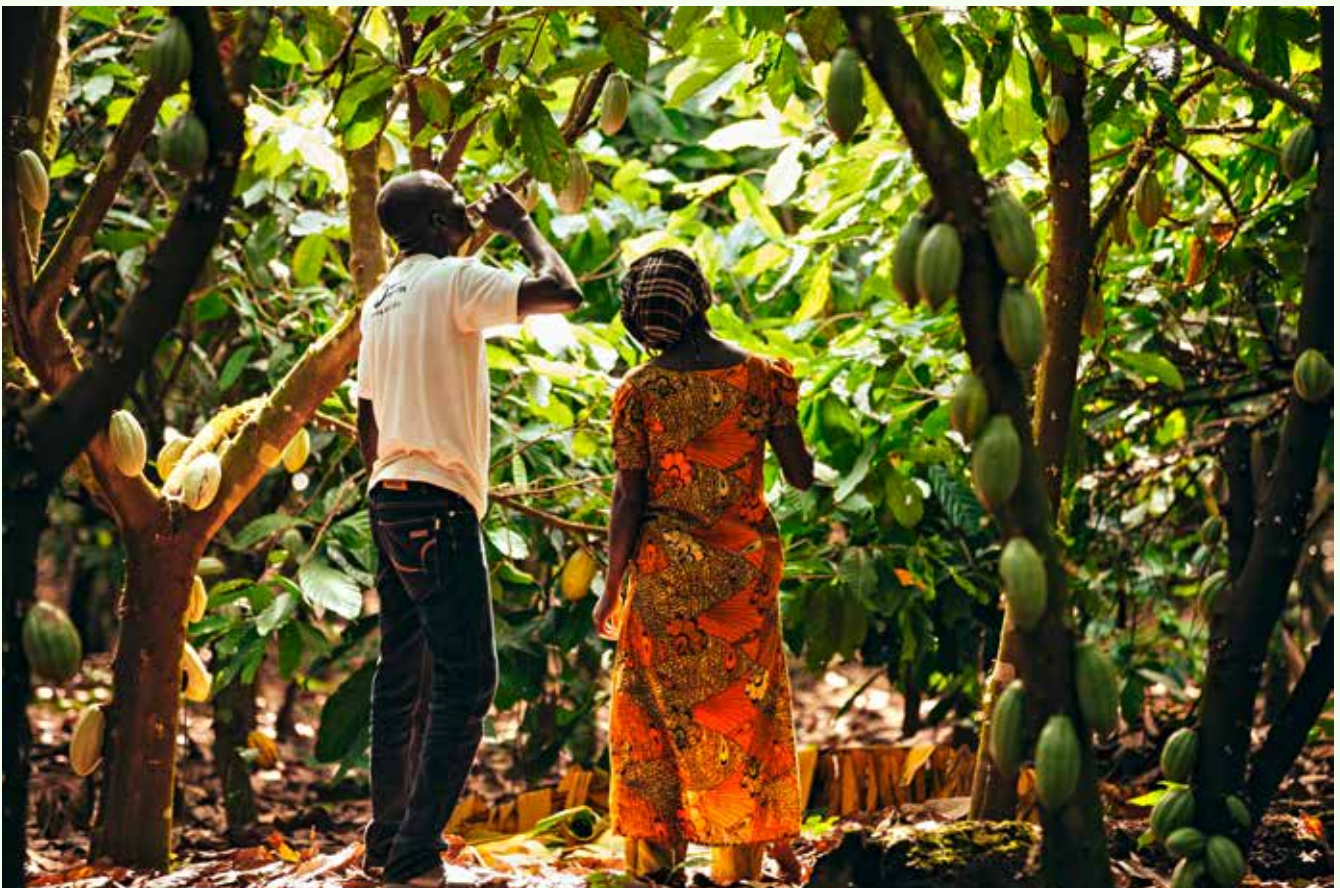


# Annual Report 2014

## Spray Service Providers in Action





# Vision, Mission and Values

## **Vision:**

Working together for sustainable agriculture.

## **Mission Statement:**

As a global network we act as an ambassador for the plant science industry, encouraging understanding and dialogue whilst promoting sound science and agricultural technology in the context of sustainable development.

## **Values and Beliefs:**

### **Respect:**

- Respect the views and values of others and act with honesty, humility and humanity.
- Seek the respect of others for our values and beliefs.

### **Openness:**

- Communication is a fundamental priority in all our activities.
- We will act with openness in all our dealings with stakeholders and actively engage in dialogue, exchanging opinions and facts, in order to increase society's understanding of our industry and our understanding of society.

### **Commitment:**

- We are committed to serve our members and stakeholders operating to the highest possible standards of professionalism ensuring the effective and prudent management of our resources.

### **Technology:**

- We believe in the benefits that technology brings to human development and progress, and to sustainable agriculture.
- We believe in the complementary and synergistic nature of technologies developed and offered by the plant science industry.
- We believe in science as the engine of innovation and the core principle of regulatory decision-making.

### **Sustainability:**

- We are committed to promoting full and effective stewardship (the responsible and ethical management of a plant protection or biotechnology product throughout its life cycle) to the field level, and recognize that the appropriate management and use of our products is an important element underpinning sustainable agriculture.
- We will strive to work together with others to achieve a proper balance between all dimensions/pillars of sustainable development.
- We will strive to maintain a healthy, ethical and viable business environment for the plant science industry.



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# 1. Editorial

## Dear Reader

Last years' Annual Report appeared with the heading "Breakthrough Year for the Spray Service Provider Concept". This year we are featuring a few of the Spray Service Providers (SSPs) and we let them or their farmer customers comment on their experiences with this scheme. It has been a highly satisfying exercise to collect these testimonies across several of the countries where the concept has been implemented over recent years; and we do know that there are many more stories out there that confirm the many benefits of the scheme for all the stakeholders engaged and contributing to the success of the scheme.

The most prominent success of the scheme was only possible with the support of the World Cocoa Foundation and their African Cocoa Initiative (ACI) under which CropLife Africa Middle East implemented the SSP concept in Côte d'Ivoire, Ghana, Nigeria and Cameroon. Our target was to service and reach out to 40,000 smallholder cocoa farmers during the project period of two years which came to an end at December 31, 2014. Our final achievement reached was over 50,000 smallholder famers. We were also successful in convincing a growing number of cocoa value chain stakeholders that the concept not only benefits farmers and buyers of cocoa, but also the individual SSPs as entrepreneurs. We also received increasing recognition that with the proper implementation of this scheme we will be able to implement effectively nearly all the stewardship objectives as outlined by the CropLife Stewardship Vision 2020. Particularly relevant are those pertaining to responsible use and the observation of IPM principles, resistance management, collection of empty containers and the avoidance of obsolete pesticides.

