



Agribusiness 2016

Accelerating the agriculture and food agenda



**Agrisupply industry
challenges –
Opportunities & Threats**
David Caffall
Chief Executive, AIC

Two Strands

Political lobbying

- Brussels
- Cardiff
- Holyrood
- Stormont
- Westminster

The 'day job'

- Meetings
- Liaison
- Briefings
- Circulars
- Research
- Handling issues...

Over 100 issues at any one time



SEEDS

ANIMAL FEED

**GRAIN/OILSEEDS
MARKETING**

**CROP PROTECTION
AND AGRONOMY**

FERTILISERS





**1,181 Feed Adviser Register members
advising on reducing livestock emissions**



Medicated Feed

- **Huge issue for livestock industry**
- **Public concern around antimicrobial resistance;**
- **Prolonged discussion with UK Government, EU Commission and European Parliament**

UK FFPA

UK FORMER FOODSTUFFS
PROCESSORS ASSOCIATION

(AN AIC AFFILIATE)



700,000+ tonnes of feed ingredients

Sustainable Soya

- **Huge political pressure**
- **High demand from food companies and retailers**
- **Rome was not built in a day!**



Guidelines for responsible sourcing

- **Mass market solution**
- **Benchmarks existing programmes, inc FEMAS**
- **Ensures continuity of supply**

GM – European or national solution?

- **Blocking the Commission's opt-out proposal**

Cyclones in feed mills

- A **£3m threat** if cyclones not accepted as *Best Available Technology*
- AIC Member monitoring provides invaluable evidence



Climate Change Levy

- AIC stands united with Food and Drink industry
- Six figure sums at stake for Members if current discounts no longer allowed



Defending Endocrine disruptors

- 17 active ingredients at risk
- Understand the importance of DOSE



Defending metaldehyde for slug control



Loss of active ingredients could mean:

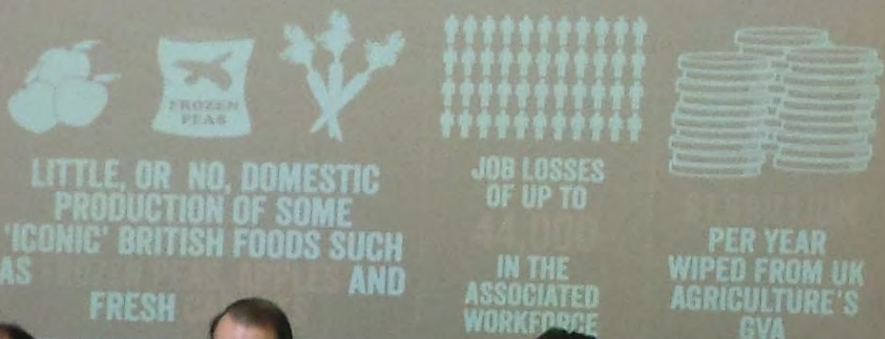
- UK farm output down by £1.6bn/year
- 44,000 jobs lost in food and drink industry
- UK farming profit down by 36%

Healthy HARVEST

The impact of losing plant protection products
on UK food production



IMPACT OF LOSS/RESTRICTION OF 40 ACTIVE INGREDIENTS WILL RESULT IN:







3YE
1203



SPECIALIST ADVICE
01484-534999



TYRE PRESSURE

Congestion
Use
hard shoulder

60

60

60

60



Tiredness
Toll

aic

agricultural
industries
confederation

®

The logo for BASIS is displayed in white text on a green rectangular background. The word "BASiS" is written in a bold, sans-serif font, with a small yellow leaf icon positioned above the letter 'i'.

BASiS

The background of the slide is a photograph of two people, likely agronomists, standing in a vast, rolling green field. They are seen from behind, looking out over the landscape under a grey, overcast sky. The field is divided into different sections, some appearing to be recently plowed or planted.

