

CropLife: Helping you help safeguard the industry

In reaction to the growing crisis of counterfeiting and illegal trade, CropLife International and their member companies have formed an anti-counterfeiting task force. The mandate is to work with police internationally to seize counterfeit crop protection products, arrest counterfeiters, raise awareness of governments and regulatory agencies of the dangers of counterfeit products, and help exporters, buyers and regulators deal with this new threat.

As an exporter, the most important first step to stopping illegal trade is to know your customer. CropLife can offer companies a short e-training on 'due diligence' so that they can demonstrate that they have integrated this into their own 'Know Your Customer' program.

Protect your company's reputation – as well as that of the entire crop protection product industry. Know your customer and DO NOT ship to illegal companies and counterfeiters.

MEMBER COMPANIES



ASSOCIATE MEMBER COMPANIES



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Know your **Customer**





What you should know about counterfeit products

The plant science industry and approved plant protection products should help farmers to provide the best possible agricultural produce. The crop protection industry is one of the most scientifically supervised and regulated sectors in the world, with rigorous measures taken to ensure that only the highest quality, safest products are used by farmers to protect the world's food supply.

But it is not always easy. Counterfeit crop protection products are a serious threat to food safety, the environment, human health – and the reputation of exporters.

Counterfeiters of crop protection products have a criminal disregard for farmers, the food chain, consumers, the environment and the values of legitimate manufacturers and exporters. These lawbreakers and organized crime networks are lucrative but very dangerous. We know their illegal products can cause immeasurable harm to all levels of the food chain, damage fields plus create disastrous effects on the economies of exporting nations.

Exporters: Know your customer!

Exporters of pesticides and active ingredients (AIs) risk being responsible for the criminal acts of foreign companies if the exporters 'knew or should have known' that they were shipping to criminals.

As an exporter or manufacturing company, what can you do to prevent contributing to illegal counterfeiting operations around the world?

Start by making sure your customers are reliable, honest companies with a good reputation of using AIs and pesticides legally. Ask the following questions:

- Is your customer registered in the country of destination? Can they provide legal proof that they exist?
- Does your customer have a good reputation in their country?

How exporters can stop illegal trade

- **Demonstrate due diligence in every transaction.** Exporters and transporters must know the identity and background of their customers and this information must be clearly identified on shipping documents.
- **Check the regulatory status of the product in the receiving country.** Exporters of crop protection products and their precursors must ensure the product they are shipping is registered for use in the destination country.
- **Provide detailed shipping documents.** Customs at import must ensure the coding and description of crop protection products and their precursors are accurately described in all documentation. Proof from exporters that contents are indeed what is indicated on the documentation is needed, and officials need to verify the manufacturing factories are licensed and registered with regulatory authorities.

For more information on the 'Know Your Customer' program' please contact your local hotline:

