

# 2<sup>nd</sup> High Oleic Oils Congress

**How to move forward the HO oil market  
from a niche to a specialty?**

**Paris, September 2 - 4, 2015**



HIGH OLEIC OIL  
MARKET

## Sponsors

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### Gold



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## Venue

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**FIAP Jean Monnet, 30 rue Cabanis, 75014 Paris, France**

How to reach the FIAP:

- Within Paris: take metro Line 6 and hop off at Glacière station.
- From Roissy Airport: take RER B and hop off at Denfert Rochereau station, 800m from the FIAP.
- From Orly Airport: take the Orlyval train and hop off at Antony station, then take RER B and hop off at Denfert Rochereau station, 800m from the FIAP.

## Online Registration & Information

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Register on <http://higholeicmarket.com/registration/>

Registrations will only be accepted until August 3, 2015.

### Information

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# Program

## Wednesday, September 2<sup>nd</sup>

### SESSION 1 - AGRICULTURAL LANDSCAPE & PRODUCTION ANALYSIS

#### 09.00 - 10.30 Registration & Morning Coffee

10.30 - 11.00 Welcome & Congress Introduction

11.00 - 11.30 2014/15 Supply Analysis of HO Oils in Europe - Jose Angel Olivero (Lipidos Santiga, Spain)

11.30 - 12.00 The North American HO Canola Oil 2014/15 Market - Kyle Marinkovich (Cargill, USA)

12.00 - 12.30 HO oilseeds & oils 2014/15 market in Latin America - Archibaldo Salvador (Syngenta, Argentina)

#### 12.30 - 14.00 Lunch

14.00 - 14.30 The WOSR HOLL pipe line in Europe: Products Performance and Perspective - Jean-Pierre Despeghel (Monsanto, France)

14.30 - 15.00 The development of HOLL Oilseed Rape in Switzerland: a success story - Corinne Mugny (Agroscope, Switzerland)

15.00 - 15.30 HOLL Oilseed Rape in the Field - Interview of Andrew Ward (Farmer, UK)

15.30 - 16.00 Breeding for HO Sunflower: 30 Years of Genetic Improvement - Thierry André (Soltis, France)

#### 16.00 - 16.30 Networking Coffee Break

16.30 - 17.00 Explaining the different Premium Payment Systems in the HO sunflower - Luis Carlos Alonso (Syngenta, Spain)

17.00 - 18.30 Roundtable discussion with farmers: feedback on HO sunflower in Western EU, Central EU and Southern EU.

## Thursday, September 3<sup>rd</sup>

### SESSION 2 - CHANGES IN HO OILS DEMAND

10.00 - 10.30 Adverse effect of trans fats and the presence of trans fat in popular foods in Europe. There is reason for concern - Steen Stender (Copenhagen Univ. Hospital, Denmark)

10.30 - 11.00 Impacts of food policy on the markets for dietary fats - examples from Denmark - Jørgen Dejgaard Jensen (Copenhagen Univ., Denmark)

#### 11.00 - 11.30 Networking Coffee Break

11.30 - 12.00 HO Sunflower oil as a corner stone in corporate responsibility and responsible sourcing in the food industry - Rogier Verkarre (Poco Loco, Belgium)

12.00 - 12.30 TBC

#### 12.30 - 14.00 Lunch

14.00 - 14.30 Oleochemical building blocks from HO feedstock - Rolf Blaauw (Food & Biobased Research, the Netherlands)

14.30 - 15.00 Formulation of Industrial Lubricants with HO Oils - Marie Verdier (Motul, France)

15.00 - 15.30 European Market Reaction to high HO sunflower Oil Prices in 2014/15 - Olivier Delannoy (F&A, France)

15.30 - 16.00 What drives the HO Sunflower Premium - Antoine Morin (Saipol, France)

#### 16.00 - 16.30 Networking Coffee Break

16.30 - 18.00 Roundtable discussion: What's hot on the HO oil market in 2014/2015?