**5,030 Registered Agronomists
advising on responsible pesticide use**



FACTS

**2,080 FACTS Qualified Advisers
ensuring effective nutrient planning**

**CAMPAIGN
FOR THE FARMED
ENVIRONMENT**



9,760 skylark plots

**CAMPAIGN
FOR THE FARMED
ENVIRONMENT**



7,387km of fenced watercourses



**The
Voluntary
Initiative**



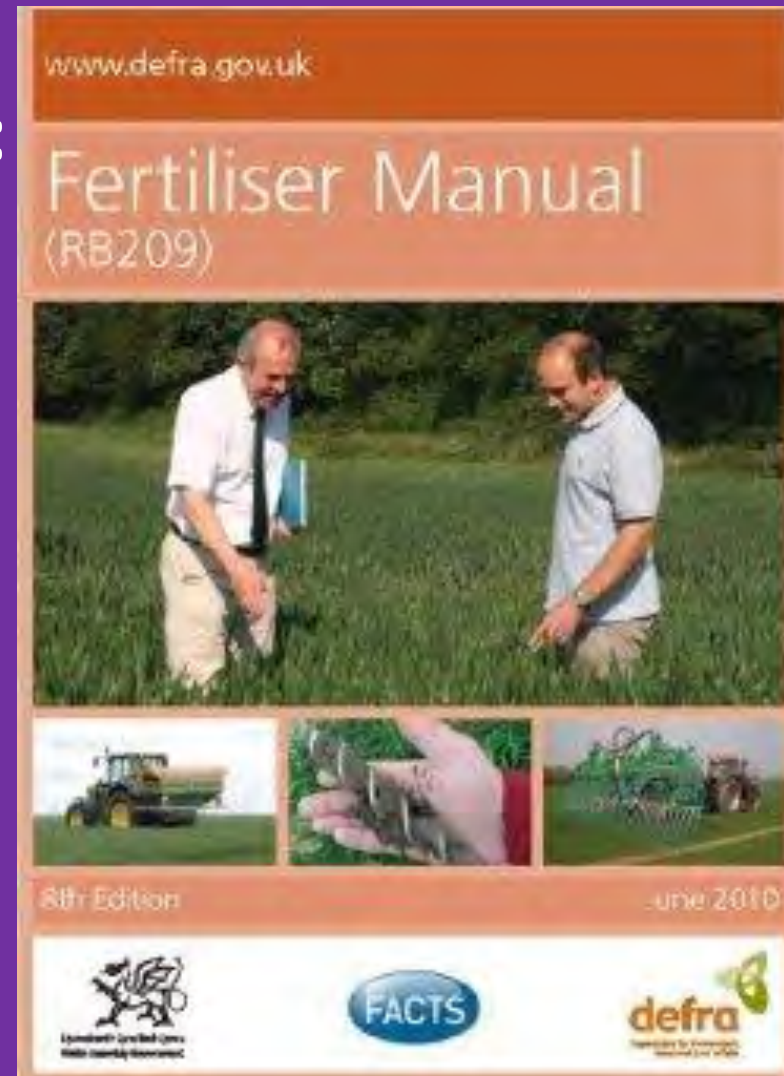
