|  |  |  |
| --- | --- | --- |
|  | **SupplySide West 2017 Lecture Schedule: IPA/Nutrasource Booth** | |
|  |  |  |
| *Each lecture should be approximately 30 minutes each plus time for Q&A /networking afterward.* | | |
| *Companies can make full use of the 40minutes allotted* | | |
|  |  |  |
|  | **DAY 1 - Wednesday, September 27th** | **DAY 2 - Thursday, September 28th** |
|  | *Expo Hall Open 10:00-5:30* | *Expo Hall Open 10:00-5:00* |
|  |  |  |
| **10:30-11:10** | **Opening** | **Opening** |
|  | **Eurofins International**  Title: A New Era of Probiotic Identification: Which technology do I choose?  Abstract: Technologies for characterizing probiotics are evolving and the buzz of “the next generation” permeates the probiotic marketplace. While advances in genetic technology are capable of providing deep and broad information – such as probiotic species and strain identification, and total microbiomes – confusion remains over the benefits and applications of such technology. Here we discuss various genetic and classical methods that can be deployed for probiotic product testing. This presentation will highlight the capabilities of genomic technologies, such as whole genome sequencing, gene probe arrays, 16S ID, and microbiome analysis as well as probiotic enumeration principles. We will also review the considerations of choosing the best technology for quality and safety testing of finished probiotic products. By using these methods, probiotic manufacturers and probiotic users can now effectively validate manufacturing processes and verify identities and populations by answering the question: What’s in my product?  Topics  •  •  •  Presenter 1: Dr. Greg Siragusa  Job Title: Senior Principal Scientist, Eurofins Microbiology Laboratories  Bio: Dr. Greg Siragusa is senior principal scientist with Eurofins Microbiology Laboratories, Inc. Greg has held research director positions with Danisco, DuPont and Agtech Products, was Lead Scientist in the USDA Agricultural Research Service in Clay Center, NE and Athens, GA, and an Adjunct Professor at the Universities of Nebraska and Georgia. He served as Editorial Board Member for Applied and Environmental Microbiology and several peer-reviewed scientific journals. Greg’s research spans food, veterinary, detection, microbial physiology, bacteriophages, antimicrobials, and probiology and includes international collaborations. Currently he is focused on applying genomics to food microbiology problems.  Presenter 2: Mehgan Styke  Job Title: Business Development Manager, Eurofins BioDiagnostics Microbiology Laboratories  Bio: Mehgan Styke is the business development manager with Eurofins BioDiagnostics, specializing in probiotic analyses for Eurofins Scientific. Mehgan’s career in microbiology began with Nestlé, developing product validation/verification protocols for microbiology technologies and supporting quality production. For the past 10 years, Mehgan has lead teams in business and laboratory excellence with constant evaluation of novel microbiology methods and molecular technologies for the food, feed, and supplement industries. Mehgan’s passion is to support the probiotic industry with focus and expertise on evolving genetic technologies. | **Prenexus Health**  Title: Prebiotics - Prenexus Health Presents Current Trends and Research  Abstract: This presentation will highlight the role of prebiotics for health, including differences between prebiotics, and their impact on the microbiome. Prebiotics differ, and their structure and degree of polymerization have a profound influence upon their ability to selectively feed the beneficial gut bacteria, and the dose required to obtain a targeted benefit. While foods can be a source of prebiotics, learn why it is difficult to get enough prebiotics from food alone. The session will describe the specific role of select prebiotics for health, based upon current research and clinical trials, including the applications of prebiotics.  Topics  • Describe what prebiotics are, and their function in the gastrointestinal tract.  • Describe differences between prebiotics.  • Understand key benefits of prebiotics, based upon current research.  Presenter: Sandra Saville  Job Title: Chief Nutrition Officer, Prenexus Health  Bio: Sandra Saville is the Co-Founder and Chief Nutrition Officer for Prenexus Health. She is registered as a Dietitian in Ontario, Canada, and has expertise in health care, nutrition, food science and food product development. She is a former board member of the Canadian Digestive Health Foundation. Sandra is pleased to share her knowledge about the role of prebiotics in health. |
| **11:10-11:20** | **Break** | **Break** |
| **11:20-12:00** | **Pharmachem**  Title: Probiotics: The New Frontier in Sports Performance  Abstract: Probiotics have limited shelf-life, requiring overages and limiting delivery forms (e.g. beverages) and combinations with other popular ingredients. Probiotic efficacy is limited by gastric survival: only 10-25% survive passage through stomach and upper intestine (acidity, proteases, bile acid). MICROBAC microencapsulated probiotic strains have been shown to greatly increase stability, hereby extending the shelf life of the finished products, reducing the needed for overages, resulting in cost savings. Encapsulated strains allow the manufacture of unique finished products with improved stability, efficacy and functionality. Enhancing gastric survival of probiotics has been shown to yield equal colonization of encapsulated strains in comparison to uncoated strains using 5-times lower probiotic cells counts, resulting in lower costs of goods for the same probiotic efficacy. A recent study showed that a combination of two encapsulated, anti-inflammatory probiotic strains, *Bifidobacterium breve* BR03 and *Streptococcus thermophilus* FP4, helped reduce the negative side effects of muscle-damaging exercise. Probiotic supplementation increased performance, reduced exercise-induced inflammation and increased range-of-motion, directly linking probiotic supplementation to sports specific benefits.  Topics  • Clinically proven benefits of probiotics in sports nutrition.  • Matching consumer needs with the right strain: performance, recovery and body shaping.  • Increasing performance, shelf-life and enhancing gastric survival of probiotics by microencapsulation.  Presenter: Dr. Ralf Jäger, FISSN, CISSN, MBA  Job Title: Co-founder and Partner, Increnovo LLC  Bio: Dr. Ralf Jäger is a leading expert in functional foods and dietary supplements and specifically in probiotics and sports nutrition. He has conducted numerous human clinical studies and has authored peer-reviewed scientific papers, industry publications and mainstream media articles, on sports nutrition, brain, joint, heart and gut health. Having studied chemistry and bioorganic chemistry at the California Institute of Technology and the University of Bonn, Dr. Jäger began his career developing new bio-active ingredients for a leading multi-national billion-dollar company. Dr. Jäger is a scientific consultant to Pharmachem. | **MeriCal**  Title: Marketing Probiotics to the Mass Market  Abstract: Formulating and marketing a dietary supplement to the Food, Drug, and Big Box Retail markets is challenging enough, but the difficulty is compounded when probiotics are added to the equation. Ingredient interactions, proper overages, excipients and packaging all have a direct effect on the efficacy of your probiotic, and what you say on the label and in your marketing materials once the product is formulated will ultimately determine how well you connect with the consumer. Join MeriCal, the world leader in private label probiotic manufacturing, for a comprehensive discussion on what it takes to successfully launch a probiotic product into the Mass Market, with emphasis on choosing your ideal marketing message, predicting the future trends in probiotics and prebiotics, formulating your product with clinical substantiated probiotic strains and what questions to ask your contract manufacturer to ensure that your product will outlast the competition.  Topics  • Probiotics in the Mass Market  • The Future of Probiotics  • Clinically Studied Ingredients  Presenter 1: Dr. Jeremy Bartos  Job Title: Vice President, Research and Development, MeriCal  Bio: Jeremy Bartos, PhD, is the Vice President of Research & Development at MeriCal. He utilizes his knowledge of the scientific and clinical benefits of nutraceutical ingredients to create new finished product solutions for the dietary supplement industry, specializing in probiotic, sports nutrition, and health condition-specific innovative solutions. Accolades include authoring peer-reviewed publications, co-inventing numerous natural products patents and launching both branded proprietary ingredients and successful finished products tailored for various dietary supplement markets.  Presenter 2: Jeffrey Stallings  Job Title: President, MeriCal  Bio: Jeffrey Stallings has over two decades of experience in the dietary supplement and related industries. In 2000, Mr. Stallings assumed the role of President of MeriCal Vita-Pak, then the largest contract packaging company on the west coast. The organization has since expanded through two major mergers that have positioned MeriCal as one of the premier integrated dietary supplement contract manufacturers in the western United States. |
