



NEWSLETTER

JANUARY - MARCH

2019

1. INSTITUTIONAL DEVELOPMENT

1.1 The appointment of a new Chief Executive Officer, Mr. Eric Kimunguyi



Mr. Eric Kimunguyi, CEO AAK

The Board of Directors of Agrochemicals Association of Kenya (AAK)/CLK is happy to announce the appointment of Mr. Eric S. Kimunguyi as the new Chief Executive Officer beginning 1st April 2019. He takes over from Evelyn Lusena who is moving on to pursue other career interests having led the association from 2016.

Mr Kimunguyi is a senior member in the Agrochemical industry and brings on board a wealth of experience and understanding of the industry having worked for various local and multinational companies in addition to playing various roles in the association.

The Association prides itself to have Mr. Kimunguyi as the Head of the Secretariat and therefore wishes to take this opportunity to wish him success as he carries on with his duties.

1.2 AAK holds its 60th Annual General Meeting.

On 22 March, 2019, the Agrochemicals Association of Kenya/ CropLife Kenya held its 60th Annual General Meeting at the Serena Hotel, Nairobi. On the agenda was the treasurer's report on accounts for 2018 and appointment of auditors of the association for 2019/2020. The treasurer's report and audited accounts were presented to the members present by the treasurer and Mazars who are the appointed auditors.

The Chairperson, Mr. Amuyunzu Patrick gave a report on the activities of the association and highlighted the achievements in 2018. His report revolved around the stewardship, administration and governance activities within the association.

On stewardship activities, the following was noted:

Responsible Use (RU)

In 2018 as part of the association's mandate, AAK was able to undertake responsible use trainings that targeted farmers, agrodealers, extension officers and industry. Through AAK's fall army worm exhibitions and workshops over 5,000 farmers and extension officers were reached with information on the management of Fall Army Worms. Additional 182 agrodealers in 7 counties were trained on the responsible handling of pesticides and a further 223 agrodealers were accredited under the AAK agrodealer accreditation scheme. 97 extension staff from Meru



Participants follow proceedings during the AGM



Mr. George Odingo giving his remarks.

and Kisii counties were trained as subject matter specialists for onward dissemination of the responsible use information packages to farmers.

Empty Pesticide Container (EPCs)

On the issue of EPC, the board prioritized this as one of its core activities. Last year, the association engaged National Environment Management Authority (NEMA) and Ministry of Environment. In addition, the association held a meeting of key stakeholders who include farmer organizations such as CGA, FPEAK and various certifying bodies in order to come up with a clear roadmap in management of EPC. The government was contented with the progress that AAK has made through its EPC and obsolete stocks management projects, which are in line with their objectives. AAK was able to collect approximately 380,000 tonnes of EPC for incineration.

Sprayer Service Provider (SSP) Concept In Kenya

AAK continues to grow the SSP concept in Kenya. SSP is the next big innovation in management of pests and diseases. It is however, disappointing that the industry which stands to benefit from the SSP concept has not yet embraced SSP concept. The success of this concept lies a lot with the industry taking up the SSPs and building their capacity. To date, the association has trained over 823 SSPs to countrywide. There has been acceptance of the SSP model as the future of pesticide application and partners including Soil Cares, Agri wallet and member companies have been engaging with them for improved service delivery to farmers who are our main clients.

On Regulatory issues:

Regulatory affairs also took a front seat in 2018, with several activities aimed at streamlining the regulatory environment being carried out. Closer home, a 2-day workshop organized in partnership with CropLife Africa Middle East (CLAME) was convened to discuss the Strategic Approach to International Chemical Management (SAICM). The workshop provided an ideal forum for experience sharing among the national and regional representatives on emerging issues in the global Agrochem industry. The main outcomes from these dialogues were the identification of potential options and scenarios for accelerated risk management, the prioritization of identified problems and recommendations for respective mitigation measures to cushion members from global challenges.

On Anti-Counterfeit issues:

The fight against counterfeits is one that industry shall not accept to lose. Various activities aimed at bolstering this war were undertaken by the Anti Counterfeit Steering Committee (ACSC). This included the strengthening and accreditation of agrodealers through their County Agrodealer associations, convening of anticounterfeit awareness campaigns targeting farmer opinion leaders and accreditation of member companies. 140 staff of member companies were accredited and issued with accreditation cards. Members should recall that they all pledged to support the accreditation process, but the office has faced challenges in getting AAK members to come and accredit their staff. The ACSC closely collaborated with government agencies such as the Anti Counterfeit Agency and the Multi-Agency Anti-Illicit Trade Working Group that was constituted by the president for purposes of fighting counterfeits. The contribution of partners such as Kenya Markets Trust is highly appreciated.

On Partnership Building

Under Partnership, the Board of Directors held meetings with different government bodies to discuss removal of the 16 percent Value Added Tax on agricultural pest control products due to its impact on agriculture, the economy and the country's Big 4 Agenda. This dialogue will continue in 2019 to ensure that there is a conducive environment for farmers and the agriculture sector in Kenya. In 2018, and in line with the Board's agenda of advocacy and ensuring we are represented in the Government platform, AAK employed a Regulatory and Liaison Manager. The position was filled by Mr. Joel Mutai who was formally a Senior Registration Officer at Pest Control Products Board (PCPB) and brings wealth of experience in Regulatory and Technical issues.



On 22 March, 2018, the Agrochemical Association of Kenya/ CropLife Kenya held its 60th Annual general meeting at the Serena Hotel, Nairobi.

2. STEWARDSHIP ACTIVITIES



2.1 Spray Service Provider (SSP) Project

2.1.1 Launch of Spray Service Providers (SSP) Project

The Agrochemicals Association of Kenya (AAK)/CropLife Kenya on 22nd February, 2019 launched the SSP project at Eka Hotel, Nairobi. The event provided an opportunity for AAK to highlight the background on the SSP concept in Kenya and the milestones that AAK has achieved so far in the capacity building and deployment of Spray service Providers for effective and responsible application of pesticides.

Short presentations on the objectives, deliverables and project activities to be undertaken in the new project were made by officers from AAK. The association recognizes the role of stakeholders in this initiative and therefore called upon those present at the launch to make any meaningful contribution in any way they can to ensure the success of the project.

At the launch, were three (3) Spray Service Providers who had been trained previously by AAK. One of the SSPs from Nakuru gave a testimonial on how their group is diversifying to public health pest control in the County and how they have impacted the potato value chain in Keringet community. One of them inspired the forum by talking about his SSP journey to eventually opening an

Agrovot shop in Nyandarua County.

Mr. Odingo from KCDMSD in his remarks stated how the partnership with AAK started and the key deliverables that the project is expected to deliver by setting up a sustainable SSP network that supports farmer access to quality spraying services, increasing productivity and safety of food in the 10 project counties.

Other partners from the Cereal Growers Association (CGA), Farm Input Promotions Africa (FIPS), Kenya Horticultural Exporters (KHE), Equity Bank and Standard Media all gave their support to the project and offered their collaboration in the various implementation components.

Ms. Wambua who represented Permanent Secretary, State Department of Agriculture at the forum, highlighted the role that the SSPs have in attainment of the food security component of the governments Big 4 agenda and in fighting invasive pests which have become a menace to crop production recently. She reiterated the governments support in the development of more Spray Service Providers since this has been recognized as a novel way of ensuring that pesticides are not abused, youth employment is created and losses from pests are reduced.

Some linkages were made with Equity Bank for the training of SSP on business development on curriculum development. A follow up meeting with the CGA was arranged to explore the possibility of partnership in the project areas for development of Empty Pesticide Container Management scheme for large scale farmers.



Mr. George Odingo giving his remarks during the launch of SSP, Eka Hotel, Nairobi



Participants follow proceedings at the launch



Ms. Esther Wambua launching the SSP project

2.1.2 Training of Trainers (ToT) Training

AAK organized training for its Trainers from 21st to 25th January 2019. A total of 16 trainers successfully undertook the course and are ready for deployment alongside 17 others who have been previously engaged in similar trainings. This was mainly done in preparation of SSP project.



Trainees taking part during the training



Participants of ToT training during the training at Chak Hotel, Nairobi

2.1.3 Meetings with County Agricultural Teams

A series of meetings were planned with the various County Agricultural teams. The aim was to sensitize them on the SSP concept, get data on farmer demographics from the County teams as well as get their cooperation in rolling out of the project. A template for data collection on key county staff, key stakeholders, crop production statistics, farmer groups and input suppliers was developed and shared with the county

officials to help gather the data.

