



March 5-7, 2018
San Diego, CA

PROGRAM

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2018 INTERNATIONAL SYMPOSIUM AGENDA

DAY 1 — MONDAY, MARCH 5, 2018

12:30 pm – 1:30 pm	BPIA Board of Directors Lunch	Location: La Jolla Boardroom
1:30 pm - 5:30 pm	BPIA Board of Directors Meeting	Location: La Jolla Boardroom

DAY 2 — TUESDAY, MARCH 6, 2018 — SPRING MEETING

8:00 am - 10:00 am	Morning Refreshments and Check-in <i>sponsored by Technology Sciences Group</i>	Location: Sunset Foyer
9:00 am – 4:00 pm	Member Networking Space Available	Location: Sunset Foyer
9:00 am - 10:30 am	BioProtection Global	Location: South Corporate Connect
9:00 am – 10:30 am	Government Affairs Committee	Location: Cardiff
9:00 am – 10:30 am	Biostimulants Integration Committee	Location: Sunset Ballroom B
10:30 am – 11:00 am	Coffee Networking Break <i>sponsored by the Biotechnology Innovation Organization</i>	Location: Sunset Foyer
11:00 am – 12:30 pm	Joint Communications and Specialty Markets Committees	Location: Cardiff
11:00 am – 12:30 pm	Membership Committee	Location: Solana
11:00 am – 12:30 pm	Joint USDA and State Regulatory Subcommittees	Location: South Corporate Connect
12:30 pm – 2:00 pm	New Member Introductions Luncheon <i>sponsored by Certis USA</i>	Location: Sunset Ballroom A
2:00 pm – 3:30 pm	Regulatory Committee	Location: Sunset Ballroom B
2:00 pm – 3:30 pm	Canada and Mexico Exploratory Taskforce	Location: Cardiff
3:30 pm – 4:00 pm	Coffee Networking Break <i>sponsored by NewLeaf Symbiotics</i>	Location: Sunset Foyer
4:00 pm – 5:30 pm	BPIA All Member Meeting <i>Call to Order: Rick Melnick, Board Chair</i> <div> <div> 4:00 p.m. Board Update of Strategic Plan Rick Melnick, Board Chair 4:20 p.m. Finance Committee Ned French, FC Chair 4:30 p.m. Regulatory Committee Karen Warkentien, RC Co-Chair 4:40 p.m. Government Affairs Committee Jeff Blackwood, GAC Chair 4:50 p.m. Specialty Markets Committee Tim Damico, SMC Chair </div> <div> 5:00 p.m. Meeting Planning Committee Addie Waxman, MPC Co-Chair 5:10 p.m. Communications Committee Joe Monahan, CC Co-Chair 5:20 p.m. Biostimulants Integration Committee Terry Stone, BIC Chair 5:30 p.m. Membership Committee Mark Trimmer, MC Co-Chair Adjournment Rick Melnick, Board Chair </div> </div>	Location: Sunset Ballroom A
6:00 pm – 9:00 pm	BPIA Group Dinner <i>sponsored by AMVAC</i>	Location: Palm Court

DAY 3 — WEDNESDAY, MARCH 7, 2018 — INTERNATIONAL SYMPOSIUM

8:00 am – 10:00 am	Morning Refreshments and Check-in <i>sponsored by Arysta</i> Location: Sunset Foyer
8:30 am - 9:00 am	BioProtection Global Update Location: Sunset Ballroom A Speaker: Rick Melnick, <i>Valent BioSciences</i> <i>This session will give an update regarding the recent activities of BioProtection Global (BPG), the worldwide federation of biocontrol and biopesticides industry associations comprised primarily of manufacturers of biocontrol and biopesticide products for professional use in agriculture, public health, forest health, animal health, and other non-crop uses. BPG strives to represent the bioprotection industry for key topics on a global scale and to harmonize proportionate regulations.</i>
9:00 am - 9:30 am	Biological Products Markets Around the World Location: Sunset Ballroom A Speaker: Manel Cervera Comabella, <i>DunhamTrimmer</i> <i>This session will take a close look at where biopesticides and biostimulants markets are headed, what is driving these markets globally, and where future opportunities will most likely be for manufacturers, marketers, and distributors.</i>
9:30 am – 10:30 am	Global Challenges for Registering Biological Products Location: Sunset Ballroom A Moderator: Amy Roberts, <i>Lallemand Plant Care, North America</i> Speakers: Alison Hamer, <i>ERM</i> ; Juan Manuel Lopez Martinez, <i>Seipasa</i> ; and Sandro Frati, <i>BiPA</i> <i>This session will provide information on the changes, challenges and opportunities for registering biopesticides and biostimulants internationally. Discussions include trends in dossier production and changes in guidelines for biological products in Europe, challenges with registering biological controls internationally, and the investment necessary to develop and support international registrations of biological control products.</i>
10:30 am – 11:00 am	Coffee Networking Break <i>sponsored by the Biotechnology Innovation Organization</i> Location: Sunset Foyer
11:00 am - 12:00 pm	Expanding Use of Microbial Technologies Across the Globe Location: Sunset Ballroom A Moderator: Michael Larose, <i>BioSafe Systems</i> Speakers: Sandeepa Kanitkar, <i>Kanbiosys</i> ; Tom Mason, <i>Dudutech</i> ; and Vijay Choppakaatla, <i>BioSafe Systems</i> <i>This session will examine the new microbial technologies being developed in all parts of the planet. Speakers from Asia, Europe and North America will discuss the different ways and venues where microbial technologies are starting to change the face of agriculture for future generations.</i>
12:00 pm - 1:30 pm	International Symposium Lunch <i>sponsored by Bayer</i> Location: Sunset Terrace
1:30 pm - 2:30 pm	U.S. Legislative Case Study Location: Sunset Ballroom A Moderator: Jeff Blackwood, <i>BASF</i> Speakers: Richard Gupton, <i>Agricultural Retailers Association</i> ; Hunt Shipman, <i>Cornerstone Government Affairs</i> ; and Virginia Ruiz, <i>Farmworker Justice</i> <i>This session will use the legislative process in the United States regarding the enactment of the Pesticide Registration Improvement Act (PRIA) as a case study exploring how Public Policy related to pesticides, particularly biopesticides, is influenced by a variety of stakeholders and even unrelated issues.</i>
2:30 pm – 4:00 pm	Uniqueness and Harmonization Efforts of Biostimulants Internationally Location: Sunset Ballroom A Moderator: Roger Tripathi, <i>Global BioAg Linkages</i> Speakers: Benoît Planques, <i>Italpollina</i> ; Hong Chen, <i>TSG Consulting</i> ; Jesús Noel Yáñez Reyes, <i>GreenCorp Biorganiks de México</i> ; and Ry Wagner, <i>Global BioAg Linkages</i> <i>This session will provide updates on the rapidly developing industry of biostimulants in Europe, the United States, and other parts of the world. Speakers will explore if it will be possible to develop a harmonized regulatory framework for biostimulant products across the globe or is such a possibility just wishful thinking.</i>
4:00 pm – 4:30 pm	Coffee Networking Break <i>sponsored by Acadian Plant Health</i> Location: Sunset Foyer
4:30 pm – 5:00 pm	Biological Products in Public Health Location: Sunset Ballroom A Speaker: Susanne Kluh, <i>Greater Los Angeles County Vector Control District</i> <i>This session will look at the growing role of biological products in public health all over the world and specifically in international cities like Los Angeles, California.</i>
5:00 pm – 5:30 pm	The Future of Biobological Products in China Location: Sunset Ballroom A Speaker: Antares Wang, <i>Asia Commodities and Shipping Limited</i> <i>This session will review the biopesticide history and current status in China, compare China with EU/U.S. biopesticides usage, explain China's provisional policy for biopesticides usage, and explore biological product market prospects in China.</i>

2018 INTERNATIONAL SYMPOSIUM SPEAKERS



Jeff Blackwood
BASF

Jeff Blackwood is a Senior Manager of Government Affairs for BASF in the Washington, DC office with advocacy responsibilities on legislation and policy related to BASF's Crop Protection and Bioscience Research businesses. Jeff has been working on public policy in Washington DC for over 16 years, with a specific focus on agriculture policy. Prior to joining BASF, Jeff was the director of government relations at The Fertilizer Institute in Washington, DC where he monitored and advocated legislative and regulatory matters regarding agriculture policy, chemical security, and water quality. Previously, Jeff worked for four years as Legislative Assistant to United States Senator Byron Dorgan (D-ND), advising the Senator on legislation related to agriculture policy. In this position he managed bills and amendments including several considered as part of the 2008 Farm Bill and the annual agriculture appropriations process. Prior to his work with Sen. Dorgan, Jeff was the Senior Grassroots Advocacy Advisor with the National Rural Electric Cooperative Association and spent four years as a Legislative Assistant to Congressman Brad Carson (D-OK).



Dr. Hong Chen
TSG

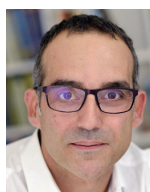
Dr. Hong Chen is the Director of Asia-Pacific Affairs at TSG and has more than 10 years of experience providing regulatory guidance and registration assistance to TSG global clients doing businesses in China and Taiwan. Her expertise lies in the compliance of a broad range of regulated product types including pesticides, sanitizers/disinfectants, fertilizers, soil amendments, consumer products, cosmetics, medical device, dietary supplements, and food and drug products.



Vijay Kumar Choppakatla
BioSafe Systems

Vijay Kumar Choppakatla currently serves as Plant Pathologist/R&D Director for BioSafe Systems, based in East Hartford, CT. Vijay holds a Ph.D in Plant Pathology from Oklahoma State University and has over ten years of field and lab experience in plant diseases and conventional/biological crop protection. As the head of BioSafe Systems research and development wing, Vijay works closely with university and industry experts in developing new product applications for plant protection in field, green houses, nurseries, hydroponics. He also runs plant, soil and irrigation water diagnostic

lab at BioSafe Systems headquarters and is a source of technical information about BioSafe's products and technologies for sales/distributor personnel and grower clients.



Manel Cervera Comabella
DunhamTrimmer

Manel has over 15 years' experience in marketing and sales of specialty fertilizers and biostimulants. He was responsible in Sustainable Agro Solutions for product and business strategy development in more than 40 countries, managing commercial teams and dealing with the constant improvement of product differentiation from a technical and commercial point of view. Manel was focused on new market research and development in a period of rapid growth of the market. Most recently, in Biovert, he was responsible for the rethinking of their commercial and marketing strategy to improve access to the market, and as Assistant Manager in the strategic definition and business management. Manel launched his own business to help small and medium companies to succeed in adding value to their commercial and marketing strategic planning. In 2017, he entered DunhamTrimmer as International Business Director based in Europe.



Sandro Frati
BiPA

Sandro Frati was born and raised in Piedmont, North-Western Italy. During his career he has had the chance to work on several aspects of biological control. He worked at the University of Torino focusing on post-harvest biocontrol in fruit and vegetables. He then earned a PhD in entomology from the University of Bologna where he worked on Tuta absoluta and on the development of ecofriendly control strategies. After several years in academia, he moved to Belgium by joining BiPA, where he leads the new business development unit. In his role, he focuses on scouting and development of new biological active ingredients. He is also directly involved in the development of organic and integrated control strategies and in the valorization of the novel biocontrol products.



Richard Gupton
Agricultural Retailers Association

Gupton represents the ag retailers' and distributors' interests before the legislative and executive branches of government, working to ensure that important ag retail-distribution issues receive fair consideration on Capitol Hill. He also manages ARAPAC, the association's political action committee. Before

joining ARA, Gupton served as deputy director of agricultural finance for the Independent Community of Bankers of America (ICBA). In that capacity, Gupton represented the interests of community banks before Congress and the Administration.

Before ICBA, Gupton served as subcommittee staff director and counsel for Senator Paul Coverdell's (R-GA) Agriculture Committee. To his credit, Gupton served as the senator's primary negotiator for the Agricultural Research and Education Reform Act of 1998, drafted comprehensive food safety legislation and managed the legislative effort to reform USDA loan programs. In addition, Gupton served as legislative counsel for Congressman Fred Heineman (R-NC) and as a law clerk for the U.S. Department of Agriculture's Office of General Counsel in Raleigh, North Carolina. Gupton is a graduate of Campbell University's Norman Adrian Wiggins School of Law, and holds a bachelor's degree in history from the University of North Carolina at Chapel Hill. He is licensed to practice law in North Carolina and the District of Columbia.



Alison Hamer **ERM**

Alison joined ERM early in 2018 as a Partner in the European regulatory affairs team. She began her regulatory career 25 years ago at the UK authority PSD, as a project manager for new active substance registrations. Alison has extensive experience supporting clients on regulatory matters related to plant protection products; including in the specific area of biologicals and biostimulants. Alison has a PhD in fungal ecology.



Sandeepa Kanitkar **Kan biosys**

Sandeepa Kanitkar is the Chairperson and Managing Director of Kan biosys. The company has sixteen state-of-the-art microbial products developed using in-house technology. All products are marketed in India and exported to over five countries routinely. The company is ISO-9001-14001 certified. Products are also certified for use in organic farming in four countries. Kan biosys has a fully functional R and D department having DSIR recognition. It has launched a unique "SAP-RTD" platform for bringing innovative solutions for farmers. Sandeepa studied agri-business management at Cornell University and industrial microbiology at the University of Pune. She has 25 years of experience in the agri-biotech sector. Sandeepa set up the Kan biosys Research and Education Foundation to accelerate lab to land transfer of technology bettering quality of life in every possible way.



Susanne Klueh **The Greater Los Angeles County Vector Control District**

Susanne Klueh is the scientific-technical director for the Greater Los Angeles County Vector Control District. She has a MS in biology from the University of Heidelberg, Germany. Susanne has many years of experience, having spent her entire career in the field of mosquito and vector control, working for the German Mosquito Control Association at first and for the past 18 years for Greater Los Angeles County Vector Control District. She enjoys that her work offers the rare opportunity, to have a direct impact on public health in the communities served, as well as the ever changing challenges the field of vector control keeps presenting.



Michael Larose **BioSafe Systems**

Michael Larose is currently the Agrichemical Segment Manager for BioSafe Systems, an international Biopesticide manufacturer with specific expertise in Crop Protection, Soil Treatment, Irrigation Water Quality, and Food Safety. Michael started his career with BioSafe in 2008, providing product technical support to specialty vegetable and fruit growers and Crop Advisors throughout the United States, with extensive time spent in the Pacific Northwest, Central California Coast, and Mid-Atlantic growing regions gaining diverse agronomic production experience and education. Michael was blessed with the opportunity to evolve in his career at BioSafe Systems transitioning into Segment Manager for Agrichemicals, now leading 13 Technical Product Advisors throughout the United States and Mexico and supporting national and regional dealer partners. Prior to his career at BioSafe Systems, Michael worked in various roles at Fidelity Investments including Intro Analyst, Strategic Investments, and Compliance Auditor. Michael graduated from Northeastern University in Boston, MA with a dual major in Marketing and Finance, with a minor in Economics and has settled his roots in beautiful New England where his family originates and is ever thankful for his loving wife and supportive family.



Juan Manuel Lopez Martinez **Seipasa**

Juan has more than 25 years of experience leading projects and teams within the agri-food sector. He worked in companies such as Nestlé, serving as head of agricultural research projects

2018 INTERNATIONAL SYMPOSIUM SPEAKERS

in the area of crop protection. He also worked as senior consultant and specialist in the agri-food sector for southern Europe and Latin America. After working in a Hispano-Belgian Foundation developing agri-food projects for the European Commission. He worked at Syngenta as Asset Manager of insecticides and nutrition for the Iberia market. Currently, he is developing projects as Seipasa's Chief Marketing Officer.



