

## A.B.M. Grows Business Along With Crops

Many businesses are feeling the struggles of a weak economy recently, but, Advanced Biological Marketing on Bonnewitz Ave. is looking to expand on their recent successes. Dan Custis, President of A.B.M, and Kathy Schnipke, Controller, have recently announced five new products expecting to be patented within 30 days.

A.B.M. is currently testing their new products in Brazil, Thailand, and also parts of Europe and Spain. “We are currently working on a product that increases rice yields,” said Custis. All products created are “green” products, and are manufactured here in Van Wert to be shipped around the world.

With the addition of new products, A.B.M. has also realized their potential for growth here in the city. “We currently have two growing rooms on order, which will help us create more products here in Van Wert,” said Custis. This growth will create more opportunities of employment with A.B.M. Custis expects to create 10 more jobs within the next five years. “All of these jobs will come from the local area,” said Custis.

Over the past year A.B.M. has seen their sales numbers grow to almost \$3.5 million dollars, while employing 16 people. But, this growth has not been seen as a one time deal. Custis believes sales will easily double again next year and also said, “We see ourselves as a \$100 million company within 10 years.” He believes the expansion of international sales will drive the financial growth of their company.

A.B.M. has also announced the creation of two divisions within their company to promote the expansion of business. Agriculture will still be the focus of their future, but with the creation of their Performance Solutions Division they can now reach new markets in both the domestic and retail areas. “We have already had inquiries about our

Odor-Eeze and Septic-Eeze from as far as South Africa,” said Custis. Both divisions will be housed at their facilities in Van Wert, but continue to grow worldwide.