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THE AGCARM NEWSLETTER

Seed treatment contributes \$1.2 billion to NZ economy

A report investigating the value of neonicotinoid (neonic) seed treatments to New Zealand's economy, by BERL Economics, estimates their contribution as up to \$1.2 billion.

The 'Economic value of neonicotinoid seed treatment to New Zealand' report estimates that if neonic seed treatments were removed from the market, it would cost the economy between \$800 million and \$1.2 billion in the short to medium term. The report includes the main neonic users — arable grains, forage brassica and pasture grasses.

The cost takes into account suppliers, producers and increased expenditure from those working directly or indirectly in the industry.

Commissioned by Agcarm in 2014, the report remains relevant today. The cost would be even higher if taking inflation, increased costs for resourcing, health and safety, fuel and such like into account.

Aside from the economic ramifications, the report assesses the employment generated as a result of these seed treatments. This equates to approximately 5,300 full time employees.

Crop yields would also fall by a third if alternate crop protection tools were used instead of neonic seed treatments.

The value of the treated seeds versus non-treated seeds alone is worth \$368 million.

One of the unique benefits of using neonic seed treatments is that the active ingredient can be applied at very low rates per hectare, reducing the number of insecticide applications in comparison to spray treatments.

Other benefits include low toxicity to humans and other mammals and no reported effect on bee health since first being registered in New Zealand in the early 1990s.

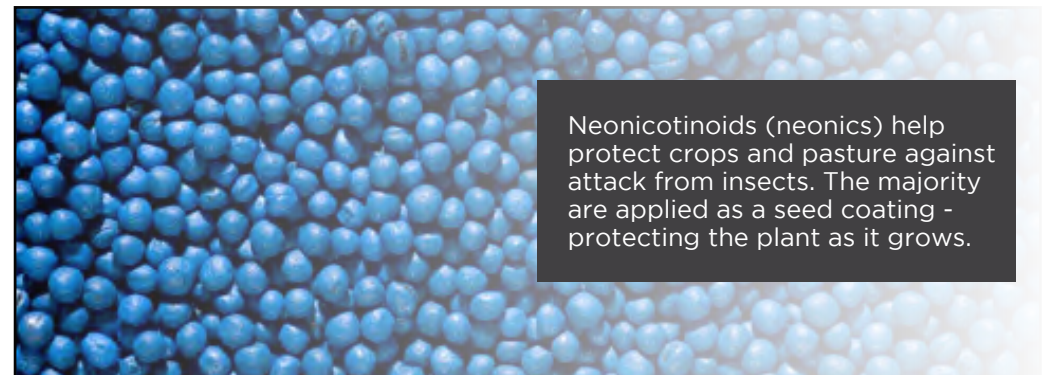
■ [Read the report](#)

See also: [Use of neonicotinoids in New Zealand](#).

Bees and neonicotinoids

The relationship between neonic seed treatments and New Zealand's bee population has sparked much debate in recent years. Links to bee health were touched upon in the report, with the following observations from industry:

- Seed treatments represent a very low risk to bees.
- No unexplained bee colony losses were linked with proper use of neonic seed treatments in New Zealand.
- Correct stewardship mitigates the risk of neonic dust exposure to bees. ■



Neonicotinoids (neonics) help protect crops and pasture against attack from insects. The majority are applied as a seed coating - protecting the plant as it grows.

New direction for Agcarm

Agcarm's four year strategic plan, as directed by members, was revealed at the annual conference on July 26, by President, Pauline Calvert.

Our Strategy 2018 to 2021

AGCARM

Vision
Our aspiration for New Zealand agriculture

**Healthy crops,
Healthy animals,
Healthy business**

Purpose
What we do

Protect and enhance the health of crops, animals and the environment, through innovation and the responsible use of quality products and services

Priorities
Our strategic focus

- Proactive Regulatory Engagement
- Strengthening our Partnerships
- Promoting a Healthy Organisation

What will success look like in 2021
Key goals that guide our activities

- The time, quality and cost for regulatory approval of products meets member expectations, where possible
- Legislation encourages members to develop new and innovative products
- Agcarm members are recognised for their contribution to environmental sustainability
- Our advocacy is enhanced by establishment of networks with key groups
- Companies continue to seek Agcarm membership

Core Values
Drive our behaviour

- Agile
- Trusted
- Proactive
- Fronting up for members

“We are in a world of change. We need to adapt and remain relevant to our broad membership base.”



PRESIDENT, PAULINE CALVERT

In revealing Agcarm's four-year strategic plan, Calvert announced that she was sharing a key milestone for Agcarm.

The plan was developed to meet the needs and expectations of the vast array of members.

“Our membership base is very broad, but we share many common goals.”

“We are in a world of change. We need to adapt and remain relevant to our broad membership-base.”

She thanked members, board members, staff and subgroups for driving the project. Adding that, “we must always remember that we are a membership driven organisation”.

“As President, I take this responsibility very seriously as do my fellow board members.” ■

Counterfeit trade a growing problem

An escalating global trend in counterfeit goods is resulting in the loss of hundreds of billions of dollars and could result in dire consequences for the health of people and animals.



Government, industry and farmers must work together to ensure that crop protection and animal health products work effectively to protect people, animals and the economy from the high risks associated with illegal products.

Counterfeits account for an estimated 2.5 percent of total global trade value. Between 2008 and 2013, estimated sales of counterfeit products rose by 80 percent.

According to a report by the Organisation for Economic Co-operation and Development and the European Union Intellectual Property Office, the trade in counterfeit goods reached US\$461 billion in 2013.

A further report by Frontier Economics, commissioned by the International Trademark Association, predicts the total annual cost of counterfeiting and digital piracy at between US\$923 billion to US\$1.13 trillion. If trends continue, this could double by 2022.

Criminals are producing crop protection products, animal medicines and even human pharmaceuticals, as well as counterfeit electronics, toys, shampoos, toothpaste and luxury goods.