The SSP project in cocoa is still in the process of being completed with a very detailed impact assessment underway of which we hope to get the related findings by mid-2015. However we are now able to describe the rough profile of an SSP. Depending on whether the SSP is equipped with a mist blower or a simple knapsack sprayer he may be able to service between 10 to 20 farms (knapsack) or 30 to 40 neighbouring cocoa farms with a mist blower each of them being an average of two hectares in size. We will sharpen up on this profile with the final results of the ongoing impact assessment.

In other areas of our strategic priorities we continued to implement our long-term strategic objectives. Particularly relevant are the three emerging policy issues that will have a direct influence on the license to operate for our member companies. These policy issues are the discussions centring on Endocrine Disrupters (EDs), pollinators and Highly Hazardous Pesticides (HHPs). The EDs debate is basically an EU regulatory topic. However this EU regulation may have significant negative commercial consequences for many countries within the Africa and Middle East region. A second policy issue is the pollinator debate where again

the EU has taken a political decision to ban some selected seed treatment pesticides. Ironically, these often need to be replaced by older more toxic and less environmentally friendly products. If such similar decisions will be taken in the Africa Middle East region, whereby the most effective products are suddenly declared illegal in a given market, we are likely to see and as seen in the past that such markets almost overnight will be flooded and served illegally by the same products and often by very doubtful suppliers. The third policy issue is the emerging discussion on Highly Hazardous Pesticides (HHPs). Based on the definition in the latest version of the International Code of Conduct on Pesticide Management potentially any product could be declared and judged as an HHP and therefore be subject to restrictions, progressive phase out and banning. Our industry is committed to applying the necessary stewardship support for such products allowing for maximising benefits and minimising risks with the use of such products. Last but not least we do advocate and promote the above described "Spray Service Provider Concept" as a responsible solution to minimising risks especially at the level of smallholder agriculture in Africa.

In our discussions with the responsible national authorities we therefore advocate to carefully conduct the needed impact assessments at a national level prior to the banning of valuable and effective crop protection products. We would like to see national and regional regulatory authorities make their own independent decisions and choices of what old or new technological solutions will best serve their countries' farmers, consumers, environment and economies. As a team and relying on a larger global network with respective experts, CropLife is prepared to support any of such tailored country use assessments.

As regards our third strategic priority which is the fight against counterfeit and illegal products we do have respective projects and programs progressing in several key countries. These activities are regularly covered in our monthly newsletter. A particular mention deserves the Egyptian flagship project here. Our Egyptian CropLife team together with the local authorities run a very professional and massive campaign that primarily targets the small farmers but also involves and trains customs and police forces. We do hope that over time the improved awareness of smallholder farmers will dry up the demand for cheap, fake and illegal pesticides.

On behalf of CropLife Africa Middle East, we would like to thank all our stakeholders for their support during 2014. We look forward to working together in 2015 and beyond.

Yours sincerely,



Eric Bureau  
President of the Board of Directors



Rudolf Guyer  
Director General

## 2. Key Data and Hub Structure

CropLife Africa Middle East A.I.S.B.L. represents the Plant Science Industry in the countries of Africa and the Middle East. The Plant Science Industry includes manufacturers and distributors of crop protection products (pesticides), seeds and biotechnology products.

At the end of 2014 the association consisted of:

- 11 company members
- 24 national associations
- 1 professional organization engaged in the promotion of biotechnology solutions for the African continent

CropLife Africa Middle East was registered as an international non-profit organization in Brussels in November 2002. The association is legally fully independent but maintains a strong link with the global CropLife network.

In order to achieve the highest impact at country and sub regional level, a decentralized hub structure has been established:

- North Africa Middle East sub region covering all the countries belonging to the Arab League. Following the retirement of Ali Mohamed Ali, Rudolf Guyer acts as Regional Coordinator for this hub and obtains needed support from the Vice President and Hub Chair, Michel Chartouni.
- West and Central Africa is managed by Yao Bama, Regional Coordinator based in Abidjan, Ivory Coast. This sub region again follows respective political groupings where sub regional regulatory harmonization and alignment is envisaged.
- East and Southern Africa is managed by Les Hillowitz, Regional Coordinator based in Johannesburg, South Africa.

It is our association's mission and objective to motivate and engage as many partners and stakeholders as possible to help in the promotion and development of state of the art technological solutions needed for productive and sustainable agricultural systems in Africa and the Middle East. Despite the fact that the membership of multinational companies in national associations is rather limited across the region, it is the ambition of our association to convince and motivate all these local members to observe and implement the same international standards and apply all stewardship measures and activities as defined by the International Code of Conduct to which all members of the CropLife network are committed.



Our company members are:

Arysta LifeScience  
BASF  
Bayer CropScience  
Cheminova  
Dow AgroSciences  
DuPont  
FMC  
Monsanto  
Sipcam Oxon  
Sumitomo  
Syngenta

National CropLife associations and the sub regional hubs

## 3. Spray Service Providers (SSPs) in Action

### 3.1. SSPs servicing cocoa farmers in Côte d'Ivoire, Ghana, Nigeria and Cameroon

The Spray Service Providers (SSPs) concept of CropLife Africa Middle East has been successfully introduced in the cocoa sector in West and central Africa. With the financial support of the World Cocoa Foundation more than 50,000 cocoa farmers have used the services of the SSPs. In addition, some SSPs have established small businesses and are making a decent living from their activities.

An SSP is a farmer who has received special training to apply pesticides and who hires out his services to fellow farmers to spray their lands. This implies that untrained farmers will no longer handle pesticides, and that this application will only be undertaken by those who are properly trained.

#### Testimonies Ghana

**Abudu Rahim (41) is an SSP in Mmofra, Ashanti region.** He was trained in May 2013 as SSP and since that time he has serviced more than 100 farmers from several communities. Rahim says: "Before I was trained as SSP I worked for the mass spray exercise of the government. When I heard about the SSP training, I thought it would be a good opportunity to learn more about pesticides. The training was more useful than I expected; I learned about the transport of pesticides, how to wear my protective equipment and why it is so important to wear it."