**A clear solution
for farmers**

CATCHMENT SENSITIVE FARMING

**Pesticide exceedances in drinking water
down 61% in 4 years**

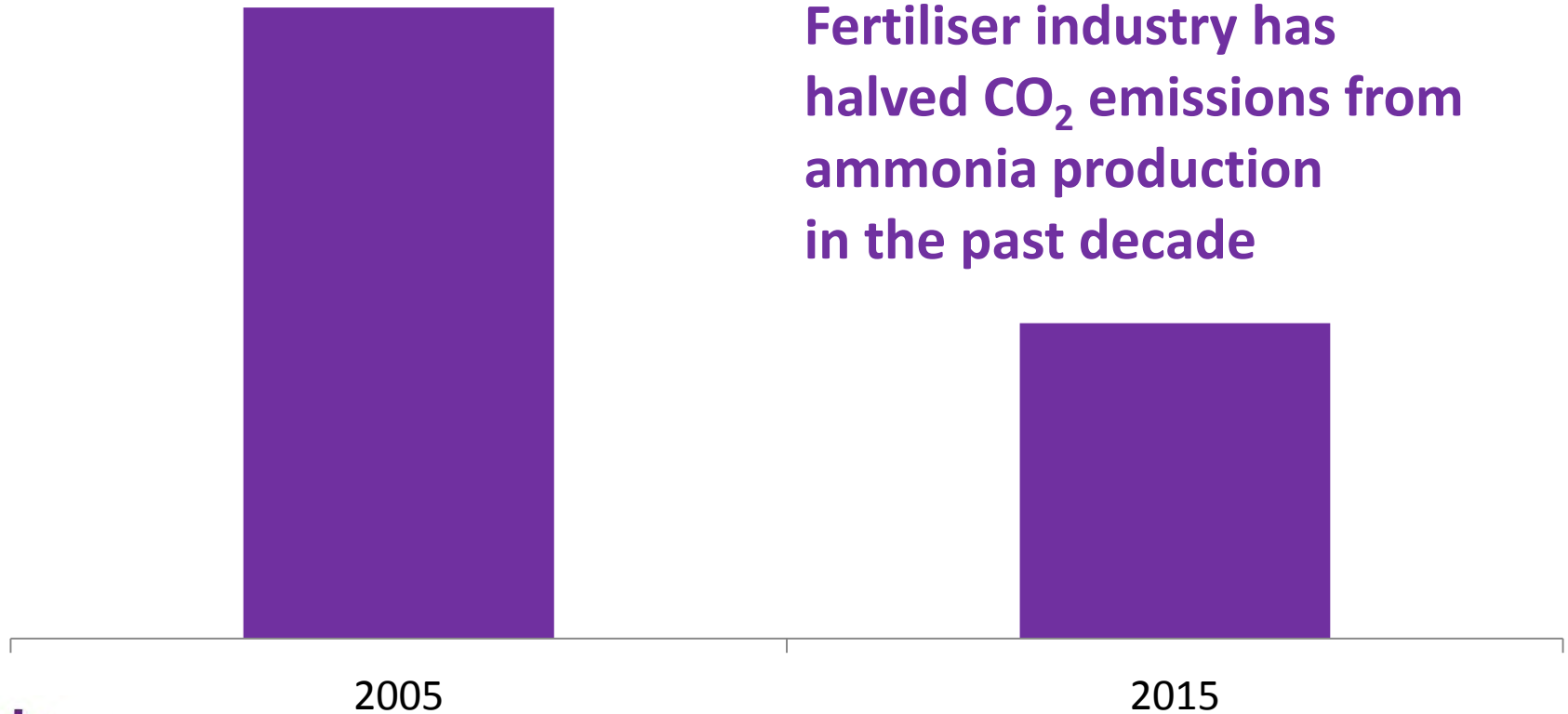
Working in partnership

- **Ambitious UK Nutrient Management Partnership:**
 - Revising crop nutrition recommendations
 - Making information more accessible
- **Government, AHDB and industry already invested £1.5m**

