

**REGISTER NOW!**

# Biocontrol LATAM

Digital Event:  
24-28 August 2020

Chile Standard Time (CLT) / Coordinated Universal Time (UTC -4)  
& On-Demand Afterwards

## ACCELERATING BIOCONTROL PRODUCT DEVELOPMENT IN LATIN AMERICA: CONNECTING THE DOTS BETWEEN DISCOVERY, REGULATION AND COMMERCIALIZATION

Environmental Considerations. Regulatory Requirements and  
Changes. Mechanisms of Action. Emerging Technologies.  
Biocontrol. Biopesticides. Biological products.

#BIOCONTROLLATAM

Organised by: **New AG**  
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Contact us for details of the opportunities available:  
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[informaconnect.com/biocontrollatam/](https://informaconnect.com/biocontrollatam/)

## Featured Speakers



**Nicolas Cock Duque**  
President, BioProtection Global  
and External Affairs Manager  
ECOFLOA, A GOWAN GROUP  
COMPANY



**Antonio Carlos Zem, Ph.D.**  
CEO  
BIOTROP



**Nuri Gras Rebolledo**  
Executive Secretary of the  
Chilean Food Strategy Agency  
ACHIPIA



**Emilio Montesinos, Ph.D.**  
Professor of Plant Pathology and  
Microbiology and Laboratory Head  
Girona University



**Norberto Arias**  
Agronomic Engineer and Director  
AGROCHEM CONSULTORES S.R.L.



**Margarita Rodriguez**  
Regulatory Affairs Manager  
MARRONE BIO INNOVATIONS



**Maribel Parada**  
President  
RED CHILENA DE BIOINSUMOS



**Gabriel Mina Alejandro**  
Product Manager  
RIZOBACTER

## BOOST YOUR SUCCESS WITH GUIDANCE & INFORMATION FROM INDUSTRY EXPERTS

### UPDATE YOUR REGULATORY KNOWLEDGE ON WHAT'S HAPPENING IN THE BIOCONTROL INDUSTRY

- Hear directly from regulators: the official governmental authorities for biological products in Chile and regulatory experts from, Argentina, Colombia & Latin America countries
- An insight in the pipeline of new product registration from prices and timelines to commercialization
- Expand your networking: discover new biopesticide companies & meet 300+ industry experts

### UNDERSTAND HOW TECHNOLOGY IS BEING USED IN BOTH ROW AND SPECIALTY CROPS

- Learn how microbial consortium products can help the environment and increase vegetable yield while managing the main local diseases: Botrytis, Fusarium & Pseudomonas
- Combining biocontrol products with soil application: a positive increase in profitability and crop yield
- Discover from RIZOBACTER how the first biofungicide in Argentina is being used to treat wheat and soybean crops

### INSIGHT INTO PRODUCTION, FORMULATION AND NEW TECHNOLOGIES

- Review how synthetic antimicrobial & plant defence elicitor peptides can be used to develop novel biopesticide products – a talk by Professor Emilio Montesinos
- Hear about semiochemicals and latest application technology to control pests in specialty and row crops on a global scale, focusing on India, Brazil, Argentina and Mexico
- Understand the mode of action & science behind biocontrol products

# Monday/Lunes 24 August 2020

09:30-17:00 Chile Standard Time (CLT) / Coordinated Universal Time (UTC -4)

