



**LANDIS**  
INTERNATIONAL

R & D MANAGEMENT

## FOR YOUR *PEACE OF MIND* . . .

You know when you have it...you know when you don't have it. *Peace of Mind* is a difficult concept. It's a confidence, a tranquil feeling that all is right. It is the state of mind of **LANDIS'** clients. They know they can concentrate on other needs of their day confident that those projects being managed by **LANDIS** will be completed to the highest quality possible, on time, and on budget.

**LANDIS** has been serving the agricultural industry since we founded the company in 1982, always striving to provide the best research and development management available. We believe that quality, integrity, and a total commitment to our clients are responsible for our present position of world leadership in contract R&D management, and we will continue that commitment...for your *Peace of Mind*.



Wm. Ronald Landis, Ph.D.  
*President*

Peggy M. Galloway, M.S.  
*Vice President / General Manager*

# LANDIS INTERNATIONAL, INC.

## AGRICULTURAL R & D MANAGEMENT

“Serving the Industry Since 1982”

## Our Company

**LANDIS INTERNATIONAL, INC.**, was the first and today is one of the most successful organizations specializing in contract project management for agricultural products. **LANDIS** has been an innovator in the industry since our beginning in 1982. **LANDIS** was the first organization to specialize in contract agricultural project management. **LANDIS** was the first to incorporate Good Laboratory Practice Standards in the field in 1987. **LANDIS** introduced the standard for GLP Field Notebooks in 1988 and developed the first electronic field notebook in 1993.

**LANDIS** is not only the pioneer company in agricultural project management but continues today as one of the world’s leading scientific organizations - one whose goal is to work toward a brighter future for agriculture.



# What is Agricultural Project Management?

We live in remarkable times. Most of us experience a standard of living, healthcare, and a diverse and safe food supply that would have been inconceivable to our parents and grandparents. Even as we continue to increase our food supply, our industry must carefully consider the health, ecological, and environmental consequences of each crop protection decision we make.

Agricultural project management is the process that assures every aspect of product development is evaluated and actions taken to minimize both time and cost in bringing a product to the marketplace. The **LANDIS** approach to project management integrates traditional project management skills, tools, and techniques with strategic analysis, regulatory negotiating expertise, and quality control. This assures that not only the required safety, ecological, and environmental studies are successfully completed but that the entire project is completed on-time and on-budget.



# Our Project Team

Our role in the development of a new agricultural product, or updating the database on currently registered products, is to ensure that the best scientific and most cost-effective studies that meet regulatory standards are conducted. It is essential at **LANDIS** that our project managers take a pro-active role in the projects they manage. They work in partnership with the client, field scientists, the laboratories, and regulatory authorities to ensure that the appropriate strategies are developed and the required guidelines are followed. **LANDIS** has been managing and conducting studies for the agricultural industry under our founding management since 1982. Studies are conducted according to FIFRA Good Laboratory Practice Standards, and performance to **LANDIS** standards is the responsibility of every member of our staff.



# Capabilities

The **LANDIS** staff has extensive experience in all of the agricultural disciplines and has been managing products through the regulatory process for registration with the U. S. EPA and the various State Agencies since 1975.

In addition to all levels of regulatory activities, we offer a wide range of services designed to meet the varying product development and studies management needs of our clients, including:

- Protocol development
- Contract report writing
- Formulation development and evaluation
- Product chemistry studies
- Toxicology studies
- Residue chemistry studies
- Radio-labeled studies
- Environmental safety studies
- Non-target organism studies
- Worker and re-entry exposure studies
- Efficacy testing in greenhouse and field
- Contract GLP field and laboratory audits

We have experience with the registration and testing requirements for not only classical pesticide compounds, but for biochemical and biological products, as well.



# Capabilities

Our team of experts, following Standard Operating Procedures, ensures that all studies are conducted to the highest quality standards. Our Quality Assurance Unit operates independently to guarantee that regulatory requirements for USA or international agencies are met.

In support of registration of our clients' products, we have conducted or managed over 1200 studies. To satisfy EPA Residue Chemistry requirements, we have conducted over 550 Raw Agricultural Commodity and Nature of the Residue studies; approximately 100 Processed Commodity studies; over 20 Field Accumulation in Rotational Crop studies; and over 25 Dislodgeable Residue/Re-entry studies. In the area of Environmental Fate, we have managed over 150 Terrestrial Field and 10 Aquatic Dissipation studies. We have also managed numerous studies to meet data requirements for Ecological Effects including Toxicity to Beneficial Insects, Effects on Non-target Plants, and Toxicity to Microorganisms. In a typical year, we manage over 180 toxicity studies and over 30 chemistry packages.



# Regulatory Consulting

The most important considerations before undertaking registration objectives are study planning and the careful design of regulatory programs. **LANDIS** offers support in the following areas during this critical phase of product development:

- Interpretation and analysis of regulations
- Design of product registration programs
- Study protocol development
- Liaison between client and regulatory agencies
- Negotiation of registration requirements with regulatory agencies

In addition to the above activities, **LANDIS** provides:

- Task force representation and management
- Scientific and regulatory compliance data review
- Data compensation evaluation



# Regulatory Services

Once the regulatory strategy has been defined, **LANDIS** provides the following in order to complete your registration objectives:

- Preparation and defense of applications for registration, re-registrations, and amended registrations.
- Petitions for Tolerances
- Import Tolerances
- FQPA Summaries
- Inert clearances
- Registration and label maintenance
- State registrations



# International Experience

Our experienced staff of professionals provides R&D services on a contract basis to agricultural and specialty chemical companies around the world. Our client base includes both small independent companies and large multi-national organizations from the U.S., Canada, Central and South America, Europe, Middle East, Asia, and the Pacific Rim.

**LANDIS** has conducted field studies in over 20 countries, including Argentina, Australia, Belize, Brazil, Canada, Chile, Costa Rica, Czech Republic, Ecuador, France, Germany, Guatemala, Honduras, Hungary, Italy, Mexico, Panama, Spain, United Kingdom, and the United States. We have managed programs with over 20 laboratories in Canada, Europe, South America, and the United States to bring our clients' projects to successful fruition.





When it comes to Project Management,  
**LANDIS** provides  
*Peace of Mind.*



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