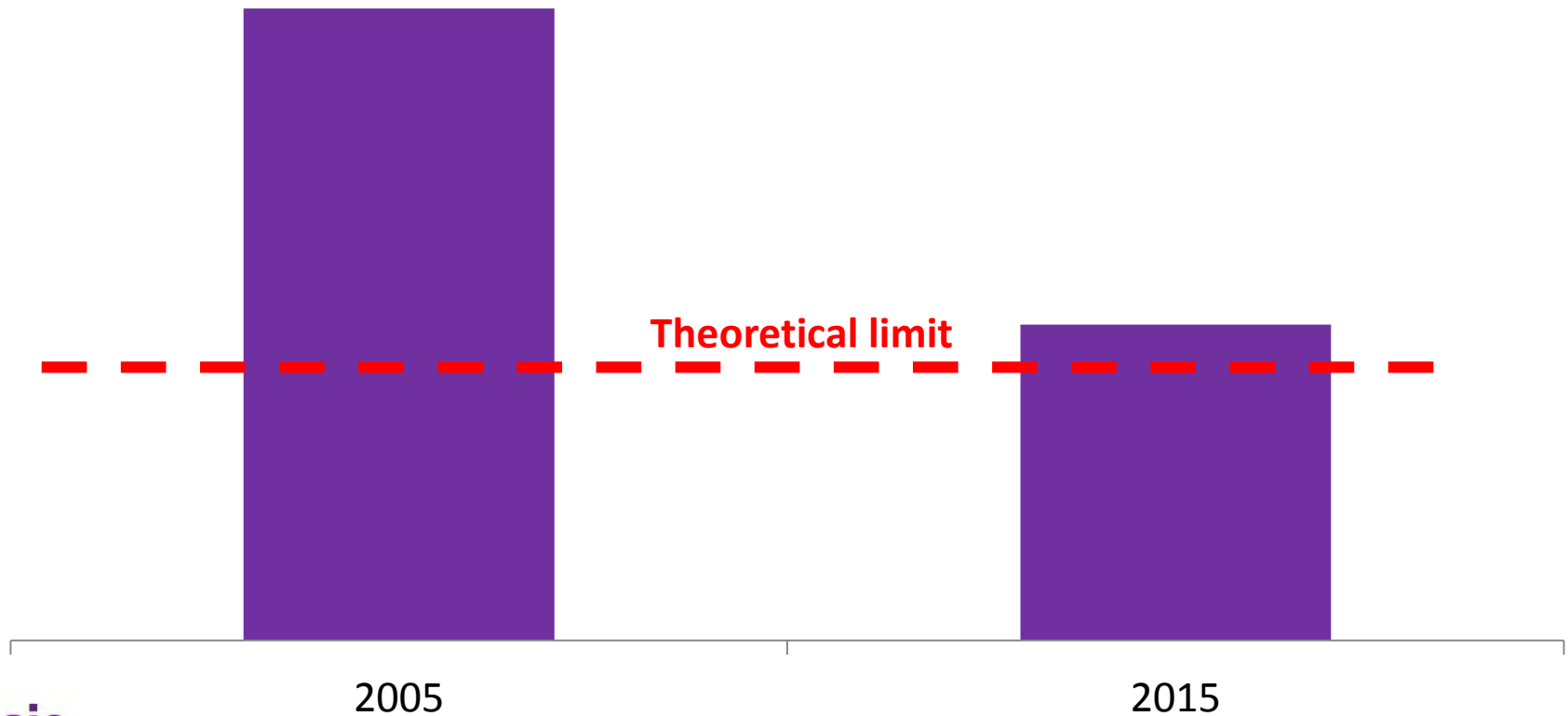


Ammonia production – a success story

Fertiliser industry has halved CO₂ emissions from ammonia production in the past decade