Thomas Mason **Dudutech and Bio Protection Global**

Tom Mason is Managing Director, Dudutech, as well as 2018 President of Bio Protection Global.

After graduating from the University of Cape Town with a triple major degree in Law, Management and Psychology, Tom began his professional career with Biobox, a Biotech business backed by Hedge Fund Heriot Investments in Nairobi and Johannesburg. He joined Pfizer Inc. in 2012 and was appointed the regional manager, Africa, spearheading their agricultural generics strategy as well as readying the division for an IPO on the NSE. Tom joined Dudutech in 2014 to implement a commercialisation strategy for Dudutech, a then R&D unit of Finlays Agriculture, a Swire fund subsidiary, in 2016 Tom supported the sale of the business to global private equity group Sun Capital Partners.

Tom was among 30 young African entrepreneurs selected for Stanford Universities 2017 SEED program and has been accepted to INSEAD's Global Executive MBA program for 2018.

Tom has led the commercialisation of Dudutech from a start-up into a global business with offices and representation in Africa, Europe and the Americas.



Rick Melnick **Valent BioSciences**

Rick Melnick is the Chairman of the Board of Directors for the Biological Products Industry Alliance (BPIA) and Global Brand and Senior Brand Manager for Valent BioSciences Corporation (VBC). He is also the Past President of BioProtection

Global, a global association of biocontrols associations. At VBC, Melnick's responsibilities include marketing and branding strategy in the areas of Biorational Crop Protection, Crop Enhancement, Public Health, and Forestry. His distinguished career in agriculture dates back more than 20 years including a position as Corporate Editorial Director at Meister Media Worldwide. After joining BPIA in 2005, Melnick became chair of its Public Relations committee in 2006, was elected to the BPIA Board in 2009, and was elected Chairman

in 2014. He is a member of the SYSCO IPM Advisory Council and is a former agricultural ambassador for the Mid America CropLife Association. Melnick's executive education includes courses at Stanford and the Kellogg School of Management.



Benoît Planques **Italpollina**

Benoît Planques is the global regulatory manager for Italpollina and engaged since the first discussion about the European harmonisation regulation in Paris (meeting 9 September 2009). His work has increasingly focused on plant biostimulants, and he has been actively following the development of the draft EU regulation on fertilising products for the past years, as EBIC representative at the European Commission's Fertilizer Working Group meetings.

Engaged on the standardisation of fertilizing products since 1998, he created in 2017 with the support of EBIC and AFNOR, the European Technical Committee CEN/TC 455 on plant biostimulants, which has in charge to develop several standards for the compliance with the future EU regulation.

In 2000 he obtained a master's degree in Agricultural (option plant production) at AGROSUP Dijon (France).



Jesús Noel Yáñez Reyes **GreenCorp Biorganiks de México**

Jesús is CEO of GreenCorp Biorganiks de México. He has more than 20 years of experience in promoting agricultural production. He is the founder of more than twelve companies and has developed over 250 agricultural products. Previously, he was

Deputy Director and Head of Horticulture at Universidad Autónoma Agraria Antonio Narro in Mexico. Jesús has a MS in Plant Physiology from Texas A&M. He has been recognized by the Latin American Quality Institute for his entrepreneurial work in Mexico.



Amy Roberts **Lallemand Plant Care**

Ms. Amy Roberts, now Regulatory Manager for Lallemand Plant Care, a business unit of Lallemand Inc., has over 27 years' of experience and expertise in successfully leading biopesticide registration efforts for products in the US and abroad. Ms. Roberts is recognized as an expert in biopesticide registration and in the distinctive issues related to this class of products. Ms. Roberts has extensive knowledge and insight into the workings and

procedures of the Biopesticides and Pollution Prevention Division (BPPD), the U.S. Environmental Protection Agency (EPA) division that regulates biopesticides as well as strong working relationships with U.S., Canadian and international regulators, allied organizations and trade groups. Ms. Roberts is a founding member of the Biological Products Industry Alliance (BPIA) - the trade association for this industry segment – and is a former five-term member of the Board of Directors. In addition, she is a co-chair of the Regulatory Committee and functions as the BPIA representative in a coalition of industry trade groups on pesticide issues.