In 2014 Rahim started selling agrochemicals from his hometown. He explains: "Before my SSP training I always bought pesticides from different places in Kumasi but the quality was not always good and I wasted a lot of money. I saw that other farmers had the same problem so I opened a little shop in the community to sell pesticides. Now I buy my cocoa products from the AHANSUCOFA office in Mankranso, while I go to a reliable dealer in Kumasi for pesticides for other crops."



His activities as an SSP help Rahim with a nice additional income: "Farmers pay me 1 GHC per spray tank. When a farm is well pruned, I use 2 tanks per acre, otherwise 3. It takes me 30-45 minutes to spray an acre with a mist blower. Per month, I earn at least an extra 50 GHC (= 12 USD) on top of what I get from my cocoa farm. From my shop I make 200 GHC per season. I have four young children, so with the extra money I can take better care of them."

In addition to the technical training, Rahim also followed a one-day business training that CropLife developed especially for SSPs. As a real businessman, Rahim is keen to

invest in his business. "When I started working as an SSP I had one mist blower. I bought another one and last week another one was rewarded to me by AHANSUCOFA. My plan is to rent out the mist blowers to other SSPs and maybe hire someone to help me with the



application. Last month I saved enough money to buy a motorbike. With the motorbike I can travel to further communities reaching more farmers."

**SSP Anthony Osei (30) from Mmofra, Ashanti region**

"I started my cocoa farm 4 years ago. The training to become an SSP was for me a good opportunity to earn some extra income since my trees have only just started bearing pods. I followed the training in May 2013. Up to two months ago I only serviced 20 farmers but then I was able to purchase a mist blower through AHANSUCOFA. I have now serviced more than 80 farmers in several communities.



Before I was trained as an SSP, I was working for the mass spray exercise team of the government. Even though I applied pesticides before, I learned a lot during the training, including how to measure the correct quantities, how to store the pesticides and how to manage my money. When I sprayed for the government I made 65 GHC per month, now I easily earn 100 GHC per month. I use one-third of the money I make for feeding my family and one-third for maintenance of my equipment. The rest of the money I use to hire labour to work on my farm because I have so much work as an SSP that I do not have time anymore to work on my farm."

**Cocoa farmer Osman Anaba (54) from Mmofra, Ashanti region:**

"I am the chairman of the farmers' group of AHANSUCOFA in this community. At the moment we have 63 members. I use the services of a SSP because he applies the pesticides better than I do. For the first time I do not have any black spots on my pods and the whole farm looks healthy. Last year I harvested 34 bags from 16 acres, while this year more than 45. I pay 5 to 10 GHC per acre. I use their services every month. Sometimes I call him; sometimes he comes to the farm to tell me it is time for application again. The SSP buys the pesticides from the AHANSUCOFA office in Mankranso."



**Cocoa Farmer Kwame (47) and Patricia (44) Agyapong from Mmofra, Ashanti region:**

"My cocoa farm is 8 acres and I am a member of AHANSUCOFA since 2010. I started using the services of SSPs last year because they can get the good products and they use less pesticide because they know how to measure the product. I used the SSP, because the spray teams from the government that came a few times every year have now stopped so I was looking for an alternative.

The SSPs do a better job than the spray gangs did. Now I have nice, unaffected pods and there are no more mirids (miridae, capsids) on the farm anymore. In addition, via the SSP I have access to quality pesticides while before I bought my pesticides on the market in Kumasi where the quality is not good."

### **Cocoa Farmer Musah Abudu (64) from Mmofra, Ashanti region:**

“Last year I harvested 17 bags from 8 acres and this year 20 and I am still harvesting. When the SSPs were trained in our community, I was aware of it so I thought it would be a good idea to use their services because they know what they do. They use good quality pesticides and they know in which quantities to use the products. I pay 10 GHC per acre. Every month an SSP sprays my farm against Akate (mirids, miridae, capsids).”



**Issifi Suleman (48) from Mmofra, Ashanti region:** “I have 8.5 acres of cocoa. Last season I harvested 19 bags and this season 28 bags. The pesticides on my farm are applied by an SSP. The SSP knows where to buy the recommended pesticides while I was just using any pesticides I could buy. I pay him 10 GHC per acre. He also taught me how to scout to check if there are any pests or diseases on my field. I do that now every week. I have recommended the SSP to other farmers as well and when they see how much I have harvested this season, they want to hire him as well.”

### **Testimonies Côte d’Ivoire**



### **Sare Rasmane (45), Cocoa Farmer, Zatta, Belier Region, Central Côte d’Ivoire.**

I am a member of Ataya, a farmer organization in the village of Zatta. We have benefited a lot through our farmers’ organization especially for the pesticide application. This is an important aspect in cocoa production and this is why I want to talk about it. CropLife Côte d’Ivoire and the Conseil du Café-Cacao have trained applicators called SSP. The trained SSP also farmers and members of our organization have helped us improve our production.

In the past we applied pesticides ourselves on our farms and stayed there on the farms for other activities. But after every spray round we had to take some farmers urgently to the hospital. We did not understand what happened. The SSP programme explained later everything and we now understand what happened. We did not protect ourselves and the other people around. We did not apply the pesticides correctly and the pests were not controlled. These are important aspects of our activities and for our farming community.

The Conseil Café-Cacao and CropLife supplied protective equipment and mist blowers which the SSP use for pesticides application on our farms. We no longer experienced such cases of poisoning by pesticides, and our harvests are better. We sincerely thank CropLife and the Conseil Café-Cocoa for helping us with the SSP.

### **Napassaga Amado, farmer, Zikisso, S-Western Côte d’Ivoire.**

I can see a real difference between the work of the SSP we have now and that of the previous applicators we had in the past. Now only SSPs spray my farm, I no longer handle pesticides since the SSP was trained by CropLife and recommended by the extension agent from ANADER. He applies the pesticides so well that I do not see pests after his work. In the past the pests were still present on the trees after the application, and the production was very weak. Now the production is far larger. I





wish that all the applicators in the area be trained. Also CropLife Côte d'Ivoire should assist the SSP to open stores in this region so that we can access the quality pesticides.