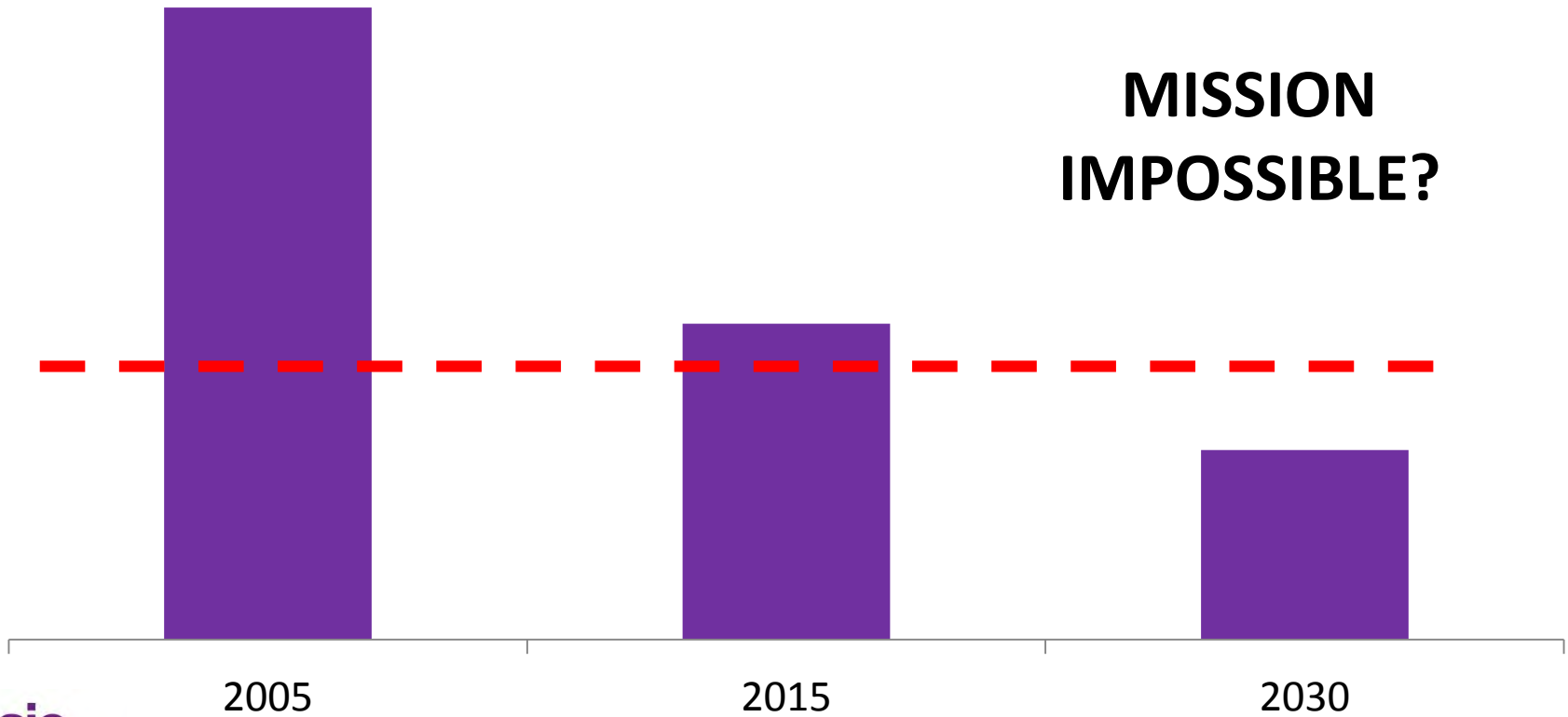


But, approaching the theoretical limit



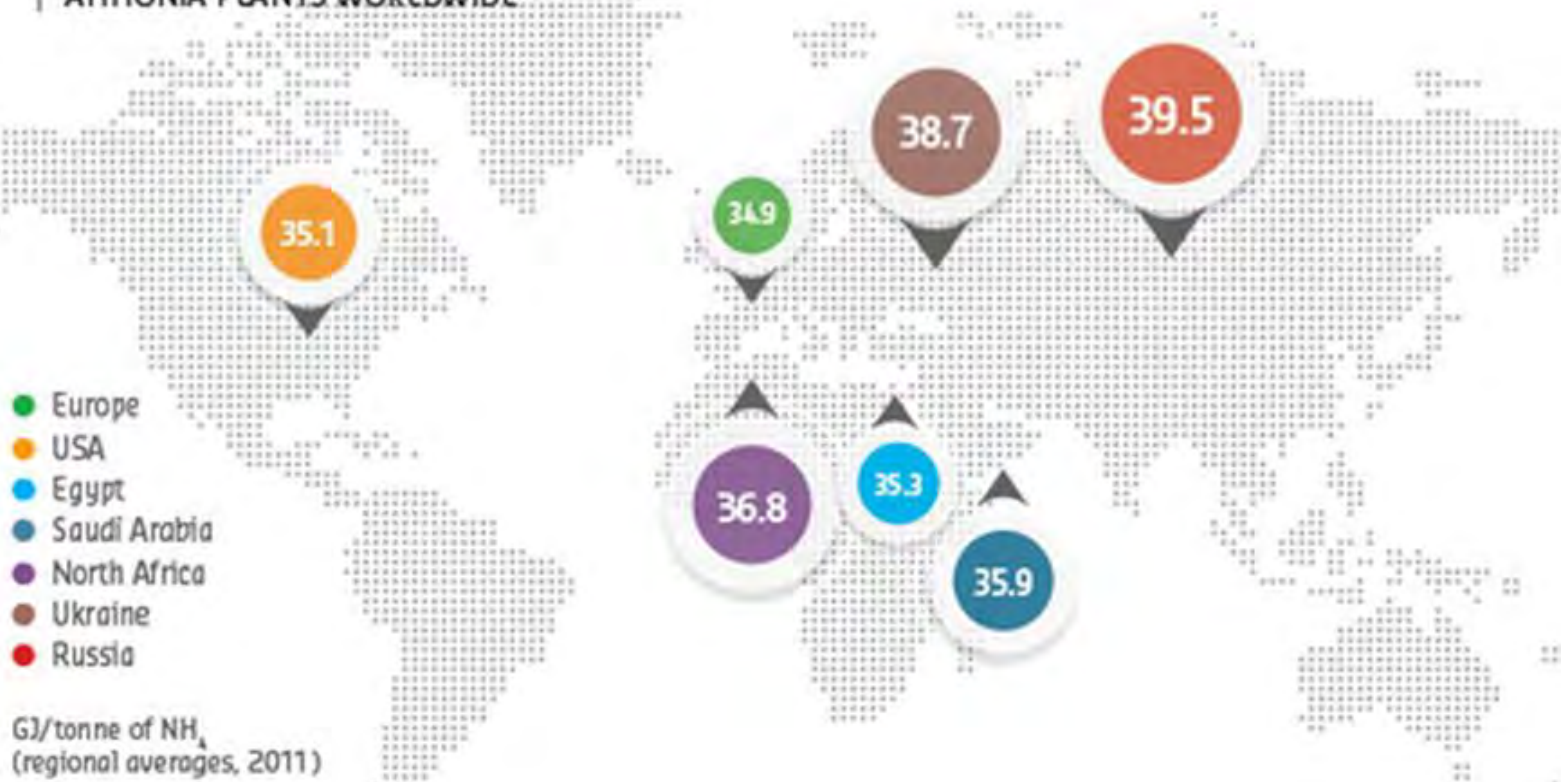
BUT EU proposals go further

**MISSION
IMPOSSIBLE?**



Best in the World – is not good enough for EU

ENERGY CONSUMPTION FOR AMMONIA PLANTS WORLDWIDE



GJ/tonne of NH₃
(regional averages, 2011)

EU Emissions Trading Scheme

- a massive threat to food security

Ammonium nitrate storage



New Industry Standards

- Post 'West' – pressure on industry to accept tougher storage limits for AN.
- 3 years working with HSE and industry developed new AIC guidelines to maintain '*status quo*'
- **RESULT:** business as usual manufacturers, blenders and importers



Arable marketing



- **Trialling electronic passports for grain**



MIFID

Markets in Financial Instruments Directive

THREAT:

Forward contracts
perceived as
'financial
instruments'

ACTION:

Teamwork by AIC &
COCERAL



**Imagine
'risk management '
without grain futures**

Developing Professional Standards

- On-line assessment for on-farm grain traders



Neonicotinoid seed treatment

- 2015 emergency authorisation
- 4 Counties;
- Product to treat about 30k ha.