	<b>KEYNOTE Session: A Place for Positive Change in Agriculture and Sustainability</b>	<b>Un lugar para el cambio positivo en la agricultura y la sostenibilidad</b>
09:30 - 09:50	<b>Food Safety and Sustainable Production Systems</b> (Delivered in Spanish with English subtitles) Nuri Gras Rebolledo, Executive Secretary, Chilean Food Strategy Agency, ACHIPIA, Chile	<b>Seguridad alimentaria y sistemas de producción sostenibles</b> Nuri Gras Rebolledo, Executive Secretary of the Chilean Food Strategy Agency, ACHIPIA, Chile
9:50 - 10:00	<b>LIVE Q&amp;A (Spanish)</b> Our Moderator will be on hand to assist with translating any questions that are asked in English.	<b>EN VIVO: Preguntas y Respuestas</b>
10:00 - 11:00	<i>Networking Time with Exhibitors</i>	<i>Networking con los expositores</i>
11:00- 11:45	<b>LIVE panel (Delivered in Spanish)</b> <b>Panel Presentation: What are Farmers and Growers Concerns and Requests in Latin America?</b> Juan Pablo Bentin, COO, Valle y Pampa, Peru Maribel Parada, PhD., President, Red Chilena de Bioinsumos, Chile Eduardo Donoso, Director, Bioinsumos Nativa, Chile Andres France, Ph.D., Phytopathology Specialist, INIA, Chile	<b>EN VIVO: Panel de discusión</b> Panel de discusión: ¿Cuáles son las preocupaciones y solicitudes de los agricultores y productores en América Latina? Juan Pablo Bentin, COO, Valle y Pampa, Peru Maribel Parada, PhD., President, Red Chilena de Bioinsumos, Chile Eduardo Donoso, Director, Bioinsumos Nativa, Chile Andres France, Ph.D., Phytopathology Specialist, INIA, Chile
12:00 - 14:00	<i>Networking Time with Exhibitors</i>	<i>Networking con los expositores</i>
	<b>Tackling Common Pests and Crop Diseases in Latin America</b>	<b>Abordando las plagas comunes y las enfermedades de los cultivos en América Latina</b>
14:00 - 14:20	<b>Launching a Biocontrol Product to the Market Against Botrytis cinerea: A Success Story of Profitability and Increase in Grape, Fruit and Tomato Yields with Soil Application</b> (Delivered in Spanish with subtitles in English) Yerko Calquin, Market Development Agronomist, Bayer Chile, Chile	<b>Lanzando al mercado un producto de biocontrol contra Botrytis cinerea: una historia exitosa de rentabilidad y aumento del rendimiento en la producción de uva, fruta y tomate con la aplicación en el suelo</b> Yerko Calquin, Market Development Agronomist, Bayer Chile, Chile
14:20 - 14:40	<b>Microbial Consortium Products: A Better Solution for Modern Agriculture</b> (Delivered in Spanish with subtitles in English) Andres Gonzalez, Manager Director, BIOPACIFIC, Chile	<b>Productos del Consorcio Microbiano: una mejor solución para la agricultura moderna</b> Andres Gonzalez, Manager Director, BIOPACIFIC, Chile
14:40 - 15:10	<b>LIVE Q&amp;A &amp; Discussion with Speakers</b> Yerko Calquin, Market Development Agronomist, Bayer Chile, Chile Andres Gonzalez, Manager Director, BIOPACIFIC, Chile Our Moderator will be on hand to assist with translating any questions that are asked in English.	<b>EN VIVO Preguntas y respuestas &amp; discusiones con los oradores:</b> Yerko Calquin, Market Development Agronomist, Bayer Chile, Chile Andres Gonzalez, Manager Director, BIOPACIFIC, Chile
15:10 - 16:00	<i>Networking Time with Exhibitors</i>	<i>Networking con los expositores</i>
16:00 - 17:00	<b>LIVE NETWORKING : GET TO KNOW OTHERS!</b> Within this smaller group (10 tables 10 people): (5 tables Spanish speaking only 5 tables multi lingual) • Within these smaller groups people can introduce themselves and their company and clarify their interest in Chile & LATAM • Theme: Share your story: In your group, share more about yourself, your role and how you ended up working within Agriculture. OR set up your own 1-2-1 meetings!	<b>SOCIALIZANDO EN VIVO: ¡CONOZCA A OTROS!</b> Dentro de grupos más pequeños (10 mesas 10 personas. 5 mesas para hispano parlantes y 5 mesas multi-idioma) usted podrá: • presentarse usted mismo y a su empresa • aclarar su interés en Chile y LATAM • Comparta su historia en su grupo, comparta más sobre usted, su responsabilidades de trabajo y cómo terminó trabajando en Agricultura. O planifique sus reuniones 1-2-1 com una sólo persona!
17:00	<i>End of Conference Day</i>	<i>Fin del día de la conferencia</i>

# Tuesday/Martes 25 August 2020

09:30-16:00 Chile Standard Time (CLT) / Coordinated Universal Time (UTC -4)