Decanted herbicides in unlabelled containers, foreign animal health and crop protection products not registered for sale in New Zealand, deregistered chemicals and dog flea treatments with incorrect label instructions — are some of the products Agcarm has found for sale on online auction sites like Amazon and Trade Me.

Agcarm works with Trade Me to remove illegal crop and animal products and seeks to form an alliance with Amazon. Agcarm chief executive Mark Ross wants more to be done. “An industry-government

task force, to identify illegal products and prosecute known offenders, would be a step in the right direction,” he says.

Ross warns that the risks to the health of people and animals are “very high”, especially if food is treated with illegal veterinary medicines or pesticides.

“They can also lead to less effective control of diseases and risks of increasing resistance,” adds Ross. To avoid these repercussions, he advises consumers of crop protection and animal medicine products to “only buy from reputable manufacturers and suppliers and choose only authentic products”.

The government, industry and farmers must work in tandem to ensure that no illegal pesticides or animal medicines enter the country. ■

Found for sale on auction sites

- Decanted herbicides in unlabelled containers.
- Foreign animal health and crop protection products not registered for sale in New Zealand.
- Deregistered chemicals.
- Dog flea treatments with incorrect label instructions.

When buying veterinary medicines and crop protection products:

- Buy from reputable manufacturers and suppliers.
- Choose authentic products.

What's the fuss about glyphosate?

Glyphosate is used in New Zealand by farmers, land managers and home gardeners. It offers effective and safe weed control, has low-volatility and degrades quickly in soil. As well as recording over 40 years of safe use, it has been the subject of over 800 studies — all confirming its safety. Glyphosate continues to be rigorously tested by regulators in New Zealand and throughout the world, with over 160 countries approving its safe use.

This testing has, time and time again, showed that the herbicide poses no threat to human health — when used according to label instructions.

At the heart of the ongoing false information and hype is a misleading classification of glyphosate by the International Agency for Research on Cancer (IARC) made in 2015. IARC classifies substances using terms such as 'possibly' or 'probably' carcinogenic to define the potential hazard of a substance. As pointed out in feedback to a recently published article on the Stuff news website:

“What’s been overlooked is that the classification that IARC assigned glyphosate — a ‘2A, Probably carcinogenic to humans’ — is the same classification the organisation gave to grapefruit juice, fruits (including apples), and working the night shift. At least glyphosate didn’t rate a ‘1, carcinogenic to humans,’ so it’s not as dangerous as sunlight, sunlamps, oral contraceptives, Chinese style salted fish and alcoholic beverages, among a long list.

“The IARC also didn’t talk about the likelihood

of getting cancer from glyphosate — it’s not what they do but plenty of other organisations have concluded that it’s about as dangerous as common table salt to humans.”

The New Zealand Environmental Protection Authority confirms that glyphosate is safe when used according to label instructions.

In 2015, the International Agency for Research on Cancer assessed glyphosate to

POSE THE SAME RISK AS:

- Eating red meat
- Drinking hot beverages
- Frying food at high temperatures
- Working as a hairdresser

...AND POSE LESS RISK THAN:

- Drinking alcohol
- Sunlight
- Eating bacon and all processed meats
- Sawdust

Importantly, IARC's carcinogenic assessments do not assess the actual risk to people or the community or take into consideration how the substances are handled, managed or used.

The Ministry for Primary Industries tests residues from commonly used agrichemicals and assets that the New Zealand diet is safe and that contaminants are very low — far below levels that would be a food safety risk — and mostly occur naturally. The food regulator sets very conservative limits for residues in food — many times below levels that would be a risk to consumers.

Anyone wishing to know more about glyphosate should review the conclusions reached by regulatory authorities in developed countries that rigorously consider all available data, published and unpublished, in a comprehensive evaluation.

Conclusions about a matter as important as our health must be non-biased, thorough and based on quality science that adheres to internationally recognised standards.

As one commenter notes:

“I consider myself a die-hard greenie, but bring on the glyphosate! It’s too hard and expensive to stop invasive exotic weeds with anything else — and of course human effort in pulling them out will never be enough. Glyphosate is pretty harmless in the scheme of things, and is soluble and generally deactivated by water. Like all things, use in moderation.” ■

“Glyphosate is safe when used according to label instructions”
Environmental Protection Authority

Darryl Stretton Kellogg Rural Leadership Programme

Improvement is needed in the public perception of the crop protection industry discusses Farmlands Category Manager Darryl Stretton in his Kellogg Rural Leadership Programme report, 'Public Perception of the Crop Protection Industry and how this could be improved'.

Pseudoscience, media sensationalism, pressure groups and naivety give rise to a negative public perception of crop protection products.

This perception can translate into real effects in the marketplace, says Stretton in his report. This may adversely impact the development of essential crop protection technologies — especially for minor crops. Even large sectors are not immune to negative perceptions.

To demonstrate the power of public pressure or pseudoscience to trump real science, 'we need look no further than the impact activist pressure is having on things like glyphosate and neonicotinoid chemistry'.

In the research Stretton conducted for his report, he found high levels of ambivalence in attitudes to the protection of food through production. A very small percentage of the population has an affinity with the land and the balance knows very little about agriculture. This, coupled with the fact that people have greater access to information than ever before, has created a perfect storm.

Most consumers want the perfect apple or broccoli — minus insects — and realise that this requires some form of crop protection.

There is a belief that organics are as effective as EPA-approved ones, but unless there is EPA testing, there is no way to guarantee effectiveness.

'It is becoming increasingly apparent that public acceptance can be as important, if not more so, than the approval of regulators'.

Toxicity profiles of some organically certified products, like azadirachtin (neem oil), shows it is extremely hazardous to pollinators and bees. 'So it is a false argument that organics are better than synthetics'.

The public perceived a significantly lower risk associated with food treated with biological control than those treated with synthetic chemical pesticides. This market is forecast to grow by 16.3 percent in the next five years. This is driven by increasing investment from leading crop protection companies operating in the biopesticide market, growing awareness about environmental safety and increased demand for organic food.

