

Title Industry perspective on commercializing biocontrol for postharvest disease management
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Abstract

JBT FoodTech is a postharvest service company that partners with fresh produce packers to provide a host of tools they need to ensure quality arrivals in various world markets. Many of the products that JBT offers are produced and developed in-house, but many others are the product of partnerships with companies looking to commercialize products they have discovered/developed into the postharvest arena. In this capacity, JBT has had the opportunity to work with a few biological control products over the past two decades. Each presented unique opportunities and challenges, and while some hurdles were overcome, there are still many that must be tackled. The experiences with these partnerships are discussed, along with a summary of the perceived challenges and needs for biocontrol in the future from JBT's perspective.