**20.30 Congress Dinner & Boat Tour on the Seine River by night**

## Friday, September 4<sup>th</sup>

### SESSION 3 - CHANGING HO AGRICULTURE & INVESTMENT POTENTIAL

10.00 - 10.30 High Oleic Soybeans: Adding value for today's market needs - Macy Merriman (Pioneer, Belgium)

10.30 - 11.00 Ultra High Oleic Sunflower Oil - Lucas Pan (Advanta, Argentina)

#### 11.00 - 11.30 Networking Coffee Break

11.30 - 12.00 Recent Progress in Improving Yield and Quality of Oil Palm - Denis Murphy (South Wales Univ., UK)

12.00 - 12.30 HO oil and Microorganism - Fabrice Turon (F&A, France)

#### 12.30 Farewell & Closing

## Speakers Bios

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**Dr. Luis Carlos Alonso** started as a plant breeder at Koipesol Semillas in 1976 to become general manager in 1993. Luis Carlos joined Syngenta in 1999 and he is now global oilseed expert since 2012; He is supporting the territories to develop integrated solutions and build cooperation with oil industry. Luis Carlos studied agronomy and biology in the University Columbia (Missouri, USA) and Sevilla (Spain, EU), from which he was Associate Professor from 1985 to 2012.

**Thierry André** is the research manager of Soltis which is an international plant breeding organization specialized in sunflower breeding. Soltis is a joint subsidiary of Euralis and Limagrain. Thierry André is involved in sunflower breeding for the past 25 years; he is graduated in agronomy and plant breeding.



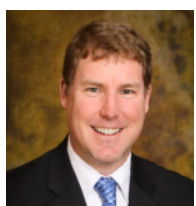
**Rolf Blaauw** is a senior researcher at Food & Biobased Research, a contract research institute within Wageningen University and Research Centre, The Netherlands. He focuses on chemical conversion of sugars and oils to building blocks for plastics, paints, adhesives and thermoset resins. He is the coordinator of the recently started EU-funded COSMOS project, which aims to produce medium-chain (C10-C14) oleochemicals from camelina and crambe oil.

**Olivier Delannoy** joined FAT & Associés in 2014 as a Research Analyst. He previously worked at Solvay's purchasing department to ensure RSPO commitments from oleochemicals suppliers and helped elaborate communication and lobbying strategies at the European Biogas Association. Olivier holds a Master's degree from Grenoble School of Management and a MSc. in Environmental Science from Université libre de Bruxelles.



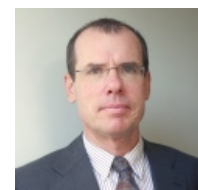
**Jean-Pierre Despeghe** leads the EAME oilseeds breeding for Monsanto since 2005. He started as a winter oilseed rape breeder in 1982 at Cargill, and had created numerous double low varieties which had been fundamental for the move from single to double low quality in EU. He has developed the first phoma resistant hybrids in winter oilseed rape, the first spring oilseed rape hybrid in EU, and the first HOLLI varieties in both spring and winter oilseed rape.

**Jørgen Dejgaard Jensen** is Associate Professor at the Department of Food and Resource Economics at the University of Copenhagen. His 25 years' experience research activities span from basic academic research to research-based counselling activities for policy making in the Danish government. One of his key research interests is the interaction between economics and public health nutrition, and the potential roles of economic incentive instruments in food markets.



**Kyle Marinkovich** leads global marketing for Cargill's Specialty Seeds & Oils business unit. In his role he is responsible for grower, innovation and oils marketing as well as the oils product lines. Joining Cargill in 2005, Kyle has held various roles in marketing across the North American food ingredients businesses. He has been with Specialty Seeds & Oils since 2011.