| **12:00-12:10** | **Break** | **Break** |
| **12:10-12:50** | **UAS Labs**  Title: Probiotic benefits: from the inside out  Abstract: Probiotics, long used to promote gut health, have shown impressive data for a variety of areas outside the gut. These include heart health, vitamin D status, upper respiratory and skin benefits and other extra-intestinal study areas. This talk will cover those exciting research projects as well as review the probiotic potential in emerging areas such as weight management and the gut/brain axis. Importantly, the cautionary tale of studies with convincing pre-clinical evidence and the difficulty in translating it into large human randomized controlled trials will be discussed. Let’s get together to review the evidence and challenges, the commercial opportunity and what might lie ahead.  Topics  • Probiotic clinical substantiation outside the gut  • Emerging probiotic benefits  • Marketing and product survey in emerging areas  Presenter: Dr. Gregory Leyer  Job Title: CSO, UAS Labs  Bio: Dr. Leyer received his PhD from the University of Wisconsin – Madison and started his post-graduate career at Abbott Nutrition in Medical Nutritional Product Development. Dr. Leyer then held several positions in a 15-year career at Danisco - DuPont Nutrition and Health, including Global Probiotic Technical Director and Global Business Development Director. Since 2013, Dr. Leyer is the Chief Scientific Officer at UAS Labs. He has authored and co-authored papers in the areas of probiotic clinical results, application know-how, microbial safety parameters, and holds multiple patents in the field. | **Trust Transparency Consulting**  Title: Prebiotics – Out of the shadows  Abstract: With the simultaneous emergence of greater understanding of the intricacies of the human microbiome, the capacities of big data, and the applicability of more personalized nutrition solutions, a new era and opportunity is dawning for the prebiotic category.    It's been around for decades, and consumers are certainly aware of the health benefits of fiber from different sources with various profiles, but the recent emergence of probiotics as a regular household word, has created a new and unique opportunity for prebiotics to develop sustainable interest and momentum on its own.    In the ingredient space globally, we've seen category successes such as that executed by GOED for omega-3's, but we've seen even more examples of exploited categories failing to live up to promise and potential. What can we do to ensure that the prebiotics category has a voice and life of its own, that it becomes increasingly scientifically validated, global in scope, and that it is unassailable by those that would exploit it?    Let’s start by examining the current and prospective market. What really is the potential?  Topics  • The Prebiotics category has enjoyed relatively consistent growth while staying in the shadow of Probiotics.  • This success has materialized despite the category being largely undefined and without a voice of its own.  • It’s now time for the light to shine on prebiotics to establish its place and voice as an independent vibrant category.  Presenter: Len Monheit  Job Title: Co-Managing Partner, Trust Transparency Consulting  Bio: A recognized industry analyst and thought leader, Len Monheit has over 20 years’ experience in the natural products and dietary supplement industry, with over 15 years background in digital media. He co-founded NPICenter, served as digital media director at Penton/New Hope and was the General Manager of William Reed Business Media before joining Trust Transparency as co-Managing Partner. |
| **12:50-1:00** | **Break** | **Break** |