The data collected enabled the choice of wards to work in and key contact people to be engaged during recruitment and training. A meeting with Sub County officials in identified wards for further briefs was suggested. All counties pledged their cooperation and proceeded to assign officers to the activity. During the meetings with county agriculture teams, it became apparent that service provision to livestock farmers was an area not to be ignored.



Participants during a meeting with the county teams.

2.1.4 Workshop for review of SSP curriculum at Quaribu Inn, Nairobi

In order to streamline the SSP training curriculum, a review workshop was held on 11th to 13th March 2019. A harmonized training curriculum for both Spray Team Members (STMs) and SSPs was agreed on as well as the training timetable and the required facilitators. The workshop was convened in order to achieve a standardized manual that has incorporated the livestock spraying guidelines for Spray Service Providers, training programme for SSP and STM training and a harmonization of training instruction for all practical aspects of the training including requisite training aids.

RTI took part in this seminar and highlighted the operations of the KCDMSD in 10 counties where SSPs will be deployed. This covered

the grants system by KCDMSD, which is being done through private sector players and the areas of interest that the project is looking at, in an effort to strengthen the market for specific horticulture and dairy value chains. RTI also highlighted the link between the SSP project and the overall project.

The participants read through the previous manual and made summaries of key information that was necessary for the training at farmer/SSP level. Several changes were made so as to emphasize key information and secondary information that is to be attached as Annexes. Participants were each given a section to review and summarize as per the criteria of Information A/information B.

The chapters on identification of livestock ectoparasites and the calibration of a sprayer were reviewed to include information on application of pesticides to livestock.



RTI took part in this seminar and highlighted the operations of the KCDMSD in 10 counties where SSPs will be deployed.



Participants of the SSP curriculum review workshop



Participants during the review

2.1.5 SSP recruitment and selection

In support of the recruitment and selection process, AAK put up several radio spots to inform the farmers on the recruitment drive. The recruitment exercise has been strongly supported by radio adverts which were made through Royal Media Services vernacular stations. An overwhelming response has been received with phone call being made to the office by prospective SSPs after the adverts aired, more so in western Kenya. The radio spots were aired 4 times a day on Musyi FM, Vuuka FM, Mulembe FM, Ramogi FM and

Egesa FM between 14th and 19th March 2019. The aim was to shortlist candidates from which the 80 SSP's and STMs shall be selected for final training. A shortlist of Agrodealer who shall host the SSP's at ward/Sub county level was also conducted.

The selection team comprising of County agricultural staff and AAK has been moving around the counties to review applications. They are using the selection criteria and recommendations from KCDMSD to shortlist potential SSPs. The addition of SSPs for livestock is also a strong consideration in counties such as Migori, Kakamega and Busia.



Figure 3: SSP selection, Vihiga, Kisumu West



Figure 4: SSP selection



**Kenya Crops and Dairy Market
Systems Development Activity**

2.1.6 Pre-season Business to Business (B2B) forums

Agrochemicals Association of Kenya (AAK) partnered with RTI under the Kenya Crops and Dairy Market Systems Development activity (KCDMS) to organize Pre-season Business to Business forums for farmers and agro-dealers to interact with stakeholders in the agriculture input sector and financial service providers. This programme also provided the opportunity for AAK to introduce SSP concept to farmers and other stakeholders.

This program aimed at enabling farmers benefit from easy access to markets for their products, diverse agricultural production and improved productivity. It was also meant to link producers to markets and also other actors along the value chains of specific crops as well as to bring in the business fraternity within and outside the counties so that they can interact and make deals, and have future prospects enumerated. The following counties were reached; **Kisumu, Bungoma, Siaya, Kakamega, Migori, Busia, Vihiga, Homa-Bay** where over 800 stakeholders attended.



Participants during Bungoma B2B forum at Garden of Hope Farm, Weyeta in Bungoma

The Kenyan agricultural sector is characterized by challenges such as low productivity by smallholder farmers, limited access to extension services, poor quality inputs supply, outdated farming practices and technologies etc. The Kenya Crops and Dairy Market Systems Activity (KCDMS) aims at promoting diverse agricultural production and improved productivity, competitive, resilient and inclusive market systems. As such, the activity will support the value chain actors in dairy, fodder/ feeds and horticulture to address these challenges.

