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AgBiome and Percival Scientific Partner for a Better World

CASE STUDY

The Beginning of AgBiome

"I've just had a very positive experience," reflects Dr. Philip Hammer about his working relationship with Percival Scientific.

When it came time to acquire incubators and plant growth chambers for his third startup company, experience taught Hammer there was really only one way to go: Percival Scientific. Hammer is Research Director for AgBiome, a biotechnology company in the Research Triangle of North Carolina that uses latest knowledge of the plant-associated microbiome to create innovative products for agriculture. "We were founded in 2012 by a group of people who have been working in agriculture and ag biotech for 20 years. We wanted to be an early stage discovery engine for agriculture," Hammer explains.

The innovation company isolates, analyzes and tests microbes to discover and develop innovative biological products for crop protection. Their proprietary Genesis™ discovery platform comprises the world's largest, most diverse and fully-sequenced collection of microbes, coupled with industry-best screens for insect, disease and nematode control. AgBiome believes better microbes make better crops, which make a better world.



AgBiome's Research Needs

AgBiome is working to discover both biological products and traits that can be used to combat important problems in agriculture, including plant disease, weeds, insects and nematodes. Their research requires a large variety of conditional environments for the different kinds of testing they perform. For example, they need incubators to grow plantlets for plant tissue cultures, plant growth chambers for whole plant testing, specialized dew chambers for the study of disease and insect incubators to rear insect colonies for testing microbes.

Enter Percival Scientific

During his career, Hammer has worked with a number of chamber manufactures. As an Iowa native, he was familiar with the Percival Scientific brand but had not worked with their product until about 10 years before starting AgBiome when he acquired a company that used Percival's lighted incubators. Hammer became the third owner of the incubators, which had been in service for more than 10 years and had been moved multiple times. He and his colleagues were impressed with their durability and consistent performance. "They just worked," he recalls. "They had been used for many years, put on trucks and bumped around, and we plugged them in and they just worked and kept on working."

In fact, when he needed to modify some of them, a call to Percival revealed they still had the blueprints for those chambers and could fabricate his modification and ship it to him for local installation.

Needless to say, Percival Scientific earned consideration when Hammer and new colleagues came together to form AgBiome. Percival offered every kind of custom-built environmental chamber the startup required for its wide spectrum of research. "When we founded AgBiome, I looked around, but in terms of value, price point and availability, they simply could not be beat," he says.

The Value Add

Price point and reliability, however, were not the only values AgBiome and Hammer found in Percival Scientific's products.

Mobility

"I knew that we were going to be moving. One of the nice things about these units is that they are very mobile. They are on wheels and fit through standard doorways. When the time came, moving them to the new facility, often one of the most difficult aspects of a laboratory move, was literally just an afternoon job," he relates.

Custom Design

In planning the new laboratory, AgBiome wanted a custom-designed 100-square-foot insectary. The competitive bid process once again led Hammer to Percival. They provided the best value, while meeting the precise, unique specifications AgBiome presented. "They worked with us to deliver that in an economical fashion and to easily integrate it into the building, making it that much simpler for our local contractor," says Hammer of the attentive service many find in working with the people at Percival.

The Unified Team

And speaking of working with the people at Percival, the sales team, the engineers and the production people are not only all in one building, they are all on one page. "When I talk to the sales team I know that communication of my needs is flowing smoothly through their organization. There is not a lot of bureaucracy in which the message can get distorted," Hammer describes regarding his experience when he visited the facility.

The streamlined communication Hammer observed is no accident. By keeping all aspects of the operation under one roof, Percival maintains complete control of the manufacturing process, assuring customers the highest quality product possible. The clear organization Hammer describes is one of Percival's core values.

For more information on Percival Scientific plant tissue culture chambers or any other chamber and incubators, please visit ***www.percival-scientific.com****, call* ***1.800.695.2743*** *or email* ***info@percival-scientific.com****.*

Partners With Aligned Goals

Percival Scientific fits as a perfect partner for cutting edge companies like AgBiome. Percival's goal to help researchers create better science aligns with Dr. Hammer's company goal to improve the world by improving crop production.

After more than 125 years of designing controlled environments, Percival recognizes the exploding growth and value of biotech startup companies and works closely with them to provide every advantage possible in their research development.

As AgBiome grows, Dr. Hammer and his colleagues can count on Percival Scientific to help maintain their chambers and consult with them about needed modifications or new models that will push their research into new territories.

Percival Chambers for AgBiome's Research

AgBiome inventory includes the following Percival Scientific products: Controlled Temperature and Humidity Walk-In (CTH-1010), Reach-In Plant Growth (PGC-15) and (E-36L2), Dew Formation Chambers (I-35D), multiple Plant Tissue Culture Chambers (CU-36L5) and Incubators (I-36VL).



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