

# ADDING VALUE

## FOR AIC MEMBERS

2023 | Working in support of modern, sustainable, commercial agriculture

**aic** 20  
YEAR  
ANNIVERSARY



Competitiveness



Productivity



Environment



# Welcome



2022 is less likely to be remembered as the year that Covid-19 relinquished its dominance, and more for Russia's invasion of Ukraine.

Closer to home, this year will go down as one of self-inflicted political turmoil which saw three Prime Ministers, four Chancellors, and three Secretaries of State at the Department for Environment, Food, and Rural Affairs (Defra), plus three farming ministers. All this when we needed strong, stable leadership.

Looking for positives, we see progress on the Genetic Technology (Precision Breeding) Bill, which promises to unlock the advantages of gene-edited crops.

Of course, we hope that Covid-19 has become something that we can live with, as opposed to something which brings extreme disruption to lives and livelihoods.

AIC is in lockstep with Members and their needs, ensuring that our three pillars of "Productivity, Competitiveness, and Environment" are pertinent to the work that our dedicated team undertakes.

Recent questions over the Digital Grain Passport are a case in point and, providing the business case is properly understood, this project has the potential to deliver on many fronts.

It can deliver greater productivity through access to faster data flows up and down the grain supply chains. Improvements in competitiveness can come by ensuring that UK grain can be quickly and efficiently traded nationally and internationally with supply chain certainty and minimal risk of incorrect information.

On the environment, it is possible to reach a place where the passport can deliver supply chain requirements on carbon and other metrics, which end consumers demand. In all this is an opportunity to future-proof the grain trading process.

There are queries and concerns, and AIC is listening to the entire supply chain. It is critical that questions are answered, and we are committed to finding the right solution for the future of passport-transacted business.

Finally, 2023 sees AIC mark 20 years as the agri-supply industry's leading voice - representing our Members' interests, promoting the benefits of modern, sustainable, commercial agriculture, and supporting collaboration throughout the food chain.

Visit [agindustries.org.uk/20th-anniversary](https://agindustries.org.uk/20th-anniversary) for more on our anniversary.

**Robert Sheasby**  
AIC Chief Executive

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# Policy

## Responding to Ukraine war fallout

From the outset of Russia's invasion of Ukraine, AIC established itself as the go-to organisation for the Government, farming unions and the media, for objective, reliable information.

AIC has provided regular briefings for farming unions, and these valuable meetings are set to continue. Members of AIC's team have been asked by unions to speak at their industry events, including the National Farmers Union Scotland AGM and National Farmers Union Cymru policy debates.

Concise briefings continue to go to key policymakers across the UK and devolved Governments - including ministers, civil servants, and embassies. Stakeholder feedback tells us that these briefings are highly valued, given that the UK no longer receives such insight as a member of the European Union.

Our ongoing work has cemented AIC's access and influence with Government and yielded clear results. AIC advised the Government to review its 25% tariff on imported US maize, as well as making more flexible provisions for Detonation Resistance Testing of ammonium nitrate fertilisers, and extending GB REACH deadlines.

AIC also successfully ensured that Members had sufficient time to make changes to their supply chains before higher tariffs were imposed on imported goods from Russia and Belarus.



## Raising the political profile of AIC across all parts of the UK

There has been significant progression in AIC's political engagement and lobbying, with the team increasing its engagement with parliamentarians across all parts of the UK.

The emerging challenges in Ukraine and inflation formed the platform to ensure that our relevance and expertise can provide tailored, objective information into political channels. These include MPs, Peers, Ministers, and contacts in devolved administrations.

In September 2022, AIC's Board held a dinner in Westminster with a cross-party group of MPs representing constituencies where Board Member businesses are based, or hold an active interest in agricultural matters.

Hosted by Julian Sturdy MP (York Outer), the discussion allowed MPs from around the UK to ask the Board about current global and UK agri-supply challenges, energy costs, research and development, and international trade. AIC's Board shared practical solutions that the Government could take away to help address current challenges.

In what was a politically tumultuous 2022, AIC ensured that the turnover of new ministers in Westminster were met and briefed on agri-supply chain issues. It was welcome that Mark Spencer MP, the latest Farming Minister, gave his maiden speech to industry at AIC's 2022 Agribusiness Conference.

AIC attended the 2022 party conferences of the Conservatives, Labour, and the SNP. Each enabled meetings with ministers, MPs, Peers, and MSPs from across the political spectrum, where our policy priorities were outlined.