| **1:00-1:40** | **Deerland Enzymes**  Title: Disruptive Innovation: Identifying Next-Gen Probiotic Strains and Prebiotic Mechanisms  Abstract: The gut microbiome is one of the most exciting areas of science today. The continuous developments in the study of the microbiome open-up new and exciting opportunities for products that influence the gut flora-- prebiotics and probiotics. As consumers understand more about the health benefits of pre- and probiotics, brand formulators are tasked with discovering new and innovative ingredients with strong science backing up their products’ claims.  Disruptive technologies in the pre- and probiotic space will be those unique ingredients that can deliver the digestive health benefits that consumers have come to expect, but offer an edge over traditional strains and ingredients in terms of delivery applications and dosage size…all with the clinical support to substantiate the claims. Spore-forming probiotic strains and non-fiber prebiotic ingredients are ushering in just such a disruption.  This presentation will highlight the digestive health benefits of *Bacillus subtilis* DE111® and the novel prebiotic PreforPro®, with support from the results of four separate clinical studies.  Topics  • Clinical results supporting the health benefits of *Bacillus subtilis* DE111®, including digestive health, regularity and sports nutrition.  • Clinical results supporting the digestive health benefits of PreforPro®, a unique prebiotic that is not fiber or starch based, is highly effective in small doses (15mg) and does not exhibit any of the drawbacks of more commonly used prebiotics.  • Opportunities for food and beverage applications with DE111®.  Presenter: Dr. John Deaton  Job Title: Vice President of Science and Technology, Deerland Enzymes & Probiotics  Bio: Dr. Deaton holds more than 18 years’ experience working with proteins and enzymes. He holds a PhD in biochemistry from Texas A&M University, with post-graduate studies in microbiology, biophysics and cancer research. He has two papers published in the Proceedings of the National Academy of Sciences (PNAS) and is a six-year member of the Association of Official Analytical Chemists (AOAC), with three years served on the committee of microbiology. | **Dupont**  Title: DuPont™ probiotics proves effect on Immune Function in Healthy Elderly Subjects  Abstract: Elderly people represent the fastest growing population globally. Typically, the elderly population has weaker immune responses to vaccination and elevated risk for infections, certain autoimmune diseases, and cancer. Several of these health risks are a consequence of weakening immune function associated with the aging process, i.e., immunosenescence. Gut microbiota plays a significant role in immunosenescence and is influenced by physiological aging process, lifestyle, and diet. Therefore, targeted dietary interventions which restore microbiota composition could potentially help maintain overall health and improve the quality of the life of the elderly.  A random effects meta-analysis was performed using standardized mean difference statistics between probiotic and control groups for each outcome. Four clinical trials were included in this analysis. Data showed that B. lactis HN019 supplementation was highly efficacious in increasing polymorphonuclear (PMN) phagocytic capacity and moderately efficacious in increasing natural killer (NK) cell tumoricidal activity. In conclusion, daily short-term consumption of probiotic B. lactis HN019 enhances cellular immune activity - NK cell and PMN function - in healthy elderly adults.  Topics  • Elderly people represent the fastest growing population globally.  • Daily consumption of Bifidobacterium animalis ssp. lactis HN019 enhances cellular immune activity in healthy elderly adults.  Presenter: Dr. Johanna Maukonen  Job Title: Global Health & Nutrition Science Leader, DuPont  Bio: Dr. Johanna Maukonen is a Technology Leader, Global Health & Nutrition Sciences of DuPont Nutrition & Health. Before joining Dupont in May 2017, she served at VTT Technical Research Center of Finland Ltd for more than 20 years. She has an extensive experience in research and development on understanding the gut microbiome and its impact on health and well-being with a special emphasis on the influence of probiotics, nutrition and fibers. |
| **1:40-1:50** | **Break** | **Break** |