Virginia Ruiz
Farmworker Justice

Virginia Ruiz, JD is Director of Occupational and Environmental Health at Farmworker Justice, a national advocacy and education organization for farmworkers in the US. She focuses on administrative and legislative advocacy and community education for farmworkers and other low-income Latino communities on issues related to environmental justice, occupational health and safety, and access to healthcare. Prior to working at Farmworker Justice, she was Staff Attorney for California Rural Legal Assistance's Indigenous Project, where she represented indigenous migrants from southern Mexico and Guatemala. Ms. Ruiz has represented farmworkers for over 20 years. She is a graduate of the College of William and Mary and Stanford Law School.



Hunt Shipman
Cornerstone Government Affairs

Hunt Shipman is a Principal and Director at Cornerstone Government Affairs in Washington, DC, where he focuses on food, agriculture, natural resource and environmental regulation and policy. Prior to joining Cornerstone, Hunt was Executive Vice President for the largest trade association serving the food and beverage industry. Previously, he was Deputy Under Secretary for Farm and Foreign Agricultural Services and served as the acting Deputy Under Secretary for Marketing and Regulatory Programs at the USDA. His other government service includes serving as Staff Director of the Senate Agriculture Committee, Professional Staff member of the Senate Appropriations Committee and as legislative assistant to Senator Thad Cochran.



Roger Tripathi
Global BioAg Linkages

Fearless Persistent Global Business Leader with broad based multinational/ multi-cultural background, worked and lived in most continents, enjoys change management challenges in taking

the businesses to the next level who doesn't believe in 'good enough'. Innovative, creative, results driven business leader with 36+ years of distinguished global experience in the agriculture industry since 1981 having worked for several years with Bayer Cropscience, Nunhems, AWB LTD/Landmark and Elders Australia. Roger recently led Acadian and Cytozyme's global innovation, sales, marketing, and business development operations. Roger holds a MBA from RMIT University Melbourne Australia, as well as a M.Sc. and B.Sc. in Agriculture, majoring in plant breeding and a minor in plant pathology.



D. Ry Wagner, Ph.D.
Global BioAg Linkages

Dr. Wagner has over 30 years of experience leading organizations in delivering new solutions for agriculture. He currently serves on the Advisory Board of Global BioAg Linkages and as an advisor to industry-leading companies in agriculture.

In his previous role as Chief Executive Officer of Agrinos AS he led the establishment of a world-class technology platform and the global expansion of commercial businesses. Prior to joining Agrinos he was Global New Ventures and Technology Leader for Dow AgroSciences. His career before Dow is divided between 16 years in academic research, and 10 years managing agricultural biotechnology start-up companies.

Dr. Wagner received his B.Sc. in Botany and Plant Pathology from Michigan State University, and his Ph.D. in Genetics from University of Washington. He spent 3 years as a researcher in the Division of Plant Industry, CSIRO, in Australia before joining the University of Oregon, where he became Professor of Biology. He then moved into business, becoming both VP Plant Genetics and Biotechnology at Exelixis, Inc., and Head of Exelixis Plant Sciences, before Exelixis Plant Sciences was acquired by Dow AgroSciences. Dr. Wagner is an author of over 30 research publications and over 70 issued patents and pending patent applications. He has also been an advisor to many international and national business forums across the world.



Antares Wang
Asia Commodities and Shipping Limited

Mr Antares Wang is the General Manager of Asia Commodities and Shipping Limited. The company focuses on investment, marketing, agrochemical and mineral trade. In addition, Mr. Wang once worked for the Argochemical Dept. of Sinochem International Group (the leading agrochemical producer and distributor in China). While working for Argochemical Dept. of Sinochem International Group, he assisted in developing a successful relationship with Monsanto covering their Asia pesticide production and sales. Mr. Wang also has experience with base chemical and petrochemical product development and marketing.

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