Pesticides and chemicals are viewed as a catch-all category for crop protection practices. In reality, we are seeing a move to softer 'greener' technologies which are more targeted as well as the use of

integrated pest management (IPM) or integrated weed management (IWM). IPM emphasises the growth of crops with the least possible disruption and encourages natural pest control mechanisms. IWM uses all options available. The public being unaware of these practices does not bode well for agriculture.

His report outlines recommendations for better promoting, fast tracking, or communicating with a more unified industry voice, to tackle these perceptions.

A more cohesive and concerted voice of truth is required on behalf of the industry. The agricultural industry and its bodies need to better up-sell and even educate the public on what the crop protection industry does and what it stands for. Being more vocal and promoting good practice could dilute some of the inaccurate news stories.

"Some consumers will never be persuaded to believe in good science. But we need to communicate in a way that is understandable to the general public," says Stretton.

One example is how the use of crop protection enables farmers to adopt conservation and no-till practice.



This leads to improved soil health, less erosion and reduced greenhouse gasses.

As New Zealand can only produce enough food to feed circa 40 million people, the quality of product is of paramount importance.

■ [Read Darryl's report](#)

Reponsible Industry for a Sound Environment (RISE) is a US organisation dispelling myths surrounding crop protection. See:

■ www.pestfacts.org

Agrecovery reports on progress in clearing farm waste

Rural recycling programme Agrecovery released its 2017-2018 Annual Report this month — describing its progress to clear more waste from rural communities.

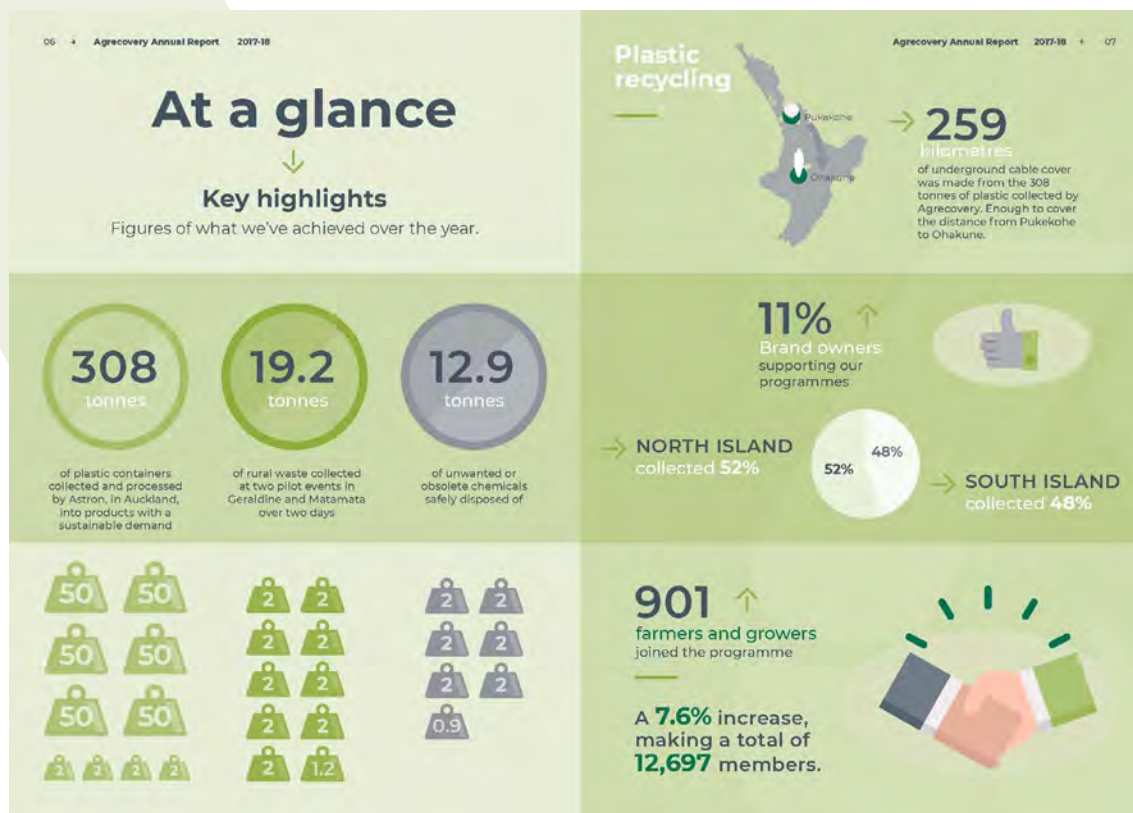
The report covers the product stewardship scheme’s operational achievements in the year ending July 2018.

The programme collected 308 tonnes of plastic which was converted into useful materials right here in New Zealand. Last year’s result was over 15 percent of the 2,000 tonnes collected since the programme’s inception. The programme also safely disposed of 12.9 tonnes of unwanted or obsolete agricultural chemicals.

Agrecovery General Manager Simon Andrew thanks brand owners for their support of the programme. “Your commitment to product stewardship enables farmers and growers to recycle containers and dispose of any unwanted or obsolete products appropriately”.

“It also provides an example for other manufacturers in taking responsibility for their products and minimising waste,” he adds.

[Read the report](#)



Agcarm boosts agriculture and veterinary students

Massey University students, Georgina Martin and Geoffrey Berntsen, have each been awarded a \$2,500 scholarship from Agcarm to help with their studies.

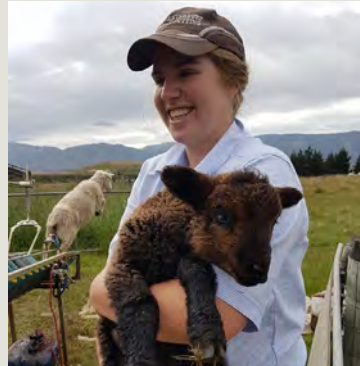


Veterinary science student Georgina Martin considers herself a people-person, she loves the idea of working with people and animals. "It's an awesome mix between the two," she says of her chosen career.