	<b>Biocontrol Market Access and Commercialization Opportunities in Latin America</b>	<b>Acceso al mercado de biocontrol y oportunidades de comercialización en América Latina</b>
09:30 - 09:50	<b>Distribution Opportunities: An Overview on How Biologicals are Being used in Latin America from the Distributor Perspective</b> Alfonso Besa Tagle, Marketing Manager, NS Agro, Chile (Delivered in Spanish with English subtitles)	<b>Oportunidades de distribución: una visión general sobre cómo se los productos biológicos están siendo utilizados en América Latina desde la perspectiva del distribuidor</b> Alfonso Besa Tagle, Marketing Manager, NS Agro, Chile (presentado en Español con subtítulos en inglés)
9:50 - 10:00	<b>LIVE Q&amp;A (Spanish)</b>	<b>EN VIVO: Preguntas y Respuestas</b>
10:00 - 11:00	<i>Networking Time with Exhibitors</i>	<i>Networking con los expositores</i>
11:00- 11:45	<b>LIVE Panel Discussion: How are Biocontrol Products Being Brought to the Latin America Market? A Perspective from the Industry (English)</b> Ronan Kempf, Global Development and Marketing Director, Agrauxine, France Andres Gonzalez, Manager Director, BIOPACIFIC, Chile	<b>EN VIVO: Panel de discusión: ¿Cómo se llevan los productos de biocontrol al mercado latinoamericano? Una perspectiva de la industria (Inglés)</b> Ronan Kempf, Global Development and Marketing Director, Agrauxine, France Andres Gonzalez, Manager Director, BIOPACIFIC, Chile
11:45 - 12:45	<b>NETWORKING TIME</b> An opportunity to visit virtual booths and take part in your own 1-2-1 networking with fellow attendees	<b>TIEMPO DE NETWORKING</b> Una oportunidad para visitar los estands virtuales y forma parte de tus propio networking con compañeros de la industria
12:45 - 13:45	<b>ON DEMAND VIEWING Product showcase sessions</b> Sponsors/farmers to show in field how their products are applied etc with easy to follow explanation	<b>VEA A DEMANDA Sesiones de exhibición</b> Patrocinadores / agricultores mostrando en el campo cómo se aplican sus productos, etc. con una explicación fácil de seguir
15:00 - 15:45	<b>BIOCONTROL LATAM QUIZ</b>	<b>Juego de acertijos Biocontrol LATAM</b>
15:45	<i>End of Conference Day</i>	<i>Fin del día de la conferencia</i>



“The COVID-19 outbreak has produced many turbulence in our lives. We are facing a worldwide crisis and because of this, new challenges are arising. Communication and co-operation are presented a variety of ways.

RED LATAM members are aware that this new momento calls for adjustments and that is why we support our media-partner New Ag International in the new digital format of the Biocontrol Latam Congress.

We will continue working and sharing technical developments with our clients and friends thanks to the efforts of New Ag International in the organization of this new event version!

**“Extraordinary moments requires extraordinary attitudes”**. – Norberto Arias, Director, Agrochem Consultores S.R.L.

“Biocontrol Latam is a key industry event, a rich environment for discussion and networking focused on one of the most dynamic and challenging biocontrol markets worldwide. Biotrop is going to deliver a presentation on the tremendous success and biological technology promotion in the last few years. Definitely a remarkable event”. – Antonio Carlos Zem, Ph.D., CEO, BIOTROP



# Wednesday/Miércoles: 26 August 2020

09:30-17:20 Chile Standard Time (CLT) / Coordinated Universal Time (UTC -4)