| **1:50-2:30** | **Bifodan Inc.**  Title: Probiotics for Oral Health  Abstract: The effect of probiotics on a variety of oral health issues is being studied in an increasing number of settings with promising results. Recently, the effect of probiotic consumption on reduction of signs of gingivitis was investigated in a clinical study. The amount of gingival crevicular fluid, a key marker for gingivitis, decreased significantly in the probiotic group compared to the placebo group during the 4 weeks intervention period. The result indicates big potentials for reduction of gingivitis by probiotic consumption  Topics  • Exploring new applications for probiotics in oral health  • Oral administered probiotics reduced signs of gingivitis in clinical trial  • Promising results with probiotics for oral health conditions  Presenter: Dr. Kim B. Barken  Job Title: Head of Technical Product Support, Bifodan Inc.  Bio: Post-doctoral level Scientist with substantial research background (+10 years) within molecular biology, molecular diagnostic and microbial biology. Proven productivity with more than 15 publications in major peer reviewed journals.  Graduated 1999 with a Master of Sciences from the Technical University of Denmark within Microbial Ecology. Finished a PhD in 2003 from Novozymes, from the department of Fermentation Development. Have worked as Scientific Manager and Product Manager in privately held companies. | **Amin Talati Upadhye**  Title: Adding Value to Your Product Portfolio: Strategies for Intellectual Property Procurement, Enforcement and Clearance  Abstract: With the food, supplement and nutrition space becoming more crowded by the minute, having a grasp on your company’s strategy for protecting and asserting its intellectual property, or defending against a claim of patent infringement by a competitor, is crucial to having a successful product portfolio. Recent changes to the U.S. Patent laws and decisions by the U.S. Supreme Court are shaping how and when those strategies are implemented. Knowing what type of IP will best protect your type of product and best suit your business needs can make all the difference. Further, as more companies seek to protect their corner of the market, being aware—and at times steering clear—of your competitors’ intellectual property is equally as important in this fast-growing market.  Topics  • IP Procurement – Patent? Trade secret? What makes most sense for your products and business.  • Enforcement –Strategies for keeping your competitors at bay by asserting IP and what to do when you are accused of infringement.  • Clearance – “Ignorance is never better than knowledge.” Protect yourself by being aware of the IP landscape before launching your product.  Presenter: Erin Conway  Job Title: Partner, Amin Talati Upadhye LLP  Bio: Erin Conway is a leader in intellectual property litigation, with a heavy emphasis on patent infringement actions. Erin has significant experience in many industries from pharmaceuticals and supplements, to medical devices. In addition to IP litigation, Erin has prepared and prosecuted both U.S. and foreign patents in a variety of fields. Erin also counsels clients on intellectual property clearance and licensing of intellectual property rights, including patents and trademarks. |
| **2:30-2:40** | **Break** | **Break** |
| **2:40-3:20** | **Lallemand Health Solutions**  Title: Probiotics for Hearty Kids & Teens  Abstract: A mature microbiota is achieved after 3 years old as demonstrated by recent studies. Yet kids and teens face specific challenges where probiotics can play a role. Come and discover some key US data describing those challenges, from diet imbalance and gut health to immune health, occasional stress, leaky gut, and oral health; and a selection of LHS targeted probiotic formulas and strains for Hearty Kids & Teens.  Topics  • Microbiota in kids & teens.  • Specific challenges and possible probiotic solutions targeting Natural Defenses, Oral Health, Brain-Gut Axis and Skin health in Active Kids & Teens.  Presenter: Isabelle Champié  Job Title: Sales & Marketing Director  Bio: Isabelle Champié is the Sales & Marketing Director for Lallemand Health Solutions, the Human Probiotics division of the Lallemand Group, where she is also involved in the licensing and development of new products & new applications. Before joining Lallemand, Isabelle had been working at Pierre Fabre pharmaceutical group for over 11 years, holding marketing positions both at French and international levels. She holds Master’s degrees in Microbiology and in Business. | **NSF International**  Title: Evaluation of Dietary Supplements Containing Probiotics under NSF/ANSI 173  Abstract: NSF International is an independent, not-for-profit organization that certifies dietary supplements to NSF/ANSI 173. The Standard provides test methods and evaluation criteria to determine that the identity and quantity of ingredients declared on the label are accurate and that the product does not contain unacceptable quantities of contaminants. This presentation will discuss NSF’s evaluation process, including labeling requirements and regulatory compliance in the U.S., as it pertains to dietary supplements containing probiotics.  Topics  • An introduction to NSF/ANSI 173 – Dietary Supplements.  • NSF’s evaluation process for dietary supplements containing probiotics, including labeling requirements and regulatory compliance in the U.S.  • Observed trends in the labeling and regulatory compliance of probiotics.  Presenter: Bradley Lampe, MPH  Job Title: Senior Research Toxicologist – Risk Assessment, NSF International  Bio: |