## Policy

### Making the industry's voice heard on food security

With challenges across the supply chain, AIC work in 2022 has raised food security issues and the need for the agri-supply sector to be considered as part of it.

In November, AIC gave evidence to the Environment, Food and Rural Affairs (EFRA) Select Committee in the House of Commons, advocating for a comprehensive policy on food security. Speaking alongside NFU President Minette Batters, AIC Head of Policy Ed Barker answered questions from MPs on how rising production costs were affecting farmers, processors, retailers, and consumers, and highlighted strategic barriers to food security.

He called on the Government to extend its Energy Bill Relief Scheme beyond the March 2023 deadline. MPs considered how further government support could secure fertiliser supply in light of wholesale gas price volatility. Ed also highlighted the need for a mineral security policy to ensure that core inputs are understood across the food supply chain. In January 2023, the Treasury announced further help for businesses through its Energy Bills Discount Scheme with a substantially higher level of support for sectors identified as being the most energy and trade intensive, including the manufacture of fertilisers, pesticides and agrochemical products, animal feed, and grain mill products.

Other challenges raised included the need for investment in core infrastructure, notably in logistics and port capacity, as well as better IT systems in imports and exports. The Committee heard that the EU exit still presented practical barriers to trade which threatened to impact food security in the medium to long term, including GB REACH, and its active substance approval processes.

The Genetic Technology (Precision Breeding) Bill, which is expected to receive Royal Assent and become law in 2023, represents a real shift in policy to the ways in which innovation and net zero goals can be achieved in our food system.

AIC has been a core part of an industry coalition working on the Bill alongside Defra, to ensure that it delivers the benefits and outcomes which new technologies can offer. Our role and expertise was underlined in summer 2022 when AIC was asked to give evidence at the Bill Committee stage to a committee of MPs.



### Priorities for 2023

- 1 To enhance AIC's political profile and engage with Members on its manifesto for a possible 2024 General Election.
- 2 To provide input to expected Government strategies on land use and food security.
- 3 To work with the Government on secondary legislation on Due Diligence proposals and the Genetic Technology (Precision Breeding) Bill.



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## Policy - Environment

### Pushing for clarity on Farming Rules for Water

AIC was successful in getting clarity from Defra regarding the requirements for organic manure use on grassland and tillage land under the Farming Rules for Water in England, helping to resolve widespread confusion which impacted Members advising their farming customers.

The rules had originally been written to manage risk to water as opposed to prescribing best practice, and simply placed elements of the Code of Good Agricultural Practice into law.

AIC joined a small expert group with the AHDB, farming unions and FACTS to provide clear feedback and advice to officials at Defra and the Environment Agency.

As a result, Defra produced guidance for implementing Farming Rules for Water in late March 2022. This provides the Environment Agency with criteria to help it assess if an enforcement action is required under the rules. The guidance also included clarifications associated with the autumn spreading of organic materials.

The AHDB committed to producing a user-friendly scoring tool for farmers and advisors for more practical help in demonstrating compliance.



### Influencing development of the Sustainable Farming Incentive scheme

**The completion of our Test and Trial project for Defra clearly demonstrated the value of farm advice in delivering environmental benefits alongside productive farm businesses.**

The submission of the report of this work and the subsequent dissemination event, where we presented and answered questions on our findings to the Defra policy team, coincided with a step change in Defra's view on the need for high quality advice on agronomy and nutrition.

This work should open the door for farmers to receive payments for taking such advice in certain standards of the SFI.

Throughout 2022, AIC's team has engaged with Defra working groups focusing on the development of the standards to be included in the SFI 2023 launch, primarily Integrated Pest Management, Nutrient Management, and the Advance Level actions to be included in the Soil Standards.

Having made strong representations in the interests of Member activities at regular working group and one-to-one stakeholder meetings, it is AIC's understanding that final drafts of these standards, and the payment levels associated with the activities they require, have been signed off and are due for launch in the early part of 2023.

### Priorities for 2023

- 1 To appoint a Head of Sustainability as AIC continues to invest in environmental policy, promoting [AIC's Sustainability Roadmap to drive industry change](#).
- 2 To further develop AIC's Sustainability Roadmap in conjunction with AIC Membership.
- 3 To continue to work with Defra on the development of the content of the ELM schemes.



Further information:  
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## Sustainability Goals

### Development of agri-supply industry Sustainability Self-Assessment Framework

As part of our sustainability offering to Members, work has continued with the Sustainability Liaison Group in the development of the Sustainability Self-Assessment Framework.

Having settled on criteria and indicators that form the core of the assessment framework earlier in 2022, AIC has been working on guidance, baseline data and metrics for each indicator to provide context and greater clarity for how Members should be looking at assessing their sustainability credentials.

A draft of this work was presented for comment to the Sustainability Liaison Group in mid-December 2022 and it will also be discussed further with individual sectors before making improvements to the current draft ready for launch in Q2, 2023.

### Final FAR sustainability module launched

In October 2022, AIC Services launched the third and final module of the Feed Adviser Register (FAR) CPD training considering Sustainability and Feed and the Responsible Sourcing of Feed Ingredients.

Feed advisers have a critical role to play in helping UK livestock farmers cut greenhouse gas emissions through quality advice.

AIC's enhanced sustainability module is equipping Members and their registered feed advisers with the knowledge and tools to be best placed to help farming customers overcome the environmental challenges they face.

Around 1,000 registered feed advisers have now either completed, or are in the process of completing, all three training modules. Having advisers well trained on this subject demonstrates to Government and the public that our industry follows best practice on sustainable feed and livestock production.



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### Working towards sustainable soya

The UK's progression towards verified deforestation-free and conversion-free soya is an important goal for our industry, with growing demands from retailers and consumers to find a solution.

Leading the way on helping the progression of the industry towards sustainable soya, AIC has consistently represented Member interests at stakeholder summits.

We have emphasised the importance of the whole supply chain collaborating to deliver a proposed national plan to transition the UK towards importing verified deforestation-free and conversion-free soya.



### Priorities for 2023

- 1 To launch the agri-supply industry Sustainability Self-Assessment Framework in Q2 of 2023.
- 2 To further online training in agri-supply sustainability.
- 3 To launch a chain of custody sustainable soya standards to support the agri-supply industry.

## Scotland



AIC Scotland has influenced the development of Scottish agricultural policy through a comprehensive response to government proposals, ensuring that a balanced policy is developed, the critical mass of the wider agri-supply chain (worth circa £900 million to the Scottish economy) is protected, and the future prosperity of AIC Scotland Members is underpinned.

Consistent engagement has made the voice of Members heard at all levels of government, ensuring Ministers understand and act upon concerns.

AIC Scotland now sits on the Food Security and Supply Taskforce, which works on policy responses to the cost of production crisis.

Collaboration with National Farmers Union Scotland (NFUS) resulted in Scottish Government BPS payments to farmers being made earlier, helping cash flow and ensuring input purchase decisions were not impacted by volatility in the marketplace. We continue to work with Scottish Quality Crops (SQC) on how sustainability metrics may be integrated into grain assurance.

As part of the Cleaner Air for Scotland working group, AIC influenced positive outcomes in the development of the voluntary code for reducing ammonia emissions from agriculture.

### Priorities for 2023

- 1 To develop the positive case for gene-edited crop cultivation in Scotland.
- 2 To minimise and manage regulatory divergence which may affect Members.
- 3 To monitor and influence the development of the digital grain passport proposals.
- 4 To work with stakeholders on influencing the development of a future agricultural policy which works for AIC Scotland Members.



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## Wales



A major achievement for AIC Cymru has been the formation of AIC's Cymru Committee Meeting Forum, with strong engagement with its Members.

There is now an agreed constitution, an elected Chair and Vice Chair, and good representation of Member companies. This offers greater value and better engagement with Welsh Members, to agree on their needs regarding evolving Welsh Government agricultural policy.

The ongoing networking and forging of relationships with key stakeholders - including Welsh Meat Promotion, NFU Cymru, Farmers Union of Wales and the Welsh Government - has yielded closer alignment on messaging and enhanced both the visibility and the credibility of AIC Cymru.

Working on behalf of Members in support of their best interests, AIC Cymru has submitted numerous responses to the Welsh Government's consultation on the Sustainable Farming Scheme framework published in July 2022, and on the Agricultural Bill (Wales) drafted in September 2022.

### Priorities for 2023

- 1 For AIC Cymru to play its role as an active and trusted member of the Agri-food Supply Chain Stakeholder Group, chaired by the Welsh Government. AIC Cymru Committee Meetings set for 2023 allows prioritisation, strategy, and tone of messaging to the Welsh Government.
- 2 AIC's Committee Forum Membership has the ambition to host an event to a wider AIC Cymru Membership to amplify its work and messaging.
- 3 There is the intent and future need for AIC Cymru to gradually become more sectorial, particularly in Feed and Fertiliser given the relevance to Welsh agriculture.



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# Animal Feed

## 2023 Outlook

Our focus will be on driving activities to make our feed industry robust, safe, resilient, and sustainable for the future. We will engage with policy makers to represent Members' concerns, including the Retained EU Legislation Bill, to ensure secure supply of feed materials and additives.

Progressing on sustainability commitments is important, with a focus on the national transition plan for sustainable soya and developing GFLI UK data that is accurate for UK grown materials.



**Joanne Gatcliffe,**  
Sector Chair, Animal Feed

## Key achievements from 2022

### VMD extends zinc oxide use

With input from AIC, as a member of the Pig Health and Welfare Council sub-group on antimicrobial usage, the Veterinary Medicines Directorate (VMD) agreed to extend the use of zinc oxide at medicated levels to end of shelf life, meaning pig producers could continue using it for up to two years beyond 26 June 2022.

Retained EU legislation meant that its use at medicated levels in feed would have ended on this date.

AIC was pleased that VMD listened to stakeholder views before reaching its pragmatic decision to help the industry complete the transition away from zinc oxide.

### Development of GFLI database UK subset

AIC developed and launched a Global Feed LCA Institute (GFLI) data subset enabling Members to deliver accurate data on the emissions associated with feed.

The subset provides greenhouse gas data for the most commonly used feed ingredients in UK feeds and data on inbound transport emissions for imported materials.

### Development of GB Register of Feed Materials

Following consultation with the Food Standards Agency and Food Standards Scotland, AIC and other UK feed industry representatives agreed to publish an online Register of Feed Materials.

Retained EU legislation meant UK businesses no longer had access to the EU Register, meaning there was no way for new feed materials to be notified to the UK industry representatives as required by legislation.

AIC convened and co-ordinated the UK feed chain taskforce with other feed associations, agreeing to publish and manage a GB Register from September 2022.



## Priorities for 2023

- 1 To develop a set of industry priorities to feed into the Retained EU Law Bill review process, including the feed additive and GMO approval process, a revision of TSE regulations and the need for greater coordination between regulatory agencies and Government departments.
- 2 To progress a national transition plan for sustainable soya by engaging with stakeholders to help deliver a credible transition plan for verified deforestation and conversion free soya.
- 3 To prioritise a flexible and robust feed material supply chain.



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# Arable Marketing

## 2023 Outlook

In 2023 our industry has an opportunity to address its educational requirements. AIC contracts are the bedrock of domestic trade, and a strong understanding of them and their practical application is vital. AIC has the chance to help provide a recognised certificate of competence for individuals operating within the grain trade.



**Jonathan Lane,**  
Head of Sector, Arable Marketing

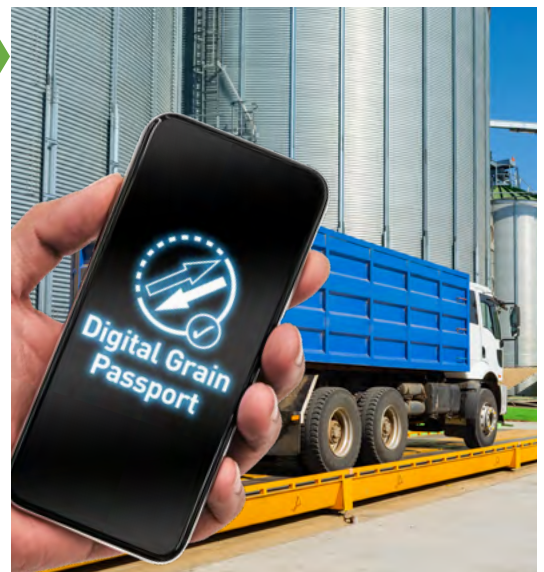
## Key achievements from 2022

### Progressing the Digital Grain Passport

Having consistently supported the principle of developing a Digital Grain Passport for over 10 years, AIC has been an engaged and constructive partner of the Cereals Liaison Group (CLG) set up to establish the project's scope and feasibility.

The current project's aim is to achieve greater efficiency, accuracy, and traceability of data throughout the entire supply chain, while seeking to ensure that confidence in the safety of food and feed is maintained.

There is broad acceptance of AIC's judgement that more needs to be done to address the fundamental questions of governance, ownership, long-term funding, and communication. There is now a strong willingness among stakeholders to work at pace on achieving the clarity required before the project can progress to the next stage.