	<b>Agricultural Policies and Regulatory Considerations</b>	<b>Políticas agrícolas y consideraciones regulatorias</b>
09:30 - 09:50	<p><b>Proposed Guidelines for the Harmonization of Concepts and Criteria for the Recognition of Compounds of Low Public Health Concern that are Considered Exempted from the Establishment of Codex Maximum Residue Limits</b> (Delivered in Spanish with English Subtitles) Eduardo Aylwin Herman, Agronomist, ACHIPIA</p>	<p><b>Anteproyecto de directrices para la identificación de compuestos de baja preocupación en materia de salud pública que pueden estar exentos de límites máximos de residuos del CODEX (CXL) o que no dan lugar a residuos</b> (Presentado em Español com subtítulos em Inglês) Eduardo Aylwin Herman, Agronomist, ACHIPIA, Chile</p>
9:50 - 10:00	<b>LIVE Q&amp;A questions</b>	<b>EN VIVO: Preguntas y Respuestas</b>
10:00 - 11:00	<i>Free Time &amp; Networking Time With Exhibitors</i>	<i>Tiempo libre &amp; networking con los expositores</i>
11:00 - 12:00	<p><b>LIVE Panel Discussion: Panel Discussion with RED Latam &amp; Regulators: Can We Harmonize the Biocontrol Regulations Amongst Latin America Countries? Critical Control Points</b> (Delivered in Spanish) Norberto Arias, Agronomic Engineer and Director, Agrochem Consultores S.R.L. Maria Luiza M. P. Castro, Director, CESIS Sebastián Gómez, Responsible for Biologics, SENASA, Argentina SAG and ICA invited but not yet confirmed.</p>	<p><b>EN VIVO: Panel de discusión: Panel de discusión con RED Latam y reguladores: ¿podemos armonizar las regulaciones de biocontrol entre los países de América Latina? Puntos críticos de control '</b> (Presentado em Español) Norberto Arias, Agronomic Engineer and Director, Agrochem Consultores S.R.L., Argentina Maria Luiza M. P. Castro, Director, CESIS, Brazil Sebastián Gómez, Responsible for Biologics, SENASA, Argentina SAG and ICA invited but not yet confirmed.</p>
12:00 - 14:00	<i>Networking Time with Exhibitors</i>	<i>Networking con los expositores</i>
	<b>Regulatory Discussion Sessions</b>	<b>Sesiones de debate regulatorio</b>
14:00 - 14:20	<p><b>Comparing Biocontrol Regulatory Landscapes Globally</b> Alessanra Moccia, Regulatory Affairs Director, Suterra Europe Biocontrol, Spain</p>	<p><b>Comparando globalmente las regulaciones de productos de biocontrol</b> Alessanra Moccia, Regulatory Affairs Director, Suterra Europe Biocontrol, Spain</p>
14:20 - 14:40	<p><b>Regulatory Agency Initiatives to Adopt Bioprotection Products in LATAM</b> Margarita Rodriguez, Regulatory Affairs Manager, Marrone Bio Innovations, USA</p>	<p><b>Iniciativas de la agencias reguladoras para adoptar productos de bioprotección en LATAM</b> Margarita Rodriguez, Regulatory Affairs Manager, Marrone Bio Innovations, USA</p>
14:40 - 15:00	<p><b>Regulatory Field Trials for Biological Products in Brazil and LATAM– Requirements and Particularities</b> Carolina Bianchi, Project Coordinator of Field Management Division, Vigna Brasil Group, Brazil</p>	<p><b>Regulaciones de campos de ensayo de productos biológicos en Brasil y LATAM: requisitos y particularidades</b> Carolina Bianchi, Project Coordinator of Field Management Division, Vigna Brasil Group, Brazil</p>
15:00 - 15:30	<p><b>LIVE Q&amp;A WITH SPEAKERS</b> Alessanra Moccia, Regulatory Affairs Director, Suterra Europe Biocontrol Margarita Rodriguez, Regulatory Affairs Manager, Marrone Bio Innovations Carolina Bianchi, Project Coordinator of Field Management Division, Vigna Brasil Group, Brazil</p>	<p><b>EN VIVO Preguntas y respuestas &amp; discusiones con las oradoras:</b> Alessanra Moccia, Regulatory Affairs Director, Suterra Europe Biocontrol Margarita Rodriguez, Regulatory Affairs Manager, Marrone Bio Innovations Carolina Bianchi, Project Coordinator of Field Management Division, Vigna Brasil Group, Brazil</p>
15:30	<i>End of Conference Day</i>	<i>Fin del día de la conferencia</i>

# Thursday/Jueves 27 August 2020

09:30-15:45 Chile Standard Time (CLT) / Coordinated Universal Time (UTC -4)

