



Science For A Better Life

Food Value Chain Outreach

Update to ABIM, 2012

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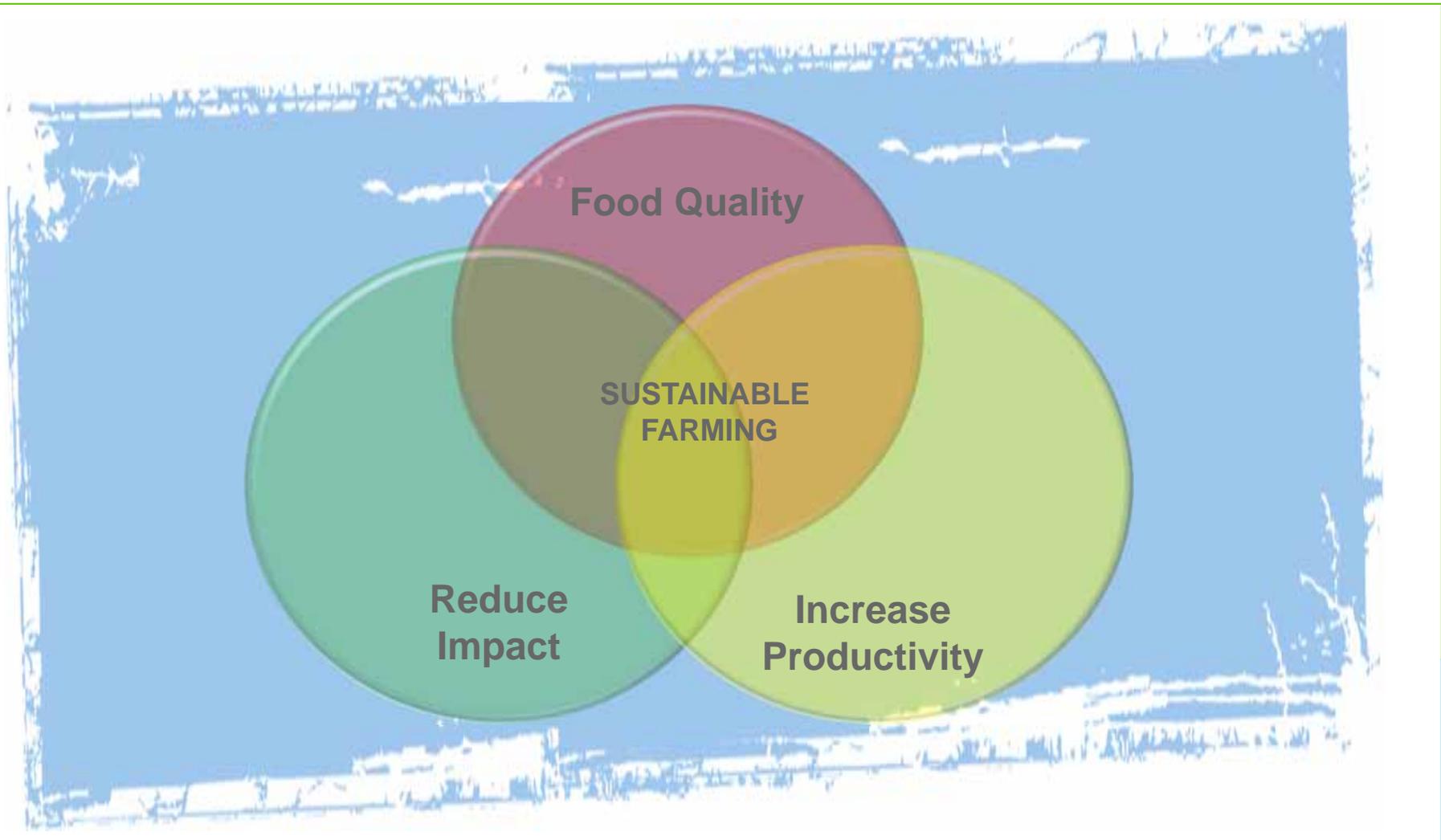
Agenda/ Content

- Market drivers for biopesticides in the food chain
- BPIA and IBMA FVC outreach project
- Next steps

The Food Chain values Sustainability: Triple Bottom Line



Sustainable farming – 3 key challenges



Food chain partners value tools which:

1. Ensure reliable crop access:
 - Efficacy
 - Resistance management
2. Manage residues or allow marketing of low residues
3. Increase productivity of agronomic programs while preserving or improving sustainability profile



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BPIA and IBMA Outreach project

Since 2010, the two largest industry associations have been developing strategies – alone and together – for conveying the benefits of biopesticides in meeting FVC goals



Structuring the project: deliverables

- Identify key European and US food companies leading the “sustainability” movement
- Engage leading food companies in their key meetings
- Build pilots demonstrating the benefits of biologics in their existing production models
- Integrate into on-going projects focused on sustainable agriculture goals

Identify those associations and companies defining sustainable food

Sustainability crosses many different factors – focus on those impacted by crop inputs or production models



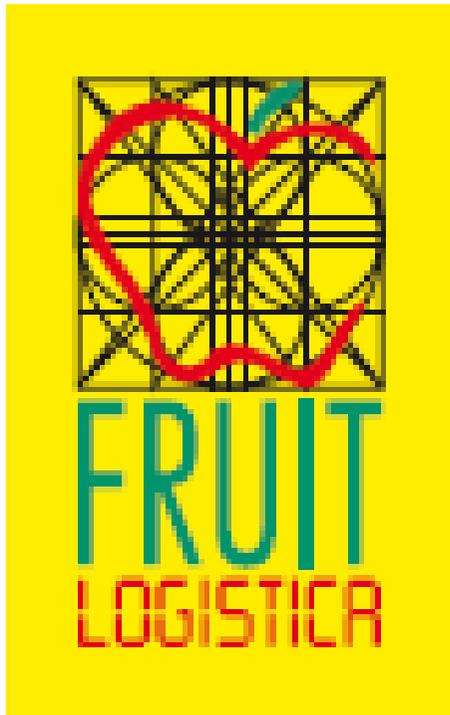
Identify those associations and companies defining sustainable food

Many companies are working, together and individually, to define sustainably-sourced food products, like:



Conveying biopesticide sustainability benefits

Objective: Engage the food companies at their key industry events



Pilot programs to demonstrate benefits

Pilot programs focus on proving of concepts:

- Improved yields without increased or with reduced fertilizer rates in potatoes, rice and other crops
- Pest control programs with reduced residues in tomato, lettuce and grape
- Organic table grape – production, handling and shelf life impacts

Engaging in existing sustainable agriculture projects

It's essential our companies are engaged in defining sustainable ag



- Next Generation Seminar series: building sustainable food production networks in rural America and among historically underserved farmer groups
- Small Farmer Intensives: teaching small farmers the benefits of sustainable agriculture
- Presidential Green Chemistry Challenge: products with incorporating green chemistry principles in manufacture or use
- Modern Agriculture framework: defining modern ag approaches for innovation, safety and sustainability



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2013: Next steps

- Increase engagement
 - Between ABIM and BPIA
 - To the food industry
- Expand pilots
- Convert pilots to commercial programs
- Consider a framework for food certification program
 - Provision of grower information and best practice
 - Recognition and accreditation
 - Company benefits and responsibilities