### Investigating UK Gatekeeper Protocol

Following industry stakeholder requests for a review, AIC concluded that there was no current end market demand for a UK Gatekeeper Protocol for domestic combinable crops for feed and food, but that assurance scheme providers should continue to develop their schemes according to market needs.

AIC was asked by Red Tractor, the National Farmers Union, and a group of farmers to look at the potential for introducing a UK Gatekeeper Protocol for domestic crops for the food and feed agri-supply chain, similar to the Gatekeeper Protocol employed for imported materials. This review provided clarity for the entire industry and helped to combat misinformation.

### Lifting US maize import tariff

AIC successfully lobbied the Government to review the 25% import tariff on US maize, with the decision to lift the tariff announced in March 2022. This helped to mitigate the limited maize exports coming from Ukraine and Russia as a consequence of the war, and enabled the agri-supply chain to maintain a continued supply of animal feed to UK farmers.

## Priorities for 2023

- 1 To help provide a recognised certificate of competence for individuals operating within the grain trade by updating and relaunching the on-farm grain trading qualification.
- 2 To improve communication within the sector, gather feedback, and effectively deliver our messages to Government, stakeholders, and industry NGOs.
- 3 To work with stakeholders and Government to overcome non-tariff barriers on exports, to non-EU and EU markets.



Further information:  
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# Crop Protection & Agronomy

## 2023 Outlook

It is vital that regulators and policy makers understand how Member businesses operate.

This includes the storage, distribution, and provision of advice on professional plant protection products (PPPs) and bio-pesticides, as well as Members' role in developing new technologies to help farmers and growers produce crops more sustainably.

In 2023, we will continue to showcase developments and new techniques being trialled and promoted by Members, using events and field visits to demonstrate how Member innovations contribute to delivering policy objectives.



**Richard Hopkins**  
Sector chair,  
Crop Protection & Agronomy

## Key achievements from 2022

### Aiding policy maker understanding

AIC held a series of well-received webinars during March and April 2022, delivered by Members with expertise in each subject.

These provided an overview of UK farming, the distributor network, product planning and forecasting, safe and secure storage and distribution of PPPs, provision of advice by AIC BASIS-qualified agronomists, advisory models and near market research and development (R&D) undertaken by Members, as well as IPM and biopesticides.

More than 60 staff from CRD, Defra, Scottish and Welsh Government involved with various aspects of PPP regulations attended.

### Showcasing Members' work on promoting IPM

In June and November 2022, senior Defra and Chemical Regulations Division staff visited an Agrovista UK trials site to see an example of some of the IPM and R&D work undertaken by sector Members.

Policy makers saw first-hand the types of investment that AIC Members are making to ensure their BASIS-qualified agronomists are equipped with robust and up-to-date technical information, assisting them in advising clients on how to grow crops profitably and meet economic, environmental, and sustainability goals.

### Helping shape the National Action Plan

Following a consultation on the draft National Action Plan for the Sustainable Use of Pesticides (NAP) in February 2021, AIC represented Members at Defra workshops in 2022 to inform the plan development in light of the Ukraine war, pandemic recovery, and cost-of-living crisis.

AIC is liaising with Defra ahead of the plan being published to ensure that, while it delivers on its aims, it does not introduce unnecessary burdens for Members or their clients.



## Priorities for 2023

- 1 To ensure that developing GB (NI) legislation on PPP more efficient, less bureaucratic and captures the opportunities presented by EU exit.
- 2 To demonstrate AIC Members' role in development and promotion of IPM to farmers and growers.
- 3 Promoting the work of Crop Protection and Agronomy Sector Members in helping growers produce crops more sustainably.



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# Fertiliser

## 2023 Outlook

Our past year has been characterised by an ongoing tough trading period caused primarily by high gas prices impacting on the price and availability of nitrogen fertilisers. This has been coupled to a sharp decrease in demand for compound fertilisers of nearly 500,000 tonnes.

The ongoing war in Ukraine and the squeeze on Russian gas looks set to continue, as do the high prices for our input materials. With this in mind, it is heartening that AIC has been successful in mitigating costs to the sector through its hard work on our Members' behalf.



**Max Winkler,**  
Sector Chair, Fertiliser

## Key achievements from 2022

### Retention of European detonation resistance testing (DRT) for importation of ammonium nitrate fertilisers

At a cost of approximately £5,000 per test, approximately 100 landings of ammonium nitrate per year are made requiring the production of a DRT. A proposed change to UK-only testing would have meant all imported and all home-produced ammonium nitrate would have required testing at Health and Safety Laboratories Buxton (HSL) prior to discharge. This would have likely incurred substantial costs potentially making importation unviable.