**Tcheoulou Bernabe, SSP in Lohoubeko, Lakota, S-Western Côte d'Ivoire**

"In the past I sprayed the farms with no protection because I did not know much about the pesticides I was handling. With the training I had with CropLife I am now a professional, many farmers are asking me to spray their farms. They trust me because they see the results of my work on their farms. They are very happy. I know about the risks associated with mishandling, I use protective equipment and I no longer get sick after spraying the farms."

**Doumbia Lacina (L), SSP in Zikisso, Lakota, S-Western Côte d'Ivoire.**

"Since we have been trained we recognize the pests, the diseases and what pesticides to spray. We do not use whatever product we come across to spray the fields, rather we use only registered specific pesticides to spray insects or diseases. When the farmers bring the pesticides we check to make sure that the pesticide is registered and for use on cocoa. The training by CropLife has helped us a lot and we are happy and proud of what we are doing. We do not get sick. And the farmers are very happy with us."



**Testimonies Nigeria**

**SSP Awotoye Olyinka (45) from Orisunmibare, Ondo state**

"I followed the SSP training in July 2013. I only scored 2% for the pre-test so I made sure to pay very well attention because it was clear I still had a lot to learn. For my post-test I scored 89% and for my practical test 91% which made me ready to sell my services as an SSP.

So far, I have serviced 12 farmers several times. Before the SSP concept was introduced in our community, farmers bought their pesticides on the market. Very often the quality was very poor and could even harm the cocoa. Now most farmers trust me and let me buy the pesticides for them. I only buy at a shop in town of which I know the owner sells good quality pesticides.



In the beginning farmers were not so willing to pay for my services but now they have seen the difference in their yields. On average they pay me 1,000 to 1,500 Naira per acre.

Applying pesticides is hard work, especially to fetch clean water that is not always available around the farm. At the moment I rent a mist blower but next year I will buy my own so I can service even more farmers."



**SSP Ayodeji Adu (39) from Ilesha, Osun state**

"I followed the training program in July 2013. So far I have serviced 10 farmers. They pay me 1,000 Naira per acre but in the lean season from February to April most pay me with cassava or maize.

When other farmers see my farm, they want me to spray their farms as well. I take care of my farm; I remove chupons and infested cocoa pods, and I prune my trees. When you do that, the pesticides will work better. Therefore I always advise farmers when I spray their farms to maintain their farms well.

Farmers come to me because I work fast and I know how to measure and mix the pesticides so nothing will go to waste. After one season the farmers I helped see the difference in yields so I am sure I will get more work to do for the coming season."

**Cocoa farmer Akuloye Elijah (45), Osun state**

"I am a member of the Bolawole Cooperatives Multi-Purpose Union and I grow cocoa according to UTZ and Rainforest Alliance requirements. Before I made use of the services of SSPs I always had problems applying pesticides because I do not know well how to read the label, the mixing is complicated and it is difficult to follow all certification requirements.

The SSP I use does a good job: he covers the whole farm much faster than I can. I also buy my pesticides via him because he buys them directly from a company that sells good pesticides. I pay 1,000 Naira per acre. It seems a lot of money but my yields have really increased during the last season. I cannot exactly say with how much because I am still harvesting but I already have more bags than last year



**Cocoa farmer Fagbemi Jimoh (45)**

"I use an SSP to spray pesticides on my cocoa because they know how to mix and what products to use. In addition, I have a farm of 30 acres so I need the extra labour. I pay 2,000 Naira per acre. Last season my yield was 7 tonnes, but this year it will be more."

**Cocoa farmer John Adenigbegbe (48)**

"My farm is 12 acres and I cannot do all the work by myself. Before I used the SSPs, I sprayed 1 acre per day and I bought my pesticides anywhere on the market. Now the SSP buys the pesticides directly from SARO and the work goes much faster. I can see the difference on my farm. Every year I had mirids (miridae, capsids), although I applied pesticides. This year I did not have any. Last year I harvested 32 bags but I am sure my yield will be higher this year. When other farmers see my field they ask me what I did and I tell them to use the SSP as well."





### 3.2. Spray Service Provider Project in Partnership with IFDC-Catalyst in Uganda

The Objectives of the Project were:

- To train 4 regional trainers for the South West and Lango sub region.
- To train and establish a network of 45 spray Service Providers (SSPs) in South West Uganda and 45 in Lango sub region in Northern Uganda.
- To train and create a business link of 30 agro-dealers to the 90 SSPs targeting 2,000 farmers.

IFDC currently implements the Catalyst project in Burundi, Democratic Republic of Congo and Rwanda, which started in 2007. In 2012 Uganda was added as an additional country to the group. One of the objectives of the Catalyst project is to increase production of farmers in various crops including, maize, Irish potatoes, low land rice, cassava, sunflower and soybean, by promoting new technologies and bringing actors together in agricultural clusters.



*Manon Dohmen from CropLife Africa Middle East during project planning at the Fairway Hotel on 3 June 2014*



*Perry Ngoma, CLAME Master Trainer training 9 -13 June 2014 at Lira district*

The SSP concept fitted in extremely well in the activities of the Catalyst project, as SSPs would be one of the actors in a cluster when servicing farmers. In addition, new technologies including the use of glyphosate in minimum tillage practices and fertilizer application was also promoted. The result was better use and application of crop protection products and fertilizers, better control of pests and better improved soil fertility, leading to higher yields.

CropLife started a pilot SSP project in:

1. Irish potatoes in the South West region targeting 1,000 farmers.
2. Maize, sunflower, soya beans and rice in the Lango sub-region targeting 1,000 farmers.



*SSPs from Lango sub region sharing PPE and CP15 sprayers*

The full results of the program will only be seen in April 2015. This will be followed by a monitoring & evaluation exercise.