The Kenya Crops and Dairy Market System Development Activity (KCMSD) is a five year (Oct 2017-Sept 2022) program of the United States Agency for International Development (USAID). It is funded as part of Feed the Future, the US government's global hunger, and food security initiative that helps to increase agricultural production and reduce poverty and malnutrition in Kenya.

The KCMSD activity is being implemented in 12 counties which are perceived to be poverty zones and they include Kitui, Makueni, Taita Taveta, Homa-Bay, Migori, Kisii, Kisumu, Siaya, Kakamega, Bungoma, Busia and Vihiga. This is done by RTI International and is designed to spur competitive, resilient market systems in Kenya's horticulture and dairy sector.



Participants of B2B during the forum at Vic Hotel Kisumu

Meeting with Bungoma Agro-dealer Association at Garden of Hope, Weyeta



Participants during the forum at Vic Hotel Kisumu



One-on-one Interactive session with farmers in Kisumu



Migori county forum at Kelmeck Hotel, Awendo



AAK officer addressing participants in Kisumu county forum at Vic Hotel



Participants of Kakamega county at Golf Hotel



RTI officer addressing participants in Bungoma county Forum at Garden of Hope Farm

2.2 The curtain raiser ceremony for 6th international exhibition and conference on agriculture technology.

On 12th March 2019 Agrochemicals Association of Kenya took part in curtain raising ceremony, an event that brought together stakeholders from agriculture to prepare for the 6th International exhibition and conference on agriculture technology which will be held on 19-21 June 2019 at Kenyatta International Convention Center, Nairobi. Agritec Africa 2019 is being organized by Ministry of Agriculture, Livestock, Fisheries & Irrigation and Radeecal Communications.

More than 25 countries have shown interest on this upcoming event and this means more than 1500 visitors are expected. This dynamic exhibition on agriculture technology is designed for farmers, agronomists, biotechnologist, and government employees and for everyone willing to take a giant leap in agriculture. Agriculture sector directly influences overall economic performance through its contribution to GDP. Government of Kenya is currently implementing Strategy for Revitalizing Agriculture with intention to transform Kenya's agriculture into profitable, commercially oriented and internationally and regionally competitive economic activity

that provides high quality gainful employment to Kenyans.

The event was officially launched by Chief Administrative Secretary, Dr Andrew Taimur of Ministry of Agriculture Livestock & Fisheries who in his remarks noted that embracing modern technologies in agriculture will take Kenya into a limelight and this will also help in increased food security which is one of the president Big 4 Agenda. He also requested support from Ministry of Agriculture Livestock and fisheries partners that include:-Agrochemicals Association of Kenya (AAK), Agriculture and Food Authority(AFA), Agricultural Sector Development Support Programme (ASDSP) and Kenya National Chamber of Commerce and Industry(KNCCI) to make this event a success.

Among other speakers included H.E Rahul Chhabra (Indian High Commissioner), Israel Ambassador (Amb. Noah Gal Gendler), Sanyal Desai (CEO Redeecal Communications), Josphat Muhonyu (ASDSP), Evelyn Lusenaka (AAK CEO), Dr. Anthony Muriithi (AFA) and Nemaisa Kiereini (CEO KNCCI) and all were passionate about embedding technology in agriculture which brings various benefits such as minimizing wastes and improve farm inputs, bringing advisory for crops value chain, reducing the cost of production and processing, commercial oriented agriculture, food security and enhanced GDP.





Former CEO of AAK, Evelyn Lusenaka, addressing participants at the Intercontinental hotel, Nairobi



Participants during the ceremony at Intercontinental hotel, Nairobi



...This dynamic exhibition on agriculture technology is designed for farmers, agronomists, biotechnologist, and government employees and for everyone willing to take a giant leap in agriculture.

3. REGULATORY POLICY AND STANDARDS

3.1 Submission of comments for National Waste Management Bill and Policy, by Agrochemicals Association of Kenya

The Ministry of Environment and Natural Resources initiated a Plastics bottle take back scheme involving collecting the waste bottles and selling them for recycling. This would involve different sectors installing collection points across the country, through an approach of establishing a "take-back scheme". The aim of the take back scheme is to facilitate the responsible and sustainable management of waste PET bottles.