### Defra adopts pragmatic approach to labelling of imported fertilisers

Given the legislative changes in December 2022 which require a UK marking for fertilisers sold in the UK, AIC has managed Government expectations over the use of existing surplus bags marked as EC fertilisers, avoiding the need for costly decanting and repacking or relabelling.

### Retention of solid urea fertilisers using inhibitors

AIC represents Members which produce approximately 2.1m tonnes of all nitrogenous product per year and successfully lobbied the Government for the retention of granular urea in England following a consultation in which Defra proposed a total ban. AIC's drive for a change of approach was particularly opportune as the gas crisis caused huge interruptions to ammonia production and ammonium nitrate availability. Urea has become an increasingly popular staple nitrogen source in the interim owing to its worldwide availability. Nitrogen deliveries by members have as a result remained largely stable despite the crisis.



## Priorities for 2023

- 1 To support Members with Defra's urea policy.
- 2 To ensuring Defra's proposed new fertiliser regulations are practical and workable.
- 3 To support industry and government during the ongoing supply issues.



Further information:  
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# Seed

## 2023 Outlook

Members will continue to face significant pressures in 2023, in particular the energy crisis and climate change represent a dual threat to the production and supply of quality seed. Our sector should have a renewed focus on food security and sustainability, prioritising AIC's three pillars – Productivity, Competitiveness and the Environment. Looking to Westminster, there is also opportunity for our sector with the advance of the landmark Genetic Technology (Precision Breeding) Bill, which legislates for the use of gene-edited crops in the UK.



**Tom Nickerson,**  
Sector Chair, Seed

## Key achievements from 2022

### Successful derogation for winter bean seed

Working on behalf of Members, AIC led a successful derogation bid to secure the supply of winter bean seed. AIC liaised with the industry, gathered evidence and applied to Defra and devolved partners for a temporary derogation covering England, Scotland and Wales. The derogation, which was approved in October 2022, allowed for a limited quantity of winter bean seed to be sold with a germination rate of no less than 70%. Germination rates had been hampered because of the hot, dry summer.

### Seed Sub-committee formed to provide focus

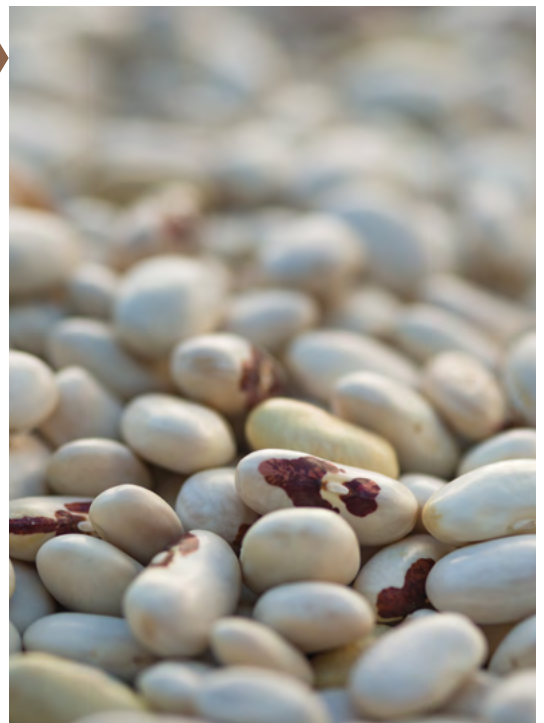
It was agreed by AIC's Seeds Committee that a separate sub-committee was necessary to support Members given the emergence of policy specific issues relating to forage, amenity, conservation and energy seed sectors.

The aim of the committee is to discuss specific issues to these seed sectors and support wider AIC policy work. Issues already being discussed by the committee include EU Exit, international trade, GB-NI trade, OECD labelling, amenity use, conservation seed requirements and working across English, Welsh and Scottish future farming schemes and conservation goals.

### Successful lobbying on Genetic Technology Bill

AIC has worked with the Government to help ensure the progression and implementation of the Genetic Technology (Precision Breeding) Bill, lobbying individually and with our All Parliamentary Party Group of MPs to ensure the legislation becomes law.

In the Summer of 2022, AIC gave evidence to the Parliamentary Bill Committee, answering MP questions about the Bill's implementation, potential benefits, market and supply chain considerations, trade issues, and approach to receiving authorisations.



