MATTHEW P. SHIPP

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Summary

Results-oriented professional with proven knowledge and background in crop protection chemicals, adjuvants, and fertilizers in production agriculture, specialty, and consumer markets. Approaching 30 years' experience in biological research, product development, chemical formulation, sales & marketing (direct and B2B), technical service, and product registrations on an international scale. Intimate knowledge of the agrochemical channel: ideation -> formulation -> manufacturing -> distribution -> consumption. Demonstrated ability to lead a cross-functional team. Complimentary business and technical skill set. Early exposure to production agriculture via family vegetable farm and cattle operation. Exposure to professional markets as crew member of three different golf courses. Helped form two organic fertilizer companies from the ground up.

Education

Master of Science (M.S.)
Stephen F. Austin State University – Nacogdoches, Texas
Crop Science/Weed Science

Bachelor of Science (B.S.)
Texas A&M University – College Station, Texas
Agronomy

Experience

2002 - present **Owner & Principal, Shipp Research, LLC – Montgomery, TX**
Consult and provide direction for pesticide, chemical, and fertilizer companies on R&D activities, product positioning, product launches, and pricing. Frame go-to-market strategies for start-ups including multinationals. Personally conduct field trials for pesticide efficacy and crop safety. Organize small and large scale field research activities with third-party cooperators. Function as Regulatory liaison with EPA, PMRA, and OMRI.

1996 - 2002 **Product Development Scientist, Monsanto Company – Tyler, TX**
Oversaw day-to-day activities of a field station: research, budgeting, and scheduling. Conducted field, greenhouse, and lab research trials with agrochemicals, adjuvants, fertilizers, biostimulants, and plant growth regulators in agronomic crops, turfgrass, vegetables, ornamentals, trees, structural pests, and non-cropland supporting multiple markets.

Skills

Commercial: Product Management, Product Life Cycle, Sales & Marketing, Technical Service, Project Management

Chemical: Dose response analysis, prediction of mixtures/formulation stability, NOEL, physical-chemical property determination, compatibility screening.

Biological: Agrochemical/fertilizer efficacy, symptomology, phytotoxicity, experimental design, growth/yield response.

Computer: Agriculture Research Manager (ARM), Statistical Analysis System (SAS), JMP, NCSS, Minitab, Microsoft® Office Suite, SAP, Oracle.

Legal: Expert witness for pesticides, fertilizers, and adjuvants, coaching of other expert witnesses, attorney advisor/interrogative preparation for depositions, hearings, and at trial.

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Affiliations	American Society for Testing and Materials (ASTM) The Council of Producers & Distributors of Agrotechnology (CPDA) International Society for Agrochemical Adjuvants (ISAA) Agronomy Society of America Southern Weed Science Society Crop Science Society of America North Central Weed Science Society Weed Science Society of America (peer reviewer) American Society of Plant Biologists American Society for Horticultural Science (peer reviewer) Pest Management Science (peer reviewer) Texas Plant Protection Association (TPPA) Texas Turfgrass Association (TTA) Golf Course Superintendents Association of America (GCSAA) Texas Nursery & Landscape Association (TNLA)
Publications	Shipp, M.P. & J. Carrion. 2022. The discovery of *Hydrocotyle bowlesioides* (Araliaceae) in Texas presented as a Landscape Weed. J. Bot. Res. Inst. Texas 16(1): 255–260. M.P. Shipp. 2016. Battery-powered backpack sprayers: Reviewing the options Total Landscape Care, https://www.totallandscapecare.com/ McNulty, B., J.B. Willis, S.D. Askew, M.P. Shipp and A.D. Lindsay. 2010. Adjuvants Influence Trinexapac-Ethyl Effects on Bermudagrass Clipping Production. Proceedings: Southern Weed Science Society, Vol 63. Lindsay, A.D., M.P. Shipp, S.D. Askew, B.M.S. McNulty, J.B. Willis. 2010. The use of trisiloxane surfactants to extend the performance of trinexapac-ethyl on bermudagrass. 9th International Symposium on Adjuvants for Agrochemicals (ISAA). Bavaria, Germany. (poster) Shipp, M.P., J.P. Spradley, M.L. Grodner, E. Collum. 2005. Pest Management Strategic Plan for Midsouth Rice (Arkansas, Louisiana, Mississippi). Southern Region Integrated Pest Management Center. 58 pp. Shipp, M.P., M.L. Grodner, J.P. Spradley, E. Collum. 2004. Pest Management Strategic Plan for Soybeans in the Mid-South Region of Arkansas, Louisiana, and Mississippi. Southern Region Integrated Pest Management Center. 47 pp. Shipp, M. 2004. More opposition to glyphosate-tolerant turfgrass. The Louisiana Turfgrass Bulletin. 41(5): 4 pp. Shipp, M.P., 2004. Crop Profile for Commercial Turfgrass Sod Production in Louisiana. Southern Region Integrated Pest Management Center. 36 pp. Shipp, M.P., 2004. Crop Profile for Strawberries in Louisiana. Southern Region Integrated Pest Management Center. 6 pp. Shipp, M.P., 2003. Crop Profile for Pecans in Louisiana. Southern Region Integrated Pest Management Center. 10 pp. Shipp, M.P., J.P. Spradley, M.L. Grodner, E. Collum. 2002. Pest Management Strategic Plan for Cotton in the Midsouth. Southern Region Integrated Pest Management Center. 79 pp.

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	Shipp, M.P., 2002. Crop Profile for Citrus in Louisiana. Southern Region Integrated Pest Management Center. 29 pp. Shipp, M.P., 2002. Crop Timeline for Arkansas, Louisiana, and Mississippi Rice Production. US EPA Office of Pesticide Programs. 67 pp. Shipp, M.P. 2001. Phytotoxicity and Efficacy Using Tank Mixtures of Harmony Extra with Growth Regulating Herbicides in Southern Turfgrasses. 92 pp. (thesis)
References	Available upon request.