Born and bred in Rangiora, the 22-year-old learnt to care for, feed and understand the needs of animals on the family farm.

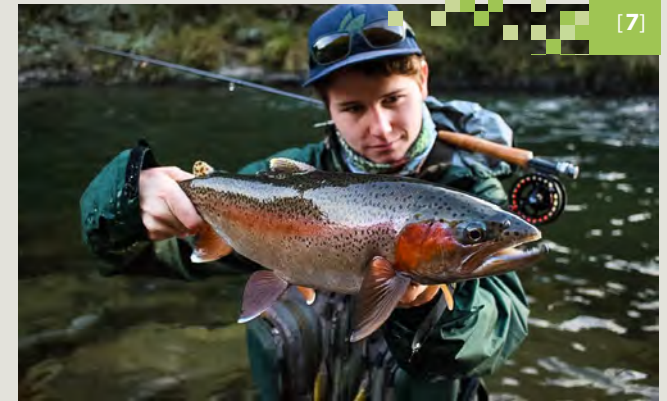
Now in her third year, Martin acknowledges the vital role of animal medicines in any veterinarian's toolkit.

Culling of animals and the loss of production and employment are the costs of disease, she says. Animal medicines help veterinarians and the animals they treat — as well as lifting farm production and aiding the economy. "Healthy animals produce safe food," she says.



Martin's win will help her travel to vet placements around the country — required for her studies — as she already has an impressive student loan, in the six figures, and two more years of study to go.

Born and bred in Napier, Agri-commerce student, Geoffrey Berntsen says his interest in the primary industries derives from a love of the outdoors.



In the third year of his degree, the 20-year-old says he enjoys the variety of his studies — from taxation to soil — which he hopes will see him working in finance for the primary industries. His end goal is to work with firms that diversify and add value to New Zealand's exports, before owning his own business.

At school, Berntsen was awarded the Premier Scholar Award, regarded as the most prestigious secondary school award, two years ago.

Berntsen's success extends to his outdoor pursuits of fly-fishing, snowboarding and photography. He was selected to represent New Zealand in a Colorado fly-fishing competition. He also coaches the NZ Youth Fly-fishing team and is a local club mentor.

Agcarm has supported the Massey University students for 12 years because of its mission to foster innovation and capability in agriculture, particularly in building future leaders.

Agcarm chief executive, Mark Ross says "as an industry, we need to keep adapting and evolving to meet the changing needs of our farmers, growers and retailers. We need to do more to attract people into our industry and retain great talent." ■

AGCARM OFFERS TWO SCHOLARSHIPS A YEAR TO SUPPORT EDUCATION AND TO RAISE AWARENESS ABOUT CAREERS IN AGCARM-RELATED INDUSTRIES.

The scholarships are an example of industry initiatives led by Agcarm to provide safe and sustainable animal health and crop protection

technology for the future of New Zealand, and educating the community about the industry's contribution.

MAORI PERSPECTIVES ON ENVIRONMENTAL DECISION MAKING

Individuals or businesses planning to submit an application or proposal to the Environmental Protection Authority (EPA) need to engage with interested Māori groups.



Doug Jones

When considering applications, the EPA determines if engagement with Māori is in accordance with best practice - especially if there could be an impact on management by Māori of their cultural and natural resources

and their rights to develop culturally, socially, spiritually and physically the implementation of the principles of Te Tiriti o Waitangi (The Treaty of Waitangi) and any Treaty settlements.

Applications made to the EPA under the Resource Management Act or Exclusive Economic Zone will have local, regional or national impacts. If an application has only impacts of local significance to Māori, then it will be sufficient to engage with those directly affected (such as iwi and hapū of the area and any relevant Māori industry organisations).

The release or reassessment of organisms or substances, are likely to have national impacts so may require national engagement.

Doug Jones, Manahautū Kaupapa Kura Taiao (General Manager Māori Policy and Operations) said, "at the EPA, we actively seek input from Māori into our activities and decision making. We want to make it as easy as possible for New Zealand and international

businesses and individuals to understand the process they need to take when making an application with us.

Jones says that when decisions are being made about the management of the environment, it's essential to take Māori interests and the principles of the Treaty of Waitangi into account.

"Māori cultural practices have a strong environmental basis, and the wellbeing of the land and the wellbeing of the people are closely tied together so we've written the protection of Māori rights and interests into law," he says.

However, many of the EPA's applicant organisations have no prior experience of doing so.

The EPA has created a short animated video to introduce New Zealand and international businesses to concepts that will help them engage with Māori, before applying for environmental approval.

"Here at Te Mana Rauhi Taiao (Environmental Protection Authority), we value the knowledge of tangata whenua alongside that of contemporary science.

"We all need to be thinking about the long game," he says. "It's expressed in the whakatauki (proverb) 'Whatungarongaro te tangata, toitū te whenua', which means 'As man disappears from sight, the land remains'."



[View the animation](#)

The EPA released a document on how a Māori perspective is considered in decision-making.

■ [Incorporating Māori Perspectives into Decision Making](#)

Areas covered in this protocol include Te Tiriti o Waitangi (The Treaty of Waitangi) obligations, Ngā Kaihautū Tikanga Taiao, impact on Māori, outcomes of significance to Māori, identifying and assessing risk and effects and engagement with Māori. ■

Agrichemical Supplier Qualification

Rural retail staff advising customers on the safe use of agrichemicals or with responsibility for managing a bulk storage facility are advised to complete an agrichemical supply qualification.

The GROWSAFE Agrichemical Supplier course is designed to:

- o meet the requirements of a range of regulatory and industry requirements for agrichemical suppliers;
- o demonstrate a high level of competency and responsibility in managing the human and environmental risks of agrichemicals;
- o demonstrate knowledge of agrichemicals, their mode of action and environmental impact; and
- o be able to advise customers on the safe use of agrichemicals including storage and transport.

For further information, visit the GROWSAFE website

Students meeting the competency requirements may also qualify for the Certified Handler Test Certificate for bulk storage and/or retail supply of agrichemicals.