| **3:20-3:30** | **Break** | **Break** |
| **3:30-4:10** | **Probiotical Healthcare**  Title: Probiotic evaluation using flow cytometry  Abstract:  Part 1 – Dr. Marco Pane  Probiotics are typically enumerated using a culture-based colony formation unit (CFU) assay. The assay is highly variable and cannot measure viable but not culturable (VBNC) bacterial cells. VBNCs can occur due to the stress of the manufacturing process on bacteria. VBNCs typically cannot grow in traditional CFU assay medium, however could become active upon reaching the environment of the lower gut. By not measuring these cells, only a small portion of a product is enumerated.  Part 2 – Dana Buckman  Flow cytometry is a laser-based method able to measure multiple parameters on individual cells in minutes. This method can enumerate live, injured, and dead bacteria based on DNA-binding or membrane potential fluorescent dyes irrespective of the ability to culture them. Additionally, flow cytometry may differentiate bacterial strains based on antibody markers. Due to limited differences in strain protein profiles, developing antibodies specific to strains has been difficult. Here we show the use of a highly specific antibody to the strain *L. rhamnosus* GG. Such antibodies may be used to enumerate specific strains within a mixed population.  Topics  • Challenges of the CFU assay.  • Enumeration by flow cytometry.  • Analysis of specific strains by flow cytometry.  • Future flow cytometry applications.  Presenter 1: Dr. Marco Pane  Job Title: Product Development Specialist, Probiotical Healthcare  Bio: Dr. Pane holds a Master’s degree in microbiology and started his career as a researcher at Biolab laboratory in Novara, Italy, where he focused on microbiological and molecular development, microbial fermentations, fermented dairy food development, and stabilization technology (freeze-drying) specifically for the dietary supplement industry. Dr. Pane has interfaced with external innovation partners to drive new developments in probiotic products and as a technical support for worldwide sales at Probiotical and is a scientific collaborator on national and international research projects. Dr. Pane speaks around the world at scientific and academic symposia, as well as trade show conferences, focusing on the technology, efficacy and consumer benefits of probiotic supplementation and healthy gut microbiota. He is part of the International Probiotic Association (IPA) Scientific Committee, member of the Pharmabiotic Research Institute (PRI) and expert Panel on Probiotic at the US Pharmacopoeia.  Presenter 2: Dana Buckman  Job Title: CEO at Flow Paradigm, FloCyte, and Bioform Solutions  Bio: Dana Buckman has been using flow cytometry as a tool in cancer research and autoimmune disease for the past 25 years. She has been certified in both research and clinical cytometry (ICCE & ACCS). For the past 3 years, she has been developing flow cytometry-based assays as an improved alternative to CFUs. She is developing new ways to detect individual strains of probiotics in both raw materials and final products. | **Nutrasource Pharmaceutical and**  **Nutraceutical Services**  Title: Mitigating Risk in Clinical Trials  Abstract: Taking the time to manage risk in the planning stage optimizes the trial process and provides the best opportunity for the success of the study. If consideration is not given to carefully communicating rationale, objectives, study design, methodology, statistical considerations and data management in an organized manner, endpoints may not be achieved, wasting investment and, most importantly, putting subjects through a trial for no purpose. The study protocol is the single most important document providing the outline for the trial. Ensuring risk is managed in a clear and well thought out manner during protocol development is key as the study protocol is the cornerstone of all clinical trials.  