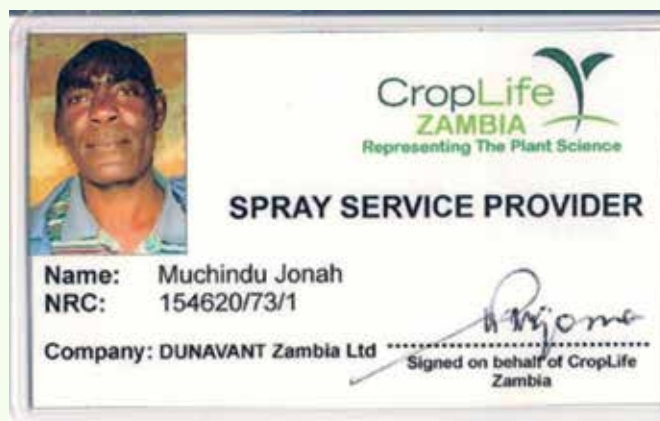
### 3.3. Spray Service Provider Program in Zambia

The Spray Service Provider (SSP) program in Zambia started in 2009 and was the source of the concept as it stands today. It was born out of the need to find a practical, self-sustaining and cost effective way of using pesticides in the small-scale farming sector. Most of the farmers in this sector are either illiterate or semi-illiterate which makes it very difficult for them to understand fully how to use pesticides responsibly. A few farmers in every farming community are fairly literate and this makes the idea of a core group of well-trained farmers able to apply pesticides on behalf of untrained farmers, the most ideal. This is what makes the SSP concept a winning solution.



The program started with only eight CropLife Zambia member companies in partnership with the USAID PROFIT Project. Initially 28 trainers were trained from the eight member companies and by the end of 2010; these trainers had trained over 2,700 SSPs.

The trained SSPs were equipped with a set of basic personal protective equipment (PPE) by the PROFIT Project and some were equipped with knapsack sprayers supplied by the member companies supporting them. An identity card was developed to help identify these individuals by the farmers. The number of 2,700 SSPs is however a little deceiving as after a sifting out process only 30% remained and were actively providing a spray service as intended by the project. In subsequent trainings, greater attention was given to the selection of the SSPs and this added to the quality of the program. In some areas, SSPs formed groups of 8 – 10 and were managed by a “better skilled” SSP called a coordinator who would be responsible for securing business and the selection of pesticides to apply, as well as being responsible for record keeping of all the applications that took place.



SSPs are linked to CropLife Zambia member companies who support them with equipment or additional product information on the pesticides being used. The companies also help with the marketing of their services to the farmers. Neither CropLife Zambia nor the member companies fix the price for the service provided, as farmers are more comfortable to negotiate directly with the SSPs for the services needed. In the second year of the program, most farmers realised the value of using SSPs and demand shot up leading to an inadequate number of SSPs to fulfil requirements. This was followed by the introduction of a six nozzle boom-sprayer connected to the knapsack sprayer and handled by two people. With this piece of equipment SSPs were able to service more farmers adequately.

One of the farmers, Mr. Phiri, testified to the CropLife team how he had benefited from the SSP program in Chongwe. "Before I accessed the service, I used to weed my field with my family and this took us three weeks to finish and by this time the weeds would have regrown. But since I started using Mr. Malambo (SSP), I have saved both time and money and the weeds were better controlled as you can see how clean my field is looking." This and many other positive stories were heard from farmers, who are mostly women and who had been relieved from backbreaking hand weeding. All of the companies that participated actively in the programs reported a significant increase in the use of pesticides. One such company reported an increase of herbicide sales of up to 700 percent and this was attributed to the SSP program.

The positive outcomes of the program were widely discussed within the farming communities and with this, more companies and one donor organisation have been actively promoting the SSP program.

The program initially started with five districts but has now provided the service in 30 districts and by the end of the 2013/2014 farming season, SSPs had serviced over 17,000 farmers. This service has been undertaken on a number of different crops including but not limited to maize, cotton, tomatoes, soybeans and onions. In 2011, an impact assessment was conducted by an independent organisation of which the results were very positive and which led to many other countries following with the concept. NGOs and donor-funded projects have acknowledged that the SSP concept offers the best solution to ensure the responsible use of pesticides as this embraces all the elements of "stewardship".

In 2014, two additional programs were initiated. The first managed by PROFIT Plus, an ACDI/VOCA project. The goal of PROFIT Plus is to increase food security through agriculture-led growth and inclusive market access by smallholder farmers. The project works with smallholder farmers in the Eastern province and peri-urban Lusaka and focuses on the production of six crops namely; groundnuts, maize, soybeans, sunflower tomatoes and onions. Ten Field Advisers who work for the project were trained as trainers of SSPs in July and commenced the training for SSPs by August. So far 124 SSPs have been trained and certified and in turn have serviced over 1,300 farmers. It is foreseen that a greater number of farmers will be serviced in the coming season as more and more see the positive results that the service delivers.

#### **3.4. The Spray Service Provider Concept in Kenya helps to re-build trust in its export producers**



**ELIUS GICHIRA (37)**

**SSP Coordinator from the Mitooini Irrigation Scheme, Kirinyaga County.**

"I am the SSP supervisor at the Mitooini irrigation scheme. CropLife Kenya and the Pest Control Products Board trained me in Aug 2014 for one week. I was trained on pesticide handling, spray equipment handling, scouting, observing pre-harvest intervals, record keeping among others. Before the training I was a small farmer whereby I used to grow tomatoes and French beans however I did not know why I should use protective gear and use of the required dosage of products. Later an opportunity arose at the

Mitooini Water Irrigation Scheme. I did the interview and passed since they required someone who has been trained on the issues of pesticide application like me. I earn Kshs 12,000 (ca. 120 US\$) per month from what I was earning Ksh 5,000 from my small farming activity. Currently I am expanding my tomato farming from ¼ acre to ½ acre.



I employ some workers on my farm; one per day or two days per week. I also save some cash from usage of the correct dosage (no overdose) since application of excess pesticides means more cost of production. Some farmers consult me on the issues of pesticide use against a certain pest or disease, I scout their farm and record the findings then I spray the correct pesticide. Sometimes I employ other methods as we were taught on IPM."

**JAPHETH M. MBANDI (35)**

**Technical Manager, Keitt Exporter  
French beans.**

"Currently the company is working in four counties- Kirinyaga (mitooini), Machakos, Nyandarua and Meru. However, it is only in Kirinyaga County where we have SSPs where farmers are not allowed to come into contact with pesticides. The issue of spraying is under the control of the group. They have one store; they source from registered agro dealers. This helps when it comes to auditing and issues of maximum residue levels. In other counties we have received rejections or warnings concerning maximum residue levels e.g. in Kinangop, (Nyandarua) where our consignment was found with issues of MRLs. Currently we are moving away from areas where they don't use SSPs. The use of SSPs is the way to go if we have to avoid issues of rejection due to MRLs. Also, this helps to create employment for our youth and improve our economy, as a country as export markets will not be lost. At the same time, our local consumers will consume good quality produce with no pesticide residues. If the issue of MRLs reduces, this means a reduced quantity of export product will be sent for inspection resulting in reduced costs, hence improved pay to the farmer."