**Macy Merriman** leads the Government Affairs activities in Europe for Pioneer Hi-Bred, a DuPont business since 2001. He represents Pioneer to the European Union institutions, and participates in industry groups including Europa Bio and the European Seed Association, where he has chaired several committees. Merriman studied economics, history and languages in the United States and Europe, and graduated first in his class at Thunderbird School of Global Management in Glendale, Arizona, from which he earned his MBA.



## Speakers Bios



**Antoine Morin** is senior trader at SAIPOL since 2000. In this position, Antoine MORIN manages contracts for trading and production of High Oleic rapeseed and sunflower seeds. Before joining SAIPOL, he was the relationship manager with oilseed producers at FOP since 1990 (French Oilseeds Producers Union).

**Corinne Mugny** graduated in Plant Biology from the University of Fribourg, Switzerland. She is working as a junior scientist since 2012 in Agroscope, the Swiss federal research institute for the agri-food sector. Her research focuses on the development of oilseed rape with very low linolenic acid content, with a special emphasis on innovative production technologies. This project, partly financed by the Commission for Technology and Innovation (CTI), was developed with different partners of the HOLL oilseed rape value chain.



**Denis Murphy** was trained in lipid biochemistry and was a Fulbright Scholar at the University of California. He is currently Professor and Head of the Genomics and Computational Biology Research Group at the University of South Wales, UK. For the past ten years he has been Chair of the Biology Advisory Committee at the Malaysian Palm Oil Board where he is involved in facilitating the use of modern biotechnologies to improve oil palm as the premier global oil crop.

**Jose Angel Olivero** is sales director at Lipidos Santiga, S.A. since April 1996. He has developed international trade of oils & fats for food, feed and oleochemical in more than 40 countries worldwide. Previously, Jose Angel led the sales department at Cargill Spain from May 1989 to March 1996, and developed sales of seed and tropical oils on the Spanish and Portuguese markets.



**Lucas Pan** is a Biochemist, with Graduate studies in Food Science & Technology, as well as Business Administration. He has been working in the fats & oils business since 1998, especially focused in sunflower. He joined Advanta Seeds in 2008 as Fats & Oils Leader, and is currently in charge of the Nutrisun Business Unit, a division of Advanta Seeds devoted to the development and commercialization of Specialty Traits.

**Steen Stender** is a Lab director at Department of Clinical Biochemistry, Copenhagen University Hospitals, Herlev/Gentofte, a medical doctor, professor in prevention of heart disease and author or coauthor in more than 200 scientific papers. Steen Stender served as a chairman of the trans-fat work group in the Danish Nutrition Council from 1993 to 2005 and has been instrumental in the trans-fat legislation in Denmark and in other European countries.



**Dr. Fabrice Turon** is Head of Research at FAT & Associés and has over 15 years of experience in the oils & fats. He began his career with Danone group as an oil specialist in the formulation department. Later at Bertin, he managed the lipid products portfolio development. As oilseeds application global manager for Syngenta Seeds Company, he assembled a strategic output trait portfolio for oilseeds (sunflower, rapeseed, soy).

**Marie Verdier Legatte** is product manager at Motul, an international lubricants supplier. Marie is in charge of neat oils ranges for machining, deformation and quenching applications, and has developed new products based on High Oleic oils. Marie is a chemical engineer from ENSCL.



**Rogier Verkarre** is supply chain and ICT director at Snack Food Poco Loco since 2009. Poco Loco is part of the Finish Paulig group, the market leader in production and distribution of Tex Mex products. Graduated MSc in Biochemical Engineering and Master in Supply Chain Management (Ghent, Belgium), Rogier was previously the production director at Latexco group since 2007.

**Andrew Ward** owns a 1650 acres farm in Leadenham, Lincolnshire (UK) growing wheat, malting barley, oilseed rape and sugar beet. He was selected by McDonald's to be one of the 23 European Flagship Farms and is actively involved in knowledge transfer working closely with Monsanto, Bayer, BASF, Syngenta, Growhow, Simba, Househam Sprayers, Agrii, NIAB-TAG and the HGCA.