Prerequisites

The GROWSAFE Standard (or Introductory) certificate is a prerequisite for this course.

Expiry and renewal of certificates

The GROWSAFE Agrichemical Supplier Certificate is valid for five years. It must then be renewed because laws, technology and best practice are constantly changing. Renewal must be done within six months of certificate expiry. Your Certified Handler certificate can be renewed at the same time. ■

Beefing up technology

TECHNOLOGY IS THE FASTEST GROWING SEGMENT OF OUR ECONOMY - GENERATING EIGHT PERCENT OF OUR GDP AND NINE PERCENT OF EXPORTS. TO ENSURE GREATER TECHNOLOGY TRACTION, A NOT-FOR-PROFIT, NON-GOVERNMENTAL MEMBERSHIP-FUNDED ORGANISATION WAS FORMED.



— from bioscience, biochemistry, biotechnology, bio-manufacturing and life sciences within the agritech, health diagnostics and therapeutics, industrial, environmental and food tech sectors.

More than 70 percent of New Zealand's export earnings are derived from biology-based industries spanning human and animal health, agriculture, horticulture and other natural products. The OECD predicts the potential contribution of the bio-economy to New Zealand's GDP will reach \$182 billion by 2030.

Exports include finished products and ingredients destined for the food, cosmetics, nutraceutical and pharmaceutical industries.

Executive Director of Biotech NZ, Dr Zahra Champion, says the industry brings high-paying jobs and innovative ideas encompassing a huge diversity of applications. Being part of the NZ Tech Alliance will enable them to maximise New Zealand's bio-based technology capability to create a strong and prosperous New Zealand bio economy.

NZ Tech brings together start-ups, local tech firms, multinationals, education providers, financial institutions, network providers, hi-tech manufacturers and government agencies to work closely with the tech sector to generate growth. It represents 20 technology communities and over 800 organisations and is led by Graeme Muller.

■ [NZ Tech website](#)

Biotech NZ has also been formed under the NZ Tech umbrella — joining together heavyweights in biotech. This includes everything bio-based

■ [Biotech NZ website](#)

Outstanding contribution: Alan Cliffe

Alan Cliffe of Nufarm was awarded the Agcarm Outstanding Contribution Award at the Annual Conference in July.



MARK ROSS, ALAN CLIFFE AND PAULINE CALVERT

Alan is one of a small group of elite and very capable technical managers who have overseen the introduction of many cutting edge technologies to New Zealand. This has helped drive the dramatic growth of exports of agricultural produce from our shores.

In his four-decade career in the industry, Alan has acquired an enviable knowledge of agrichemicals and the broad range of crops they are applied to. He

is respected for his participation; analytical and technical approach to issues; and willingness to share his skills, experience and knowledge for the benefit of the industry.

Having started his career in research and development at iSpray in Nelson, he moved to Auckland when the company was bought by The New Zealand Farmers Fertiliser Company which became Fernz Corporation and then Nufarm.

He has seen the evolution of the regulatory authorities from The Agricultural Chemicals Board to the Pesticides Board to the Agricultural Compounds and Veterinary Medicines Group, the creation of Environmental Risk Management Authority which was to change to the Environmental Protection Authority and, more recently, the introduction of Worksafe NZ. He always stays abreast of changes and provides feedback on the development of regulations, policies and processes.

Agcarm president Pauline Calvert recognised Alan’s contribution to Agcarm and the wider industry as an active participant of the Crop Protection Committee, helping develop submissions and contributing to all three versions of the Agcarm Labelling Guide. He was influential in the drawn out process of amending the data protection rules as well.

“Alan has been able to draw on his experience and relationships with regulators, researchers, retailers and grower groups to help shape policies, standards and codes of practice which are of benefit to the wider industry,” says Calvert.

“Alan has a reputation for being a ready and willing participant in working towards effective and pragmatic solutions to industry issues. His significant contributions have had a positive impact on the industry and in shaping the regulatory environment we work with today.

“His thoughtful and measured advice on a very wide range of challenges is always much appreciated”.

His grounded commercial perspective is valued in his R&D and technical roles. He is enormously respected by research, technical and commercial industry contacts both here and abroad. ■

- Member of the Agrichemical Trespass Ministerial Advisory Committee
- Member of the New Zealand Plant Protection Society Committee from 2005 – 2009
- Author of papers in the NZ Plant Protection Society Journal on various plant protection products

Agcarm's premier networking event: ANNUAL CONFERENCE 2018



SIMON COOK'S NUFFIELD BLOG

Simon Cook, Individual Associate member of Agcarm and owner of Ranfurly Orchard Services – a Te Puke based orchard contracting service for the fruit growing industry in the Western Bay of Plenty – writes of his whirlwind tour around the globe as part of his Nuffield scholarship.



The Nuffield scholarship is one of the most internationally prestigious agriculture-based scholarships, with a long tradition primarily in the dairy and broad acre cropping areas.

Lord Nuffield – the British engineer and industrialist who gave the world the Morris Minor – initiated the scholarship in 1947 to allow British and Empire farmers to travel and promote agricultural best practice. It

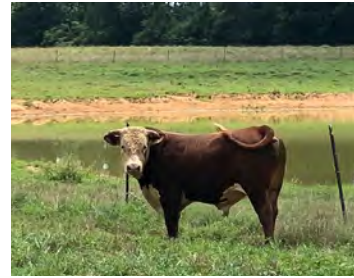
includes 70 scholars from around the globe – of which five are from New Zealand.

The scholarship has three core components. The first is a week-long conference. The second is a six week tour of up to six countries on different continents – exploring their agricultural, economic and cultural make up.

The third component is a further 10 weeks exploring a particular subject of interest, culminating in the presentation of findings at a biannual Nuffield Conference.

Given the history of PSA in the Kiwifruit industry and his involvement with the industries biosecurity body Kiwifruit Vine Health, Cook decided to focus his travels on biosecurity.

