

# Hester Pharmaceuticals to expand

HESTER Pharmaceuticals Limited (HPL) an Ahmedabad based company has entered into strategic alliance with Ghen Corporation (Japan) and its subsidiary Maine Biological Laboratories (United States) to manufacture the state-of-the-art poultry vaccine manufacturing facilities in the country at the cost of approximate Rs. five crore. The production plant will be based in Ahmedabad in Western India.

The company would 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.

The company currently markets vaccines from Maine Biological Laboratories, USA and Ghen Corporation Japan, animal and livestock disease diagnostic kits from Idexx Corp., USA and Biological Galed Labs., Israel and animal feed from Ghen Corporation and Kemim Europe, Belgium.

Promoted by first generation professionals, the company is setting up Rs.5.04 crore project to manufacture poultry vaccines. The

company has been headed by managing director Rajiv D. Gandhi and his brother Sanjiv D. Gandhi. The group was originally engaged in the distribution of raw materials and chemicals to pharmaceutical units.

The company is setting up a project for manufacture of poultry vaccines both live as well as killed/inactivated in technical and financial collaboration with Ghen Corporation, Japan and Maine Biological Laboratories Inc. The project with an installed capacity of 395 million doses of live and killed vaccines 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 corn genetics, vaccines and other biotechnological products. Ghen was the first company in the world to produce Bivalent Marek disease vaccine for the poultry. Ghen is dedicated to high-tech research including genetic engineering. On an

equity base of Rs.1,275 lakh, its turnover has grown from Rs.19,176 lakh in 1991 to Rs.23,019 lakh in 1993. Net profit has grown from Rs.2301.12 lakh in 1991 to Rs.3,452.85 in 1993.

Maine Biological Laboratories (MBL) is the exclusive licensee of USDA approved veterinary products for several unique poultry vaccines. It is internationally recognised for the development and production of killed/inactivated vaccines. The laboratory produces a wide range of poultry vaccines that are distributed throughout the United States and other foreign countries. On an asset base of Rs.2,266.80 lakh, MBL's turnover has grown from Rs.1,507.20 lakh in 1991 to Rs.1,695.60 lakh in 1993. The net profits have grown from Rs.78.50 lakh in 1991 to 108.80 lakh in 1993.

The project will be located at Mehsana district in Gujarat. Due to the inherent nature of the project, the unit has to be located in an area which is clean and free from excessive industrialisation. The location of the project 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 lakh.

The collaboration with MBL, USA and Ghen Corporation, Japan will benefit the company from their market knowledge and goodwill. With the technological support of Ghen Corporation and MBL, marketability of the product will be very high. The company already has an established network in the user segment. Also the company has good perception of the market as it has been marketing and distributing various products of their collaborators exclusively in the country. With the commencement of indigenous production, HPL will be able to market full range of vaccines under the MBL and Ghen brand names. The company is the sole licensee to manufacture and sell the indigenous products under the brand name of MBL and Ghen.

The company intends to enter the capital market shortly.