## Priorities for 2023

- 1 To ensure that implementation of the Precision Breeding Bill secondary legislation is fit for purposes and lives up to its potential.
- 2 To develop the government's understanding of the certified seed industry, and collaborate to ensure trade, and Member interests are protected.
- 3 To support the next generation through quality training.



Further information:  
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# Membership & Communications

## 2023 Outlook

Strengthening our communications remains our top priority in 2023. We strive to ensure that Members have every opportunity to make their voice heard, and gain maximum value from the array of services, resources, and useful tools available to them.

Please contact our Membership Services Manager, Tracy Smith, if you would like to arrange a face-to-face visit to discuss getting the most out of your AIC Membership.



Tracey Smith, Services Manager  
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## Key achievements from 2022

### Agribusiness Conference back in-person

Agribusiness Conference made a welcome return as an in-person event in 2022, following two years of virtual delivery in the face of the pandemic.

At a packed event in Peterborough on 16 November, delegates heard from a quality line up of guest speakers on the theme of 'Managing disruptive shocks in the agri-food supply chain'.

In one of his first addresses to the sector, Farming Minister Mark Spencer MP reiterated Defra's commitment to rolling out ELMS, emphasising the opportunity that the Government believes this transition represented but accepting that change always presents a challenge for businesses.

Robert Sheasby, AIC's Chief Executive, questioned the Government's engagement with business.

He suggested the need for an economy wide business task force that would look at the impact on business of proposed legislation and new trade deals and ensure joined up thinking between government departments "we need the Department for International Trade to get behind agriculture when it comes to competitiveness and to make sure that when entering into trade agreements that UK agriculture and what it can provide is not overlooked. "We should expect our negotiators led by their political leaders to find the opportunities that will assist growth in competitiveness" he said.

Other speakers took the stage to give delegates an economic outlook for the UK agri-food supply chain, discuss how farmers are negotiating challenges in their sectors, and share how the US is managing the key shocks and opportunities for the agri-food industry.

### Database refresh enhances engagement

Over the past year we've been busy refreshing our customer relationship management database to build an enhanced picture of our Members, allowing us to better engage with them and provide the information they want.

Members are encouraged to help us to help them by logging into AIC's website and making sure their profile information and preferences are up-to-date. To do this, visit [www.agindustries.org.uk/login](http://www.agindustries.org.uk/login), and go to 'Member homepage' once logged in.

For help with logging in, please email [enquiries@agindustries.org.uk](mailto:enquiries@agindustries.org.uk) with your contact and organisation details.



## AIC Services

Another busy year for AIC Services with the array of services the organisation offers to support the agri-supply industry. All scheme audits have returned to “on-site”, with most companies welcoming the physical return of an auditor after more than two years of pandemic-induced disruption in some cases.

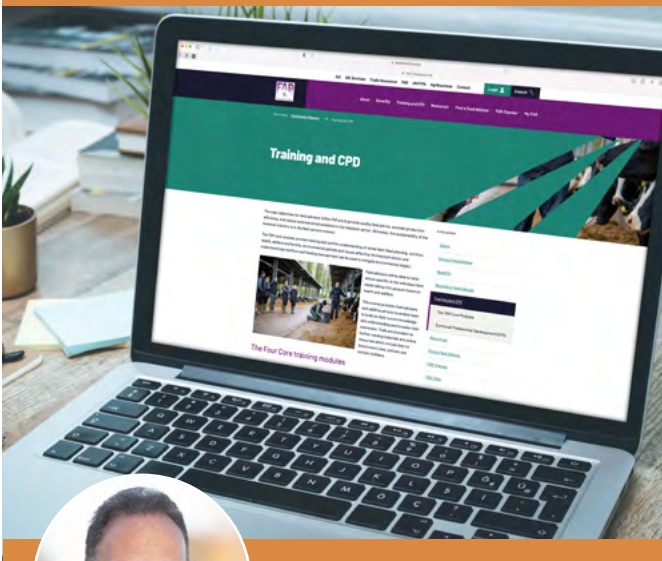
The auditing programme is going well with non-conformance and necessary remedial action in place. A review of the auditing programme will take place in Q2 of 2023 to take on learning from the “off-site” auditing to ensure that best use of resources are made.

The Joint Scheme Development programme for the feed schemes continues, the aim being to align the codes where possible. A lot of work has taken place in this area by industry experts and a consultation for this work is expected in Q2, 2023.