Neonicotinoids: The EU case

- AIC accepted as 'intervenor' in two cases where Bayer & Syngenta challenge European Commission
- Our aim, to keep politics out of Commission rulings



AIC Services





- **Earned recognition**
- **£2m saving**





- **Simplification.**
- **30% fewer pages in Compounder/
Merchant Standard**



Earned recognition



Department
for Transport



**Health & Safety
Executive**





2015

Holidays & Observances

January

Su	M	Tu	W	Th	F	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

February

Su	M	Tu	W	Th	F	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

March

Su	M	Tu	W	Th	F	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

April

Su	M	Tu	W	Th	F	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

May

Su	M	Tu	W	Th	F	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

June

Su	M	Tu	W	Th	F	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

Reflecting on the past year...

The changes

- Jan 01 New Year's Day
- Jan 19 Martin Luther King
- Feb 12 Lincoln's Birthday
- Feb 14 Valentine's Day
- Feb 16 President's Day
- Feb 18 Ash Wednesday
- Feb 19 Chinese New Year
- Mar 08 Daylight Saving (be
- Mar 17 St. Patrick's Day
- Mar 20 Vernal equinox
- Apr 01 April Fool's Day
- Apr 05 Easter
- Apr 15 Taxes Due
- Apr 22 Admin Assistants I
- May 05 Cinco de Mayo
- May 10 Mother's Day
- May 24 Pentecost
- May 25 Memorial Day
- Jun 14 Flag Day
- Jun 21 Father's Day
- Jun 21 June Solstice
- Jul 04 Independence Day
- Sep 07 Labor Day
- Sep 11 Patriot Day
- Sep 23 Autumnal equinox
- Oct 12 Columbus Day
- Oct 16 Boss's Day
- Oct 31 Halloween
- Nov 01 Daylight Saving (er
- Nov 11 Veterans Day



October

Su	M	Tu	W	Th	F	Sa
				1	2	3

November

Su	M	Tu	W	Th	F	Sa
1	2	3	4	5	6	7

December

Su	M	Tu	W	Th	F	Sa
		1	2	3	4	5

Air & Water

- Industry commitments assure Governments that air and water commitments will be met.
- Delivering plans and reporting progress will keep regulations at bay.



2015
ELECTION



Lobbying



FOOD SUPPLY IN THE BALANCE

Arable scenario

Estimated annual falls in production value



Cumulative
impact -£1.2bn

Regulatory principles for crop protection

Investment in environmental targets/
regulatory compliance

Constraints on timeliness of
availability of R&D solutions

-£521m + -£329m + -£62m = -£912m

www.agindustries.org.uk

aic



FOOD SUPPLY IN THE BALANCE

Dairy scenario

Estimated annual falls in production value



Cumulative
impact -£708m

Disease risk from climate change
and bovine tuberculosis

Constraints on timeliness of
availability of R&D solutions

Milk price fluctuations

-£78m + -£56m + -£219m = -£353m

www.agindustries.org.uk

European roll-out underway



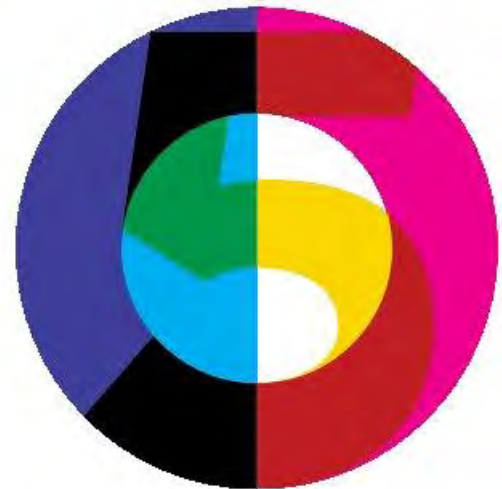
FOOD SUPPLY IN THE BALANCE

A study to assess the opportunities
and threats to UK agriculture



Technical work partly funded with





MILANO 2015





Engaging at the top

