

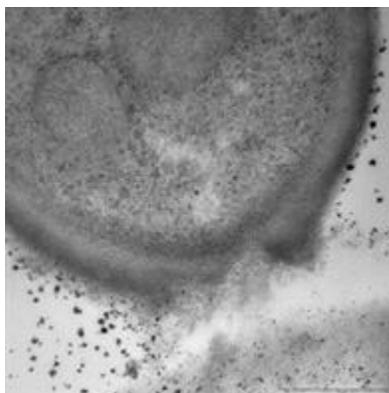
## Coming to America!

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*STK Stockton has opened new US headquarters in Davis, California, in preparation for the US commercialization of Timorex Gold, a natural fungicide that may be used on a range of crops. The product recently received US registration from the Environmental Protection Agency (EPA), and has since obtained approval in a number of states. Now expecting imminent approval in the key states of Florida and California, this is an opportune time for Stockton to fully enter the US market.*

Although founded since 1994, Stockton was wholly family-owned until 2015, when it obtained its first investors. Stockton had already built a commercial strength in Latin America over more than two decades, but this new and additional investment last year has enabled Stockton to build a US team and enter the US market. The new US headquarters in California is being led by USA Country Manager Sarah Reiter, formerly Marketing Director of Bayer CropScience (Biologics).

Stockton's flagship product, Timorex Gold, is based on an extract of the *Melaleuca alternifolia* plant. Stockton grow most of their source crop themselves, from which they obtain essential oils by extraction and distillation processes. The product has a favourable environmental profile, as it is residue-free. Furthermore, it performs well for resistance management, due to its multisite mode of action. In particular, a physical contact mode of action that degrades the external membrane (see photomicrograph) makes it difficult for target organisms to evolve resistance.



“The market forces in the US make it a particularly compelling one for Timorex Gold,” Sarah Reiter explains. “A large section of US agriculture is now being grown to sustainable and organic standards. We are offering growers a fungicide with a good environmental profile – reduced environment impact and reduced chemical load – addressing that market demand.”

Stockton is expecting approval for Timorex Gold in Florida and California – two key states – either later this year or early 2017. Once launched across the US, Timorex Gold will be available in more than 30 countries, including the two largest agrochemical markets in the world: Brazil and the USA.

Looking ahead, Stockton has an active R&D program in natural products for crop protection. One area on which they are focussing is hybrid technology, creating synergies between chemical and biological entities. Their first hybrid product, Regev, is expected to be approved in Latin America later this year for the protection of rice from *Rhizoctonia* infection.

Plans are also afoot to expand through partnering with other companies. For example, in June this year, Stockton entered into a global development and distribution agreement with Syngenta for a new biofungicide technology, based on tea tree oil, for use against Botrytis and Powdery Mildew in ornamental crops. It is expected to reach first market within 3 to 4 years.

However, it doesn't stop there. Guy Elitzur, CEO of Stockton is interested in enriching the company's portfolio and finding more In-Licensing Partners, including small to medium sized companies that would help to broaden the company's scope. “We are looking for partners, mainly in the US, Brazil and Europe,” he explains. “Not just large multinationals, but also smaller companies with products with which we can leverage our expertise in developing and launching to market.”