The Ministry of Environment Forestry and NEMA have since then embarked on institutionalization of this approach "Take back scheme" of managing wastes in the country. The Ministry of Environment then developed a Policy and a Bill which is meant to streamline waste management at national, county, corporate and individual level.

As a key stakeholder in waste management, Agrochemicals Association of Kenya (AAK)/CropLife Kenya was called upon to make its oral submissions to the Ministry of Environment on the proposed Bill (National Waste Management Bill). The oral submission took place on 21 January 2019 at the National Climate Change Resource Centre Amphitheatre – Kenya Meteorological Department

The Agrochemical Industry is one of the most regulated sectors of the economy in Kenya. Stringent requirements for importation, registration, distribution and usage have been set out in Cap 346 of Kenya's laws. The agrochemical industry of its own volition has also set up a strong internal self-regulation mechanism through its code of conduct that ensures all members adhere to ethical practices.

AAK has been running an EPC management programme in Kenya since 2014. The project started off in 11 counties but is currently active in 7 counties. These are Trans Nzoia, Nakuru, Nyeri, Kirinyaga, Embu, Makueni and Taita Taveta. CropLife Africa middle East Africa (CLAME) set a target for member countries (of which Kenya is a member), to set up a national Empty Pesticide Container Management programme by 2021.

As part of our commitment to the International code of conduct, Kenya embarked on the pilot project. Although AAK has been incinerating the EPCs, it was established that the best way to deal with these wastes is to recycle the ETCs. AAK intends to roll out a national Empty Pesticide Container collection scheme which shall be inline with the legal requirements as outlined in the waste management Bill.



Mr. Kibaki, Chair of Regulatory Sub-Committee Meeting representing AAK during the submission



Public participation on national waste management Bill.

4. ANTI-COUNTERFEIT ACTIVITIES

4.1 County Agro-dealer Associations (CAAs) Forums



Agrochemicals Association of Kenya (AAK) in the month of February 2019 organized agro-dealer associations forums in Western Kenya covering; Bungoma, Vihiga, Kakamega & Busia counties.

AAK with support from Kenya Markets Trust (KMT) is fully committed to strengthening agro dealer associations across the country that will help shape the agrochemical industry in Kenya. The idea is to affiliate the associations into AAK membership with an ultimate goal of achieving self-regulation in the agrochemical industry by building a clean supply chain through Accreditation Scheme.

By Working in groups, agro dealers can be very essential to AAK in dealing with counterfeit pesticides in the country, adhering to set code of conduct in the agrochemical sector, and also play a good role in representing farmers in their respective counties. Currently, 16 agro-dealer associations have been identified by AAK across the country and are at different stages of operationalization.

A part from self-regulation, AAK is encouraging agro-dealers to form associations in a bid to develop an advocacy and influencing platform that links them to the county government, partners/donors as well as National government. Through their associations, agro-dealers can channel issues that affect their businesses directly to the governments. The move by AAK to support and build the capacity of the agro-dealer associations will also enable them to adhere to best standards of practices in the industry, articulate business values, ensure sound agriculture policies, and advance agro dealers' knowledge.



Agro-dealer forum in Vihiga county at Hemara Hotel, Chavakali



Bungoma county participants at Bungoma Tourist Hotel



Agro-dealer forum in Bungoma at Bungoma Tourist Hotel



PCPB & AAK officials during Bungoma county forum at Bungoma Tourist Hotel



The forum provided an open platform for the agro-dealers, AAK, PCPB, county government and other agricultural input stakeholders to discuss the status of agrochemical industry in Kenya, market distortions through subsidy programmes, farmer feedback and impact of cross border trades. This forum was also a recruitment drive as participants who were non-members joined the associations during the meetings.

County government officials graced the forums and fully supports this initiative of agro-dealers working together as it makes it easy for the county to regulate the sector better. By convening the stakeholder forums, agro-dealer associations gains visibility and legitimacy with the county government as the agro-dealer voice in the county and to engage the county government to help shape its subsidy programme, to ensure that it does not distort the market. Through the association, agrodealers in the county will be able to access funds set aside by the county government for business growth and sit at county agriculture planning committees. This will enhance the business climate for agrodealers in the county, and ultimately help farmers.