**EPHANTUS GIKUNJU (55)**

**Chairman-Mitooini Irrigation Water Project  
Kirinyaga County**

"I am the Chairman of the Mitooini Irrigation Water Project. The water started flowing in the scheme in early 2014. We started thinking what we would grow in order to pay back the loan we had received from Equity Bank. French Bean was the first priority but most exporters required that we must have a team of SSPs or they would pay less. We did not have trained SSPs within our area but fortunately an opportunity came for training through CropLife Kenya and some young men were trained. From that point we called them for an interview and we employed

them. Following this, good offers started coming in from exporters. We have never had any issues of MRLs and just hear about this from other counties. Currently other exporters are coming with good offers due to our reputation. Currently we pay SSP implementers Kshs 8,000 and SSP supervisors Kshs 12,000. Farmers use these SSPs to communicate to the irrigation scheme office and vice versa are true. It has become easy to pay loans for over 400 farmers in the scheme with 500 acres of land under irrigation. We have created some employment and the control of pesticide use is from one point and the management of pests is easy. Our environment is well conserved, as the application of pesticides is at the targeted pest not a routine spray. This is the way to go."



## **AGNES WANJIRU (45)**

### **French Bean farmer from the Mitoini Irrigation water project, Kirinyaga County**

“Water for irrigation came to our area early in 2014. I wanted to grow French beans since they give quick returns, however, I did not have a trusted sprayer since I can’t spray myself, as I am allergic to pesticides. The sprayers who were there were not trained and they could over or under dose the crop and sometimes they used wrong pesticides. If they overdose there was a chance with produce having issues of MRLs, hence rejection and I have already spent money on production therefore I go into a loss. On October 2014, the Mitoini irrigation water project employed some trained SSPs. I saw this as an opportunity to grow French beans.



- The cost of an SSP was to be distributed among the growers.
- The SSP knew when to apply pesticides and when not to.
- They advise on harvesting date.
- Pesticides are controlled from one point and sourced from a reputable agro-dealer.

I have never received any rejections due to MRL issues. Without those boys (SSP) I can’t grow French beans.”



## **SSP NICHOLAS GITAU (21)**

### **Mitoini Irrigation Scheme Kirinya County**

“Formerly, I was a smallholder farmer growing kales after completing high school. In the year 2013 I was earning from that business Kshs 4,000 per month. I was trained by CropLife Kenya on how to apply pesticides, transportation, storage, scouting, among others including identification of counterfeit pesticides. After training the Mitoini water project requested applications for those who wanted to be SSPs and one of the conditions was at least one should have been trained on the proper application of pesticides and have a certificate. I did the interview and passed. Currently I earn Kshs 8,000 from Kshs 4,000 per month. In addition farmers consult me on the issues of application of pesticides when I go into the field. When I fail to identify a certain problem, I always consult the SSP supervisor and we discuss together with the farmer. At first farmers did not believe in SSPs and it is only after explanation and results from other farmers that they came to understand the importance of a SSP. I’m employed on a monthly basis. I am planning to expand my kale business and to also open a small agro-dealer shop.”

## 4. Regulatory Matters and Harmonization Initiatives

During 2014, we continued to carry out activities under the guidance of the global project, "Principles of Regulations" (POR). As of June 2014 our team was strengthened by Stella Simiyu Wafukho who joined CropLife Africa Middle East as Director Regulatory Affairs and Stakeholder Relations. We continued to run our sub-regional hub and regulatory meetings where we discussed with official representatives relevant regulatory topics. These meetings took place in April in Yaoundé in Cameroon, later in August in Lusaka, Zambia and finally in Cairo and Dubai in October and November respectively.



*Participants at the WCA annual workshop in Yaoundé, April 23-24, 2014*

In addition a specific workshop was conducted with the CSP (Comité Sahélien de Pesticides) in Ouagadougou, Burkina Faso where Ludovic Loiseau, an expert from our global network presented special risk assessment tools that could be used to improve the current level of country and sub-regional risk assessment approaches for regulatory decision making that would allow to pay more and particular attention to a specific country situation.

Our engagement and related discussions for a better Protection of Regulatory Data and Confidential Business Information (PRD and CBI) continued throughout the year in all our meetings. There is growing evidence and understanding that the implementation of these globally accepted concepts of PRD and CBI is needed and highly beneficial also in developing countries. These legal concepts, if properly implemented and enforced, will encourage leading players in the crop protection industry to make available their most advanced and innovative solutions also in developing countries in Africa where they have not been presented and introduced so far.

A major exercise and effort of our regulatory team towards the year end was our engagement and support to motivate potentially affected stakeholders to participate in the EU public consultation related to the legislation of Endocrine Disrupting Chemicals (EDC). This effort was a rather new challenge for our team and the time was short to identify these potentially affected stakeholders, to discuss and explain this highly complex regulatory topic and to convince them finally to participate at the public consultation process. However, as a team we have learned significantly through this process and we are now better prepared to cope with similar challenges in the future. Such challenges are imminent with the upcoming preparation for the International Conference of Chemicals Management (ICCM 4) in Geneva in September 2015 where key discussions will be held on Endocrine disrupting Chemicals and Highly Hazardous Pesticides (HHPs).

## 5. Anti-Counterfeiting Activities

During 2014 our main efforts and major resources were allocated to implement the anti-counterfeiting flagship projects in Egypt and in Kenya. The Egyptian project in particular has been very successful and has mobilized significant additional resources at the country level. With the help of the local agricultural TV channel our colleagues from CropLife Egypt were reaching out to probably all smallholder farmers (fellahs) and this with a very high intensity since the specially created video messages were aired several times a day over the whole year. It has been decided to continue with the same efforts in 2015. In addition to this strong communication targeting the end-user our Egyptian team has conducted training sessions with police officers, custom agents and special inspectors employed by the Ministry of Agriculture to survey pesticide retail outlets. As a result of these concerted efforts several seizures have been carried out by the local police and in some of these cases prosecution has been initiated. Whether this very strong campaign has helped to achieve a significant reduction of the presence of illegal and counterfeit products is very difficult to measure. However, we do believe that smallholder farmers in particular are now aware of the risks of buying cheap pesticides and they may therefore slowly reduce the demand for such illegal products.