The Feed Adviser Register (FAR) continues to develop with CPD being launched in sustainability. This is a topical area in agriculture and food production, and has a valuable role within livestock advice.

The CPD gives an update on the legislation and guidance as well as specific details related to on-farm advice for livestock farmers. The next CPD module is already being planned and will consider nutrient balance on-farm in relation to livestock advice.

AIC Services has also launched the AIC Academy on the AIC website which has drawn together the various strands of training that AIC offers. This diverse offering includes the assurance schemes, FAR, HACCP as well as other specific training in this area.



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## Assurance scheme updates



### FAR professionalises game feed advice

The Feed Adviser Register (FAR) Game Feed Module launched in June 2022 and has been well received in the industry.

The module, the first of its kind in the industry, covers nutrition, gamebird production systems, feed management, biosecurity, hygiene, health and welfare, key performance indicators, and sustainability.

It is suitable for gamebird breeders, rearers, keepers, landowners, shoot owners, and game meat buyers, who want to better understand the impact that gamebird feed has on management practices, biosecurity and hygiene, meat quality, and sustainability targets.

To date there has been good uptake from registered feed advisers, and FAR Members can register for the module and find out more by contacting Carolynn Palasiuk ([carolynn.palasiuk@agindustries.org.uk](mailto:carolynn.palasiuk@agindustries.org.uk)).

Non-members wishing to take the module can join FAR as an Associate Member by downloading and completing the application form and returning it to Carolynn Palasiuk, Unit 4, The Forum, Minerva Business Park, Lynch Wood, Peterborough, PE2 6FT.

There is an industry appetite for creating a FAR Game Feed Module 2 and planning will commence in the fourth quarter of 2023 with a launch date in 2024.

For further information about the FAR Game Feed Module please contact David Moss ([david.Moss@agindustries.org.uk](mailto:david.Moss@agindustries.org.uk)).



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## Valuable Earned Recognition benefit retained

In 2022, the Earned Recognition agreement that FIAS has with the Department for Transport became more established, with regular reporting from AIC Services to DfT and an annual review to ensure continuation of the recognition.

This Earned Recognition benefits scheme participants involved in carriage of Dangerous Goods because FIAS certification demonstrates compliance with all relevant regulations, and so they are recognised as lower risk and therefore likely to receive fewer compliance inspections.

Officials from the DfT work with FIAS on shadow audits to ensure FIAS compliance meets the requirements of this agreement, maintaining a valuable benefit for scheme participants.

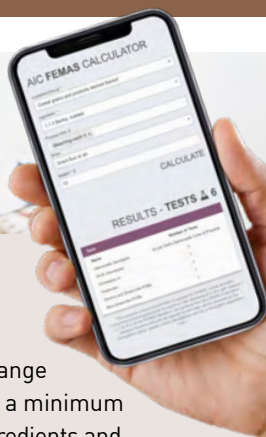


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## Greater range of feed ingredients covered in revised FEMAS Calculator

The FEMAS Calculator has been updated to include a wider range of feed additives and feed materials. The Calculator provides a minimum baseline for monitoring of undesirable substances in feed ingredients and takes into account the categorisation of the feed materials as well as other parameters. Its use is important for the credibility of the scheme and in providing a realistic level of testing as part of participants due diligence on feed safety.



## Smooth certification body switch for UFAS

Following a competitive certification body tender process, there has been a smooth transition from LRQA to Kiwa. Forward planning and close working between AIC, Kiwa and LRQA saw a pause of less than two weeks in audits taking place, and UKAS accreditation already in place by the time Kiwa began auditing. By carrying out tenders for certification contracts, AIC ensures that participants get the best service and the scheme retains credibility.



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## Hired trailer requirement ensures feed and food safety

Following the implementation of the TASCC Scheme in 2021, AIC Services introduced a new requirement that rigid vehicles or trailers which are hired into fleets must be from a TASCC certified business. This is an important part of ensuring feed and food safety.

Companies are certified and listed on the AIC Assurance Checker, which can be found on [AIC's Website](https://www.agindustries.org.uk/aic-website). The vehicle inventory enables a hired trailer to be added or removed, while still requiring it to be uniquely identified.



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## How **AIC** adds value



**LOBBYING** within the UK and Europe on behalf of the supply industry.



**TECHNICAL ADVICE FOR MEMBERS** on a sector-by-sector basis.



**PARTNERSHIP** with relevant organisations on common issues.



**RAISING** professional standards in trade assurance and advice.

*Working in support of modern,  
sustainable, commercial agriculture*