project will be located at village Merda Adraj, Taluka Kadi, Dist. Mehsana in Gujarat. Merda Adraj has the necessary infrastructural facilities viz, power, water supplies and telecommunication system and is free from pollution. It is well linked by rail as well as road. The unit being located in a category II notified backward area will be eligible for a subsidy of Rs. 15 lakhs.

The company has already acquired the land. The civil construction of the factory building has begun and is scheduled to be completed by October, 1994. The installation of the machinery will commence after 80 per cent of the civil construction is over. The indigenous as well as imported machinery are expected to arrive by October 1994. The company expects to start the trial production by December, 1994 and commercial production by March 1995.

According to the standard vaccination schedule recom-

mended by the ministry of agriculture, animal husbandry department, Government of India, the demand potential for various poultry vaccines is about 2500 million doses per annum. However, the actual consumption of poultry vaccines is around 1200 million doses per annum. This is due to limited availability of poultry vaccines and non-availability of certain vaccines in the domestic market. The demand for poultry vaccines is expected to be met by indigenous production and imports. The expected installed capacity during 1995-96 would be for 2000 million doses, whereas the demand is estimated at 2770 million doses.

The collaboration with MBL, USA and Ghen Corporation, Japan will benefit the company from their market knowledge and goodwill.

With the commencement of indigenous production, HPL will be able to market the full range of vaccines under MBL and Ghen brand names. The company is the sole licensee to manufacture and sell the indigenous products under these brand names.