The “anti-counterfeiting flagship project” in Egypt kicked-off in late September 2013 with the establishment of a local Anti-Counterfeiting Steering Committee. Starting April 2014, three TV commercials have been aired daily on the local agricultural channel in Arabic. The entire campaign was run under the slogan “Take Care”.



The campaign then included training workshops and farmer field days conducted separately with all major distribution companies being members of CropLife Egypt. The project established a “hotline service” with the Agricultural Pesticides Committee as a means for reporting incidents of illegal trade in pesticides and the opportunity to receive suggestions from stakeholders. CropLife Egypt’s Anti-Counterfeiting campaign was also present at SAHARA, the 27th International Agricultural Exhibition for Africa and the Middle East, held at the Cairo International Conference Centre.



Poster of the Campaign in Egypt



Dr. Ali Ismail, Vice President of the Ministry of Agriculture viewing the campaign’s activities with Said Abdella of CropLife Egypt



## **6. CropLife Involvement with obsolete Pesticides in Africa in 2014**

### **Introduction**

The Africa Stockpiles Programme (ASP), initiated in 2003, was a multi-stakeholder programme that aimed to remove and destroy all obsolete pesticide stocks from the African continent. The main implementing partners were the World Bank, the UN Food and Agriculture Organization (FAO), World Wild Life Fund (WWF) and the Pesticide Action Network (PAN), with activities in seven core countries: Ethiopia, Mali, Morocco, Nigeria, South Africa, Tanzania, and Tunisia. In addition, CropLife International initiated four country projects (Cameroon, Ghana, Kenya and Malawi) to reduce rapidly the risks from obsolete pesticides by repackaging them and transporting them to a central warehouse for secure storage while awaiting disposal – a process known as safeguarding.

The ASP officially ended during 2013 as the last of the country projects closed. However, CropLife International continues to collaborate with FAO and the World Bank on a country-by-country basis to safeguard and destroy the remaining obsolete stocks in Africa.

### **Progress in 2014**

CropLife's key role in the programme continued in 2014. While FAO proposals to the Global Environment Facility (GEF) for disposal in Cameroon and Malawi were going through the approval process, CropLife International and the national associations continued to monitor and maintain stocks they had safeguarded in those two countries. The FAO/GEF projects are now approved and preparations are being made to export the stocks to the EU for high temperature incineration.

The national associations also continued monitoring and maintenance throughout 2014 of the Kenya and Ghana stocks, safeguarded under their CropLife International safeguarding projects. Agreement has been reached on funding the export and disposal of the Kenya stocks – a basket of funds has been identified with contributions from CropLife International, CropLife Africa Middle East, CropLife Kenya, FAO and the Kenyan Ministry of Agriculture. The bulk of the Ghana stocks (112 tonnes) have been packaged for imminent export and disposal, funded by GEF through the Environmental Protection Agency in Ghana, with another donor planning to dispose of the remaining 50 tonnes in 2015/16.

Two new countries, Benin (150 tonnes) and Morocco (770 tonnes) have been identified by CropLife International as the focus for the next round of activities. FAO has obtained GEF funding for disposal (as well as components on regulation, container management and IPM) in both of these countries and CropLife International has agreed to work together with them on identification and safeguarding of stocks prior to export and disposal. However, in an effort to avoid the delays between safeguarding and disposal experienced in the first batch of Safeguarding Projects, a new modus operandi has been agreed. Rather than CropLife International implementing the safeguarding of these obsolete pesticides itself, FAO will contract the safeguarding and disposal as one seamless operation and CropLife International will contribute an amount equivalent to the safeguarding element of the operations via its international Framework Agreement with FAO. CropLife International will also run outreach and declaration campaigns in both countries to give owners of any currently unidentified obsolete stocks, particularly in the private sector, a chance to surrender them for collection and disposal. Final approval of FAO funds from the GEF has been given and project inception workshops will happen in both countries in early 2015.

FAO continued its preparations in 2014 to export and dispose of the 335 tonnes of obsolete pesticides in Eritrea. Safeguarding re-started in late 2014 and disposal is expected to be



complete by mid-2015, with CropLife International having provided TAD (Technical Adviser for Disposal) support and a contribution to the incineration costs.

CropLife International has agreed to finance inputs from a TAD in the World Bank obsolete pesticides disposal project in Mali, which is now moving towards final approval.

### **Conclusion**

CropLife International remains committed to partnering with FAO, the World Bank, or other organizations to remove and dispose of African obsolete pesticides that originated from participating CropLife International companies. The ways of working together with these partner organizations are evolving and the quantities currently remaining for disposal are diminishing. CropLife stewardship efforts as well as the “obstocks prevention” components of FAO and World Bank pesticide projects will mean that the accumulation of large stockpiles of obsolete pesticides in Africa will become a thing of the past.



*Recorded CropLife International is contributing to FAO's project to safeguard and dispose of obstocks in Eritrea (photo courtesy of Michael Hansen)*

## 7. Plant Biotechnology

In 2014, farmers in three African nations — Burkina Faso, South Africa and Sudan — planted 3.3 million hectares of biotech crops. These higher-yielding, pest-resistant biotech varieties are helping increase prosperity and reduce hunger in rural communities across the continent. A multitude of African countries — from Egypt to Kenya, from Malawi to Uganda, from Cameroon to Ghana and Nigeria — are advancing their biosafety laws and regulatory frameworks, as well as conducting field trials of locally-developed and locally-adapted biotech crops. This increased investment and focus on plant biotechnology is setting Africa up as a hub for plant biotech growth and innovation in the coming years.

Sudan is the newest adopter of plant biotechnology in Africa, and farmers have been eager to plant improved seeds. Between 2013 and 2014 alone, plantings of pest-resistant biotech cotton increased by 46%. Biotech crops have significantly increased crop productivity, resulting in an increase of farmer income of nearly US\$400 more per hectare than conventional cotton. In a country whose primary economic driver is agriculture, plant biotechnology is transforming communities and farm families. Farmers in South Africa and Burkina Faso have reaped similar benefits since becoming global leaders in biotech adoption in the 1990s. Studies have shown yield increases of 10-20% and US\$100-200 more per hectare are commonplace as pests become easier to control with the help of biotechnology. This has provided over US\$1.3 billion directly to smallholder farmers in these three countries alone since biotech crops were first planted. It is no surprise that farm leaders across the rest of Africa are petitioning their governments for access to this transformative technology.

