



BBI International and AbD Serotec announce Cooperation and Co-Marketing Agreement

BBI International (BBI) and AbD Serotec, a Division of MorphoSys AG, Munich today announced the start of a co-marketing agreement between the two companies. Within the scope of this agreement the parties agree to co-market each others products and services to their world-wide customer bases. Financial details of the agreement were not disclosed.

The agreement will allow BBI customers access to more than 13,000 antibodies and immunological reagents, custom monoclonal antibodies developed from the MorphoSys HuCAL library, and large and small scale antibody production and conjugation services from AbD Serotec. AbD Serotec antibody customers will have the advantage of direct access to BBI's complementary range of services for production of gold-labeled reagents, contract research and development, and manufacture of rapid diagnostic tests for the Point of Care (POC) markets.

BBI developed a unique 'in-house' process for the manufacture of superior quality gold nanoparticles in 1986 and has since grown into a major supplier of products and services to a global customer base, ranging from the supply of bulk gold colloid through to high volume manufacture of rapid tests. BBI operates from its headquarters in South Wales, along with further development and manufacturing services from facilities in Dundee, Scotland, and Madison, Wisconsin, USA, and is the partner of choice for many global blue chip diagnostic companies.

Diagnostic manufacturers have also relied on the products and technical expertise of AbD Serotec for over two decades. Its reputation for product quality, reliable supply, and cost-effective pricing has been earned through close collaborations with major diagnostic companies around the world. Vast experience and a keen understanding of the challenges faced by assay manufacturers allow AbD Serotec's team of OEM specialists to creatively meet the unique requirements of each Client and to become an essential partner in their antibody selection and production processes.

"BBI customers often discuss their antibody selection with us when choosing their gold reagents, so it is an advantage for us to be able to recommend a leading supplier. AbD Serotec has worked with BBI on a number of antibody-gold conjugations, and we have always been impressed with the level of service and quality range of products. We look forward to working with the AbD Serotec team and increasing the convenience for BBI customers." commented Leigh Thomas, Sales Manager of BBI.

Dieter Feger at AbD Serotec added, "AbD Serotec prides itself on its commitment to providing its customers with the highest quality products and services. BBI is globally recognized as a supplier of superior quality gold reagents for use in lateral flow rapid diagnostic tests, so we are very excited about gaining access to BBI technology and services for our customers."

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For further information on AbD Serotec visit www.abdserotec.com.