

A long term participating small company questioning some of the recent developments of the industry

Frank Volk (Biofa AG)

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Member of



BIOFA

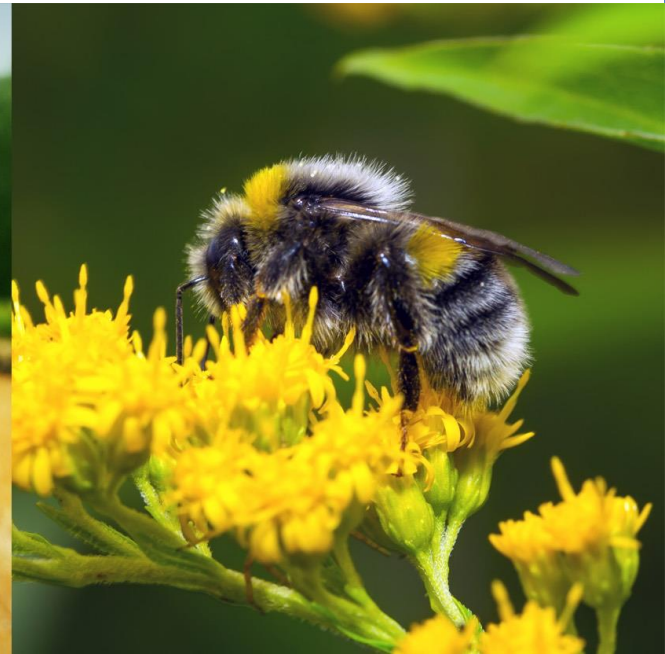
Bio-Farming-Systems



**Organic Plant
Protection**



**Organic
Fertilizers**



**Beneficial
Insects**



Our Intention

Our Intention

Organic Agriculture



Replacement of chemicals



Sustainability





Location

Location



Biofa AG
Rudolf-Diesel-Straße 2
72525 Münsingen
Germany



Location – Region Swabian Alb



Location – Company Building





Company Facts

Foundation in 1979

- first German company selling organic plant protection products
- Launch of plant strengtheners based on seaweed, plant extracts and clay minerals
- Focus on growers with sensitivity regarding Environmental Protection and public health



2000

- Due to the sudden death of the founder/ managing director, BIOFA was taken over by Dr. Schaette AG, Frank Volk and Stefan Reißner



Frank Volk

2003

- Taking over of 6 registered insecticides
- Distribution rights for several products



2008 – 2011

- **Annex I-inclusion of Diatomaceous Earth (SiO_2) as Insecticide**
- **Annex I-inclusion of Lime sulfur as fungicide**



**Several distributors,
partners and customers
all over the European
Union**





Our Vision

Who we are and where we come from

- **Dedication to Organic Farming**
 - This means our whole product range has to be in line with the principles of organic farming according to the EU-Guidelines
 - Biofa AG keeps a close link to Organic Growers Associations and IFOAM. We adjust their needs to our economic opportunities.

Biofa shoulders responsibility for Organic Farming

Our strategic position

- From organic to IP
 - We bring in a long term experience in using BCAs in organic production
- Biofa goes Europe
 - Harmonization under the Regulation (EC) 1107/2009 as a chance

Our main focus is on specialty crops like vine, fruits and vegetables.

But we also have a wide offer for all other areas of organic agriculture.



beneficial
insects



fertilizers



vegetables



viticulture



pome fruits



stone fruits



ornamental
plants



soft fruits



arable
farming



storage
protection



hygiene in
animal house



potatoes

Own Registration efforts under 1107/2009/EC

SilicoSec[®]

Diatomaceous Earth



VitiSan[®]

Potassium bicarbonate



CURATIO[®]

*Calcium polysulphide;
Lime sulfur*



PPPs on national level

Baculovirus, Orange Oil, etc.



Own Registration efforts under EU-Guideline 528/2012

InsectoSec[®]

Diatomaceous Earth

**Natural biocide for
poultry farmers
and professional
pest controllers**





Questioning recent developments

Motivation of the Global Players

- **Hard chemicals – the end of an era?**
 - Revival of the traditionally essentials Copper, Sulphur, Mating Disruption, *Bt*, etc.
- **Tempting rates of increase in biocontrol business**
 - Where is the market – where are the best opportunities?
 - What is the best way to participate?
- **Global hunt for new biological control agents**
 - Are the expectations viable or unrealistic?

Small companies – underdog or driving force?

- **How to keep up?**
 - Uniqueness
 - Occupy the niche
 - Highly educated people dedicated to biocontrol and economics
- **Who leads the lobbyism for BCAs?**
 - Is it just a question of human and financial resources?
- **Softening the borders between soft chemicals and BCAs**
 - Risk for organic production or chance for new markets for BCAs?

Regulatory issues



Thank you very much
for your attention.



www.biofa-profi.de