Leaving behind a family for three months and an orchard half way through its harvest, Cook shares his travels and discoveries in his blogs. ■



Read Simon's blog

- [Part 1: What is the scholarship?](#)
- [Part 2: Singapore and India](#)
- [Part 3: United Arab Emirates](#)
- [Part 4: France and Belgium](#)
- [Part 5: United States of America](#)
- [Part 6: USA - Alabama and Florida \(biosecurity\)](#)
- [Part 7: Brown Marmorated Stink Bug and Spotted Lanternfly](#)



SUPPORT FOR HONEY LEVY

Bees are vital for pollinating food crops as well as the multitude of honey-based products. New Zealand's colony monitoring shows a growing number of beekeepers, bees and dollars to our economy.

New Zealand's leading bee industry association helps ensure that our bee population continues to grow, remains healthy and that research into their health is based on strong science.

A well-funded and united bee industry is essential. Unlike our other major farming industry groups, such as Beef and Lamb and Horticulture NZ, Apiculture NZ is funded by voluntary membership. "A compulsory levy on all commercial honey production is needed to fund research," says Agcarm chief executive Mark Ross.

A strong and representative membership-base will enable Apiculture NZ to drive important industry issues like biosecurity, industry advocacy, education and skills, research and market access.

The wider agricultural industry needs to work together to pool resources for research and development - including local research to determine any synergies between bees and agrichemicals.

An industry levy will help cross-industry initiatives that benefit the bee industry as well as industry groups like Agcarm and Horticulture NZ. ■

Bee population increasing

The managed global and New Zealand bee populations are increasing. For the year ending June 2017, the number of bee colonies in New Zealand increased by 17.7 percent to 805,902 colonies.

The benefits of a levy include:

- o Developing new treatment for varroa, and research into its resistance
- o Developing tools for managing identified pests and diseases
- o Research into synergies between bees and agrichemicals
- o Science extension - technology transfer between scientists and beekeepers
- o Long-term monitoring of bee health

Veterinary medicine industry reaches out from South Africa

Global body to discuss
registering veterinary
medicines in
South Africa



The international programme providing guidance on technical requirements for registering veterinary medicines will meet in Cape Town, South Africa, in February 2019. Participants from around the globe will discuss regulatory obstacles, One Health, innovation, harmonisation and a vision for the future.

The four-yearly VICH Public Conference, entitled 'Getting it together in Africa', will foster collaboration and discussions on recent cutting-edge technologies and science.

Active discussions on the opportunities and challenges faced by medicine regulators and the industry around the world, especially in Africa, will take place.

- [More information about the conference](#)

The International Cooperation on Harmonisation of Technical Requirements for Registration of Veterinary Medicinal Products (VICH) is an international programme providing guidance on the technical requirements for registering veterinary medicines.

VICH was established in 1996 as a means of collaboration, primarily between the regulatory authorities and the animal health industry of the EU, Japan and the USA. The regulatory authorities and animal health industry of Australia, New Zealand, Canada and South Africa also actively participate as VICH observer members. Agcarm, representing the New Zealand animal medicines industry, is an observer member of the steering committee.

The World Organisation for Animal Health (OIE) participates as an associate member in the VICH process aiming at supporting and disseminating the outcomes at a worldwide level. The scope of the VICH programme covers veterinary medicines, pharmaceuticals, biologicals (vaccines and other biological products) and medicated premixes. The committee meets on a yearly basis.

To complement the steering committee, a VICH outreach group has been established. This group is very diverse and represents countries with developing regulatory systems, such as Thailand, Zimbabwe, Saudi Arabia, Brazil and Russia. ■

Annual conference

A diverse array of topics were discussed at the notable event - from every New Zealander benefiting from our primary sector, using microorganisms alongside conventional pesticides, managing māori land, to how realistic a predator-free NZ is, and do auction sites have a regulatory role.



Hon Damien O'Connor

Minister of Agriculture, Biosecurity and Food Safety, and Rural Communities, Hon Damien O'Connor, explains that when the primary sector does well, all New Zealander's do. "Our objective, as a government, is to grow sustainable value across the economy so every New Zealander benefits."

How we place ourselves to handle disruption and the challenges of alternative proteins, will be the measure of our future success.

"New Zealand should produce the finest food and protein nutrition for the world's most discerning customers," he says. If not at the top end, we won't be anywhere, as we have competitors catching up very quickly.

We want to move from volume to values — selling things that we are proud of — that are produced

ethically, with a high standard of animal welfare, labour and environmental management. "If we do that together, we have an amazing future."

He thanked members for their efforts to help the primary industries. What you do is help that assurance system. "Your compounds, compliance and vet meds are part of a system that we must uphold as the best in the world."

Antimicrobial resistance (AMR) is a big issue in Europe. "It's not that topical here yet, but we know that you as an industry are trying to keep ahead of that issue. The government is too. Our AMR action plan came into place last August. We are continuing with that and about to do another baseline survey."

He asks members to "highlight the importance of doing the right thing to try and get rid of M bovis".

Another biosecurity incursion — Myrtle rust — has huge impacts on native flora and fauna and horticultural and pastoral systems. "If you can come up with fungicides or some treatment systems that help — that would be really, really good." 750 sites have been identified with it. "It's not out of control, but we don't have it under control, so we have work to do in that area."



Alison Stewart

Having spent most of her career in the biological control space, Foundation for Arable Research Chief Executive Alison Stewart explains why the agrichemical industry should be embracing biologicals.

"We have to recognise that consumer perception may not be based on science or logic, but that doesn't mean there isn't a move away from synthetic.

"Even if there is no evidence, consumers feel that natural is better. That is the perception and that drives consumer behaviour," she says.

It is a challenging space, in part because of the small market for any overseas company wanting to bring products here. "So how do you turn that potential threat into an opportunity?"

Because they're natural, there is a perception among consumers that they're better for the environment and for human health. If you're in the

biological space, "you will milk that for whatever you can". It's naïve to say that biologicals are a replacement for chemicals. They can be used together as part of an integrated pest programme.