In the coming years, African researchers will begin to supply farmers with locally developed biotech varieties improved to tackle some of the continent's toughest challenges. Nutrient-enhanced varieties of staples such as wheat, cassava, sorghum, bananas and rice will help fight hunger and malnutrition. Insect-resistant and herbicide-resistant biotech varieties will help crop productivity and increase farmer and community incomes. The Water Efficient Maize for Africa (WEMA) project, a collaboration between the plant science industry and local research institutions, is expected to release East Africa's first drought-resistant biotech seed in 2017. WEMA's field trials have shown impressive progress in building drought resilience with yields as high as eight tons per hectare in drought-prone regions which typically average less than two tons.

Over the past 40 years, Africa has shifted from a food exporter, helping keep global markets well-stocked, to a net importer, making it consistently vulnerable to crisis. Plant biotech tools that can help farmers increase productivity and progress the community around them will be essential in making Africa self-sufficient and a global agricultural leader once again. The current adopters, Burkina Faso, South African and Sudan, have led the way, but with more countries than ever conducting field trials for new, locally developed varieties, the rest of the continent is poised to catch up quickly. As the Bill & Melinda Gates Foundation recently highlighted, if we can continue on this path, "Africa Rising" will certainly be a global theme in the coming decades

## 8. Alliances and Partnerships

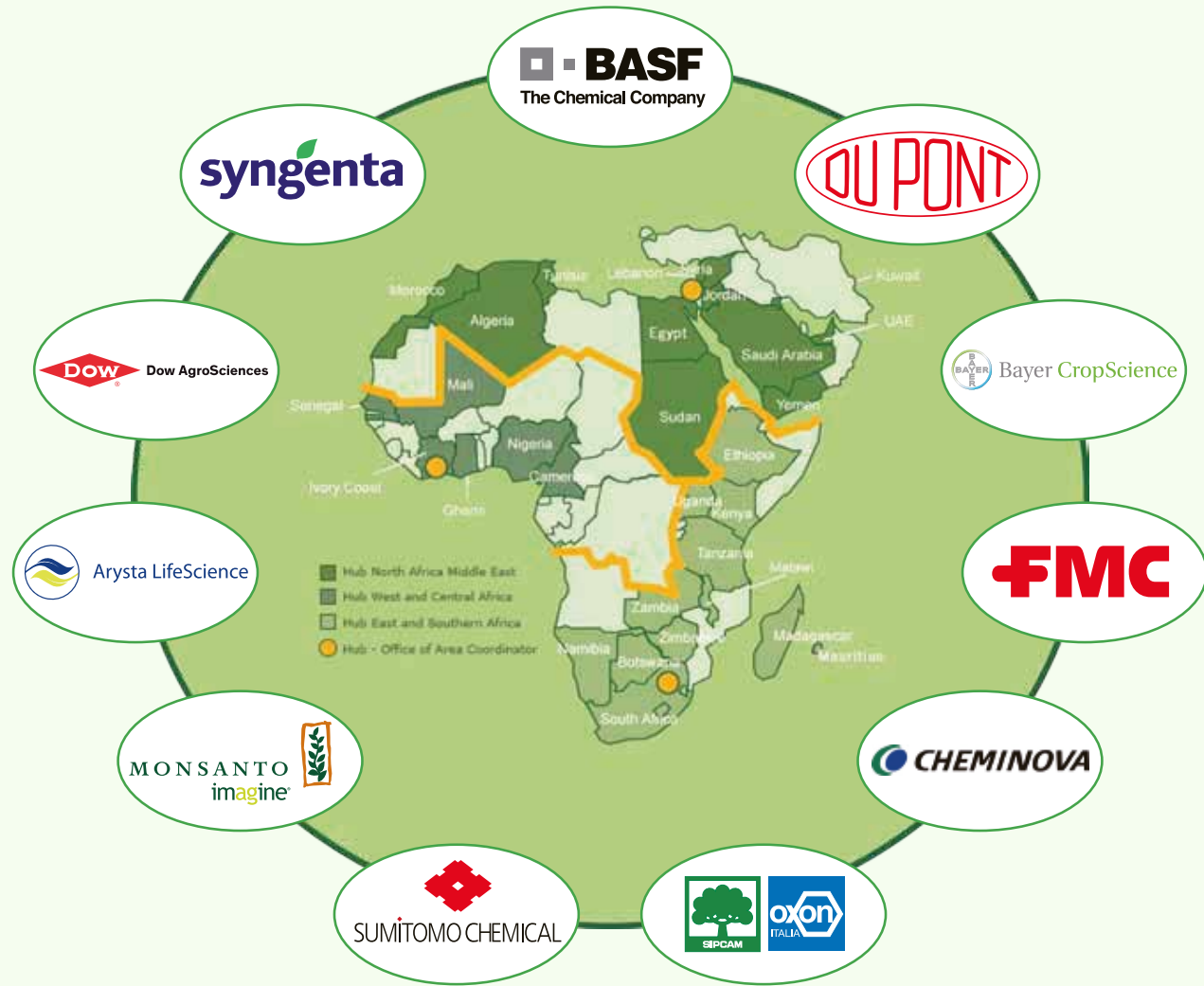
The development and strengthening of alliances and cooperation with other stakeholders and partners continued in 2014, Without doubt the most prominent to mention here is the cooperation with the World Cocoa Foundation with the SSP concept in West Africa. Also IFDC (International Fertilizer Development Centre) continued to be a very strong partner for CropLife. In Uganda we were asked to implement a very large SSP project in potatoes and no-till maize growing. Increasingly CropLife Africa Middle East is recognized as a trusted private partner in the agricultural sector and is seen as the partner of choice for all kinds of PPP projects in this field of activity.

As a matter of fact we realize that there are probably many more project opportunities for our network than we can currently handle with our limited team resources. We will discuss this internally and our clear goal is to get additional project management resources to better exploit these opportunities.

Partnerships also continued in areas other than stewardship. We extended our MoU with the Europe-Africa-Caribbean-Pacific Liaison Committee (COLEACP) and several events were carried out jointly. Also in the area of anti-counterfeiting activities we maintain existing relationships and conduct activities with support coming from third parties and stakeholders interested in joining this battle against illegal and counterfeit agricultural inputs.







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