The associations which are ready to work with AAK sign a Memorandum of Understanding (MoU) with AAK, where both parties agree to fulfill their obligation in the process of strengthening their associations. One of the areas AAK is focusing on is to offer agro-dealers training on Responsible Use (RU), establishing network and communication systems with agro-dealers, lobbying, SSPs linkages and accreditation.

Strategies discussed at the forums to ensure a strong membership base are;

Some of the associations to present concept papers to donor organizations to leverage for funds to enable them purchase soil testing machines for each agro-dealer, to develop their strategic plan, business plan and internal audit mechanism. Other associations also to plan to conduct launchings and road shows across the counties. Mapping and building sub-county chapter for ease of management of the associations is another strategy they are using to strengthen their membership base. The other strategy is a benchmarking with other associations in order to fine tune or streamline their associations.

The Associations are fully committed to working closely with AAK in its activities across the sub-counties after joining AAK membership.

Some of the challenges the Associations are facing include lack of trainings on RU of Pesticides, member recruitment and harassment by regulating bodies.

The associations have declared interest in joining AAK membership despite subscription fee which they feel is high and suggests faced payments.



Chairman, Busia county Agro-dealer Association, addressing the participants during the forum at Busia ATC



Participants during the Kakamega county forum at Friends Hotel, Kakamega

CDA-Vihiga county addressing the participants during a forum at Hemara Hotel,Chavakali



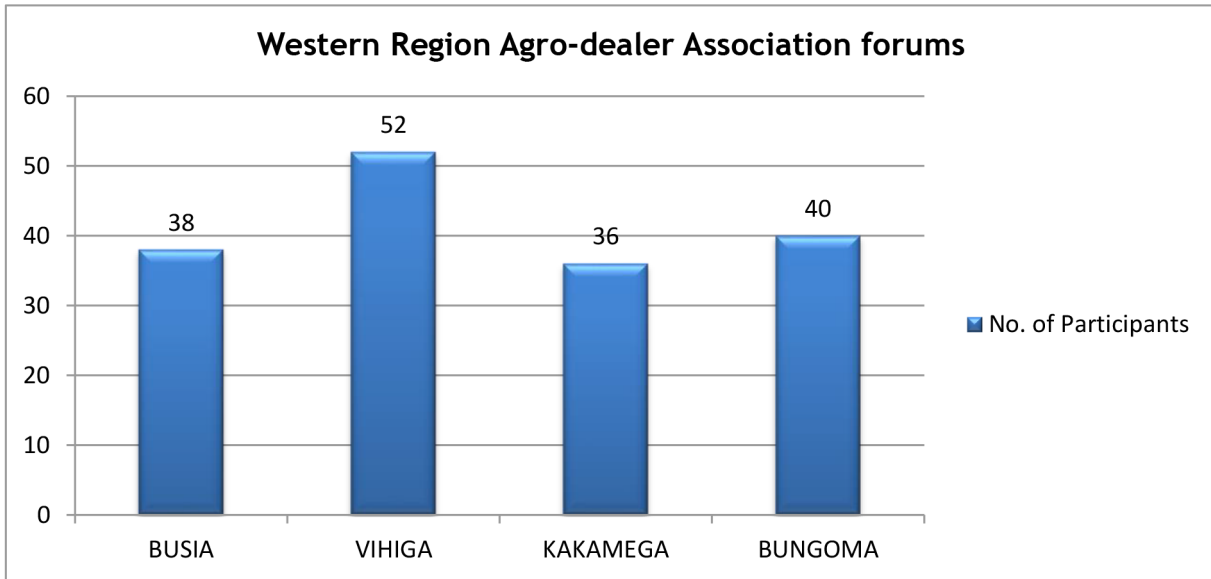
Left is Chief officer –Ministry of Agric. Vihiga county addressing participants at Hemara Hotel

From right: PCPB official,CDA Vihiga county, Chief officer-Vihiga, AAK officer and Chairman Vihiga agro-dealer association



Middle is CDA - Bungoma county & AAK officers

Participants



Sr.#	County	Participants	DD/MM/YYYY	Venue
1	BUSIA	38	05/02/2019	Busia ATC, Busia
2	VIHIGA	52	06/02/2019	Hemara Hotel, Chavakali
3	KAKAMEGA	36	07/02/2019	Friends Hotel, Kakamega
4	BUNGOMA	46	08/02/2019	Bungoma Tourist Hotel, Bungoma
	TOTAL	172		



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