Biological products that have gone through the regulatory system in the EU, US, or NZ have not had to go through clinical and environmental trials, so "it is not surprising that it's quicker and cheaper to get to market". The US is leading in this area, with "hundreds coming through". There are 14 biofungicides and about 14 bioinsecticides registered in NZ, compared to 350 in the US. The EU has a very stringent regulatory process. There are a lot of biopesticides in the system, but they are taking a while to get through.

She says we need more collaborative ventures. It will be the large agchem companies that determine how successful bio-pesticides are. "You are the ones who have the distribution pathways and resources to do it". Small companies can be agile and innovative and trial high risk things. If they get it right, the big companies can capture and take it to market.

The best way to do this is to bundle it up with traditional products, so people have to buy both she says. The downside is that once biopesticides become mainstream, the public will start to become more nervous. The regulatory challenges will also be high. Bringing a completely novel microorganism in as a new active ingredient with a new mode of action into a regulatory framework set up for chemicals is the real challenge.



Kevin Hackwell

Predator Free NZ - Its history and how realistic is it?

“If it has four legs and hair, it doesn’t belong here,” Forest and Bird’s Chief Conservation Advisor, Kevin Hackwell explains. When humans first inhabited New Zealand 800 years ago, the only land mammals were three species of bat.

Our biodiversity is unique. “Birds, insects and lizards occupied the niches that marsupials occupied in the rest of the world. Even our plants adapted differently.”

Introduced mammals don’t belong here. “So as conservationists, we have to make some awkward choices: We need to kill things that aren’t supposed to be here to save the ones that are,” he says.

New Zealand’s predator-free movement started by a school on Waiheke Island in 1959. A junior Forest and Bird was set up to protect the birds on the neighbouring islands. This led to the world’s first rat eradication, taking place on Maria Island in 1964. This proved an important moment for conservation.

In the 1970s a programme of eradication started on other islands, like the 17 hectare Titi Island in the Marlborough Sounds. In the 1990s, the largest eradication was Kapiti Island — at 2,000 hectares. Then Campbell Island — at 11,300 hectares — in the 2000s. Every island set the world record for eradicating rats.

Every decade, the maximum area of rat eradication increased 10 fold. “This means we should be able to hit one million hectares in the coming decade and 10 million hectares in the one that follows,” enthuses Hackwell. New Zealand makes a total of 27 million hectares. “That’s the basis of predator free NZ by 2050”.

“We do this the same way we always have — by putting toxic bait in front of the target species. We’ve got really good at it. We understand it better and can do it more efficiently,” says Hackwell.

“We do winter operations when they’re hungry. We pre-feed, with no poison — they try it, like it — so when they have the poison, we get them all,” he says.

Hackwell says a lot less bait is used now due to GPS. “We have a lot more skill about how to distribute bait.”

He prefers using anticoagulants over 1080. But there is a need for a third generation of anticoagulants that don’t persist in the environment. This “would be very valuable, the benefits that come could be enormous”.

There is also a lot of work being done in NZ to eliminate the bi kill — “the stuff we don’t want to kill”.

Gene drive technology is another way of ridding of pests, but it’s an ethically contentious option. This is where an inherited DNA mutation can be used to “flood a population and knock it out” by making males sterile.

This hasn’t been done in the wild as it’s ethically challenging. In trying to protect our biodiversity, we can’t threaten someone else’s. We don’t have the right to kill every last possum or stoat. We need to work with those whose biodiversity it is.

The crucial factor in eradicating on the mainland is understanding how animals behave at low densities. You have to detect them and get them to come to you — this is called super lures. New Zealand leads the research on this.

There are massive benefits for agriculture to becoming predator free. We can prevent the spread of bovine TB to cattle and manufacture food without losses associated with rats and mice. There are benefits to public health, due to the diseases these animals can carry.

The benefits to agriculture last forever. Carbon sequestration in forests will have real benefits. The estimate of \$9 million (to make NZ predator free) will be a worthwhile investment. “Treasury will get to the point where they’re asking conservation to do it.”



James Ryan

With 7.6 million listings at any one time, Trade Me’s Trust & Safety Policy & Compliance Team Leader James Ryan says the auction site needs to be a trusted and safe place to go. He explains that sometimes Trade Me has to act as a regulator. It’s a risky venture and “we have a moral obligation,” he says.

He gives the examples of sex pills, ivory, ticket scalping, sunbeds, fur, decanting chemicals, PJs and faulty ladders — which were also sold by a major retailer. Trade Me adopted a voluntary standard for ladders that was over and above the law. “Should we get involved in this moral space? Should we go above the law?” he asks.

It also banned the sale of bulldogs due to their nasal passages being too narrow. It is legal to sell them. “Is it our job to improve the health outcomes of dogs in New Zealand? We stuck our neck out,” he says.

“Is that what is expected of us as a marketplace venue?” he asks.

At the centre of these thorny issues, “we ask what the best thing is for members”.



Blair Waipara

Head of Land Development Team at Te Tumu Paeroa, Blair Waipara, explains how the company works with māori land owners to protect and grow their assets.

Māori contribution to New Zealand's primary sectors includes half of the fishing industry, with \$50 billion worth of assets held by māori enterprises; 30 percent each of the forestry, lamb production, sheep and beef; and 10 percent of the dairy and kiwifruit industries.

Te Tumu Paeroa manages almost 92,000 hectares of land and administers almost 1,900 trusts. It has a strong vision of mobilising māori land — putting owners in a position to make decisions for themselves. "It's not an easy place to work." He says. You need thick skin and courage. There are interesting challenges we have to deal with.

We want to inspire owners so they can make fantastic decisions for the future. We need to ensure that the trust is making a profit; operating within environmental parameters set by local councils and industry; and that we are stewards of that land.

We are passionate about delivering solutions to get assets working. We have quite a specific process for development with our owners. We co-design solutions with them, seek their approval to explore options and elect representatives to work with us to design solutions. We bring the options to the owners — how to use the land, what benefits are coming back to the community, and in legal bounds, then we pull back: Let them own that message, then we have a template to sign off the capital, before starting the project.