Topics  • Risk-based approaches to your overall clinical development program  • Important aspects of a clinical trial protocol  • Monitoring the clinical trial at an early stage  Presenter: Joshua Baisley  Job Title: Director of Clinical Trials, Nutrasource Pharmaceutical and Nutraceutical Services  Bio: Joshua Baisley joined Nutrasource in 2013, bringing over 12 years of quality assurance, clinical, preclinical and regulatory natural health product experience and an additional four years of antibody/biologics development experience. Josh has been an active member in the probiotic community and is a current member of the IPA Board of Directors. Having depth in both regulatory filings and project management of clinical trials provides Josh with an understanding of regulatory body thinking and has led to his respected relationship with Health Canada. |
| **4:10-4:20** | **Break** | **Break** |
| **4:20-5:00** | **BIO-CAT Microbials**  Title: Expanding Probiotic Possibilities with OPTI-BIOME®  Abstract: Naturally stable probiotic strains are the answer for companies hoping to capture a share of the rapidly expanding probiotic market. Consumers and Health care providers are demanding better transparency regarding which probiotic products have living organisms on the shelf. Many agree that it won’t be long until regulatory authorities raise their expectations for product quality and benefit claims. Shelf stable probiotic strains with proven benefits will be essential. OPTI-BIOME® *Bacillus subtilis* MB40 and other strains in BIO-CAT’s OPTI-BIOME® portfolio will satisfy product development teams looking for a quality product with eye catching benefits. Clinicians and consumers can now be confident they are choosing a probiotic that will survive manufacturing, shipping and storage, germinating and proliferating to provide clinically proven benefits to targeted consumers without being restricted to capsules or tablets. Now every aisle of the grocery store can offer a probiotic food option.  Topics  • Updated research on OPTI-BIOME® *Bacillus subtilis* MB40  • Highlighting latest food applications work  Presenter 1: Christopher Penet  Job Title: Vice President, BIO-CAT & BIO-CAT Microbials  Bio: Chris Penet oversees strategic planning, research and regulatory departments. Previously Penet had a 20-year tenure with Genencor (now DuPont) as the Global Industry Manager for Food and Specialty Enzymes. Penet earned his master’s degree in Food Science from the University of Georgia and holds several patents in enzyme applications. He serves on the Virginia Biotechnology Board and the Strategic Planning Committee for ETA.  Presenter 2: Marc Jensen  Job Title: Senior Technical Sales Representative, BIO-CAT & BIO-CAT Microbials  Bio: Marc Jensen is responsible for developing the sales strategy in collaboration with product development, research and development, quality assurance and senior management. Marc joined BIO-CAT in 2013 after 25 years of experience in the pharmaceutical industry in product development, clinical laboratory operations, clinical research, sales and marketing with International Genetic Engineering, University of Virginia, Miles Inc., and Bayer Healthcare Pharmaceuticals. | **International Probiotics Association (IPA)**  Title: Last Lawyer Standing: Laughter and Learning  Abstract: IPA’s own counsel, a legal eagle who has always wanted to be a comedian, will close out the show with his first ever stand-up performance, including gut-busting probiotic humor! After, Ivan will provide an update on some of the most important legal and regulatory issues impacting the US probiotic industry, including New Dietary Ingredients, Class Actions and FTC enforcement of claims, labeling and more.  Topics  • Stand-Up Comedy  • Legal and Regulatory Update  Presenter: Ivan Wasserman  Job Title: IPA Legal Counsel  Bio: Ivan Wasserman is IPA’s legal counsel and a Partner at the law firm of Amin Talati Upadhye. He is one of the nation’s premier attorneys focusing dietary supplements, foods, OTC drugs and cosmetics. With more than 20 years of experience, he and his team combine legal skill, business acumen and energetic creativity to help companies of all sizes tackle their most challenging issues. He has been included in “Best Lawyers in America” from 2007 – 2018, was named the 2018 Advertising Lawyer of the Year for Chicago, and was the recipient of the 2017 Lexology Client Choice award for exemplary client service. |
|  | **Closing** | **Closing** |
| *All times are in Pacific Time zone* | |  |