



**FOR IMMEDIATE RELEASE:**

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**Fermentation is not just for craft beer: A Sarasota microbial company leads state efforts to grow manufacturing business in Florida.**

As a consumer, if given a choice, most shoppers would buy meat raised without antibiotics and vegetables grown without pesticides and minimum amount of chemical fertilizer. We all want to make green choices. Shoppers today are asking more questions like what impact will purchases or production of products have on the environment locally and globally.

A growing industrial manufacturing company, headquartered in Sarasota, Florida, is a primary solution provider for additives and creator of customized products that meet these green goals naturally by growing various species of bacteria. With multi-syllabic names such as *Bacillus amyloliquefaciens* or *Bacillus licheniformis*, each species and strain specifically provide unique solutions for an improved environment. They even have patents for these strains including specific species blended to improve waste water in residences and municipal treatment plants.

Osprey Biotechnics is an industrial microbiology company that has been growing beneficial bacteria in their facility since 1990. By selecting certain strains of bacteria, optimizing the growth medium, fermenting and stabilizing the bacteria, they have carved a healthy niche in a growing industry.

Their staff of microbiologists and research scientists work with a team of production experts to bring novel media formulas and strains of bacteria to a long list of domestic and international companies. More and more solutions are being sought utilizing the hidden power of microbes.

The recipe for success for this small manufacturing company is executing a niche driven strategy. It includes carefully identifying customer needs, defining their target market and focusing on quality and innovation.

Identification of customer needs is an integral part of their success. Osprey Biotechnics' genuine interest in their customer's success leads to new project partnerships and product development discussions. As a smaller company, flexibility becomes an asset to meet future needs.

Oftentimes though, some smaller manufacturing companies lose their way by trying to be everything to all companies. Osprey Biotechnics determines early on in discussions if a new project or toll manufacturing campaign aligns with their core competencies. Both customer and manufacturer benefit from this early identification of need and solution. Focused human and technological capital works best.

In their industrial microbiology facility, a considerable amount of time is spent neutralizing unwanted bacteria. Osprey Biotechnics meets current good manufacturing practices and is a

food grade certified facility. Giving the customer what they ordered, when they need it and to the exact specification is paramount to repeat and referral business.

As a science based company, innovation plays a key role. Innovation includes partnering with client companies as a microbial resource for product development or contract manufacturing and continually striving to improve internal processes, practices and research.

An example of their innovation and quality is Osprey Biotechnics long standing affiliation with the EPA's Safer Choice program. They have numerous formulas recognized by the Safer Choice Program, one being a patented formula that targets fat, oil and grease and was developed as a safer product to improve drain line flow naturally. This program identifies products that meet the EPA's safer for the environment criteria and allows them to display their logo on product labels.

In fact, Osprey Biotechnics has just been awarded its third straight Partner of the Year award from the Environmental Protection Agency.

The company provides custom fermentation, contract production, private label products and new product development services. Its customers and products include solutions for:

- Agronomic seed treatments
- Animal farm management
- Animal feed additives
- Biopesticides
- Biological soil amendments & fertilizers
- Carpet care
- Drain line maintenance
- Hard-surface cleaners
- Odor and waste eliminators
- Oil/water separators
- Parts washers
- Soil and groundwater site cleanup
- Vehicle reclamation systems
- Waste water treatment

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