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Summer Conference

THURSDAY 21 FEBRUARY 2018
JET PARK HOTEL, 63 WESTNEY ROAD, AUCKLAND AIRPORT

Hon. Nathan Guy will address the conference. Other confirmed speakers include Tony Connor, AgResearch; Jen Scouler, New Zealand Avocado Growers Association; and Siang-Hee Tan of CropLife Asia.

More information is available on our [conference page](#) or by contacting the conference organiser, [Lee Sheppard](#).

[Register for conference.](#) ■

Use of neonicotinoids in New Zealand

Seed treatment with neonicotinoid (neonic) application is highly targeted and one of the most environmentally-friendly means of crop protection product application. This has largely displaced older and less effective organophosphate and carbamate insecticides, which were more toxic to humans.

Unlike Europe, there is very limited use (if any) as a foliar spray, so dispersal into the environment does not occur. Locally grown crops that use neonics are generally non-attractive to bees and are pollinated by wind or other insects.

Modern silage maize production in New Zealand would almost be impossible without neonics.

Main active ingredients

The majority of neonic treated seeds in New Zealand have one of the following active ingredients:

- Thiamethoxam: used for maize and forage brassicas. Protects against aphids, Argentine stem Weevil and springtails.
- Imidacloprid: used for cereals, forage brassicas, grass seed, maize/sweetcorn, potatoes and winter squash/pumpkins. Protects against Argentine stem Weevil, black beetle, grass grub, aphids, nysius and springtails.

Note that Imidacloprid is also used in flea control for cats and dogs, along with pour-on treatment for fly and lice in sheep. It is also used for ant control.

- Clothianidin: used for cereals, maize/sweetcorn, forage brassicas and grass seed. Protects against Argentine stem Weevil, black beetle, springtails, grass grub, greasy cutworm and aphids.

New board member

REBECCA FISHER

Market Access Solutionz's crop protection manager Rebecca Fisher joined Agcarm's board as an associate representative in July. The Wellington-based consultancy provides independent technical advice on biosecurity, food safety, agrichemicals, export requirements, plant health and research management.

Fisher joined the company in 2011 and works with regulators, agrichemical companies and grower groups on a range of projects involving regulation of crop protection products, agrichemical strategy and the registration of new actives.

"I am excited to join the Agcarm Board and look forward to helping implement Agcarm's new 2018 to 2021 strategy — especially the goal of increasing Agcarm's key networks and strengthening partnerships to promote a healthy organisation," she says.

Fisher brings a unique grower perspective to the board table. She is passionate about horticulture and has strong connections across the sector, from manufacturers and distributors, to regulators and

growers. She works closely with grower groups and Hort NZ and will continue to encourage these sectors to support Agcarm's voice in reducing regulatory barriers to ensure regulation is practical and science-based. ■



REBECCA FISHER

Agcarm welcomes new members

KIWI LABELS

Corporate associate

When first starting out in the label printing business, Kiwi Labels had one simple goal – to build a reputation for superior service with quality results. Since then they have been preparing, printing, applying and distributing labels throughout the country.

Business Development for the company Krystal Clark says “as one of New Zealand’s time honoured label printing companies, our continued focus on the environment, innovation and improvement has ensured continuous growth with the development of new products and processes.”

Within the animal health and crop protection industries, government agencies regulate different types of products and sometimes require companies to pack a lot of information onto packaging.

“We understand the regulatory requirements and with our specific machinery, we can supply labels that are innovative with award winning quality, including lightfastness whilst withstanding the harshest New Zealand elements,” Clark says.

In deciding to join Agcarm she says “we wanted to align ourselves with an association that was a leader in innovation, sustainability and New Zealand focused; we believe we have found this with Agcarm and are excited to be an active member”. ■



BRIAN SMITH

Individual associate

Brian Smith operates as an independent consultant under BNS Agchem Consult Ltd, where he focusses on putting together EPA and ACVM approval and registration packages.

After graduating from Lincoln College in 1969, he completed a two-year stint with the Department of Agriculture, six months at Ruakura as a research technician, and then 18 months as a Livestock instructor based in Christchurch.

“I joined the Agchem industry in 1972 as a sales rep, based in Christchurch with Gollin & Co who represented Monsanto in those days. Married shortly after and was almost immediately posted to Auckland where I initially covered the North Island but was given back the South as well within a couple of months.

“I joined ICI as a sales rep in 1974 based in Auckland, moved to Hamilton in 1976 as the Northern Region Research manager. In December 1980, BASF set up as an independent operation in New Zealand, breaking away from Henty H Yorks and I was appointed R&D manager a position I held

BNS AGCHEM Consult Ltd

until being made redundant in 1999. After a short stint as an Independent contractor, I took up a position with Elliott Chemicals as R&D manager. This lasted until my retirement in January 2015.”

Brian joined Agcarm to keep up to date with the ever-changing corporate scene, contacts, mergers and with the equally changing regulatory environment. “Agcarm functions very well in these two areas,” he says.

“I look forward to catching up at the Auckland Summer Conference and contributing to the committee meetings.” ■



BRIAN SMITH

What is Agcarm?

Agcarm is the industry association which represents crop protection, animal health, and rural supplier businesses. Agcarm members distribute and sell the majority of veterinary medicines and crop protection products in New Zealand. Agcarm members promote responsible use of products right through the product life cycle, from research to disposal. Agcarm is also a positive voice for its members and lobbies for progressive and sensible policy.

For information on joining Agcarm, go to www.agcarm.co.nz

Our mission is to protect and enhance the health of crops and animals through innovation, development and responsible use of products.

We work with governments and stakeholders from around the globe to shape policy and meet the shared goals of health and safety to protect the environment and the food chain.

Our ability to source information from experts around the world gives legislators access to the best advice.

Agcarm's priorities:

Safe Food / Provision of Innovative Compounds / Resistance Management / Healthy Animals and Crops / Product Stewardship / Bee Health / Sustainability.



**The voice of crop protection
and animal health.**