	Biological Product Analysis and Requirements in Latin America: Case Studies, Analytics and Field Trials	Análisis y requisitos de productos biológicos en América Latina: estudios, análisis y campos de ensayo
09:30 - 09:50	<b>A Biological Success Story: Insight from BIOTROP</b> (English with Spanish subtitles) Antonio Carlos Zem, Ph.D., CEO, BIOTROP, Brazil	<b>BIOTROP: una historia de éxito biológico</b> (Presentado en Inglés con subtítulos em Español) Antonio Carlos Zem, Ph.D., CEO, BIOTROP, Brazil
9:50 - 10:20	<b>Developing a Biocontrol Agent for Chile – Case Study Example</b> (English with Spanish subtitles) Antoine Martin, Head of Development, Agrauxine, France	<b>Desarrollando un agente de biocontrol para Chile: ejemplo de estudio</b> (Presentado en Inglés con subtítulos em Español) Antoine Martin, Head of Development, Agrauxine, France
10:20 - 10:50	<b>LIVE Q&amp;A WITH SPEAKERS</b> Antonio Carlos Zem, Ph.D., CEO, BIOTROP, Brazil Antoine Martin, Head of Development, Agrauxine, France	<b>EN VIVO: Preguntas y Respuestas con los oradores:</b> Antonio Carlos Zem, Ph.D., CEO, BIOTROP, Brazil Antoine Martin, Head of Development, Agrauxine, France
10:50 - 12:30	Networking Time with Exhibitors	Networking con los expositores
	Biological Product Development, Formulation and Shelf Life	Desarrollo de productos biológicos y formulación
12:30 - 12:50	<b>Modes of Action of Biological Organisms and their Importance in Agriculture</b> (Spanish with English subtitles) Miguel Uribe, Technical Leader in Biological Products, Invesa, Colombia	<b>Modos de acción de los organismos biológicos y su importancia en la agricultura</b> (Presentado en Español con subtítulos en Inglés) Miguel Uribe, Technical Leader in Biological Products, Invesa, Colombia
12:50 - 13:00	<b>LIVE Q&amp;A with Miguel Uribe, Technical Leader in Biological Products, Invesa, Colombia</b> (Spanish)	<b>EN VIVO: Preguntas y Respuestas con Miguel Uribe, Technical Leader in Biological Products, Invesa, Colombia</b> (en Español)
13:00 - 14:00	Networking Time with Exhibitors	Networking con los expositores
14:00	<b>PLEASE SELECT ONE OF THE FOLLOWING PRESENTATIONS TO JOIN!</b> Don't worry, the other presentations will be available on demand for you to watch at a later convenient time!  <b>PRESENTATION 1:</b> (Delivered in Spanish) <b>Replacing Chemical Fungicides with Biofungicides in Seed Treatment</b> Gabriel Mina Alejandro, Product Manager, RIZOBACTER  <b>PRESENTATION 2:</b> (Delivered in English) <b>Antimicrobial and Plant Defence Elicitor Peptides: From Discovery to Development of Novel Biopesticides</b> Emilio Montesinos, Ph.D., Professor of Plant Pathology and Microbiology and Laboratory Head, Girona University  <b>PRESENTATION 3:</b> (Delivered in English) <b>The Semiochemical Industry: Modifying the Insect Behaviour to Achieve Effective Pest Control in Specialty and Row Crops</b> Agenor Mafra-Netro, Ph.D., CEO, ISCA Inc  After presentations you will be joined by speakers for live Q&A discussion.	<b>¡SELECCIONE UNA DE LAS SIGUIENTES PRESENTACIONES PARA UNIRSE!</b> ¡No se preocupe que las otras presentaciones estarán disponibles a demanda para que las vea en otro momento mas conveniente!  <b>PRESENTACIÓN 1:</b> (Presentado em Español) <b>Sustituyendo los fungicidas químicos por biofungicidas en el tratamiento de semillas</b> Gabriel Mina Alejandro, Product Manager, RIZOBACTER  <b>PRESENTACIÓN 2:</b> (Presentado en Inglés) <b>Péptidos para defensa antimicrobiana y vegetal: del descubrimiento al desarrollo de nuevos biopesticidas</b> Emilio Montesinos, Ph.D., Professor of Plant Pathology and Microbiology and Laboratory Head, Girona University, Spain  <b>PRESENTACIÓN 3:</b> (Presentado en Inglés) <b>Industria bioquímica: modificando el comportamiento de los insectos para lograr un control efectivo de plagas en cultivos especializados y en cultivos de hileras</b> Agenor Mafra-Netro, Ph.D., CEO, ISCA Inc, USA  Tras las presentaciones podrá discutir en vivo con los oradores

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