



The plant science industry supplies approved plant protection products that help farmers around the world produce high quality agricultural produce. The crop protection industry is one of the most highly 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. Counterfeit crop protection products pose a very serious threat to food safety, the environment, human health and the reputation of exporters.

## What you should know about counterfeit pesticides

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.



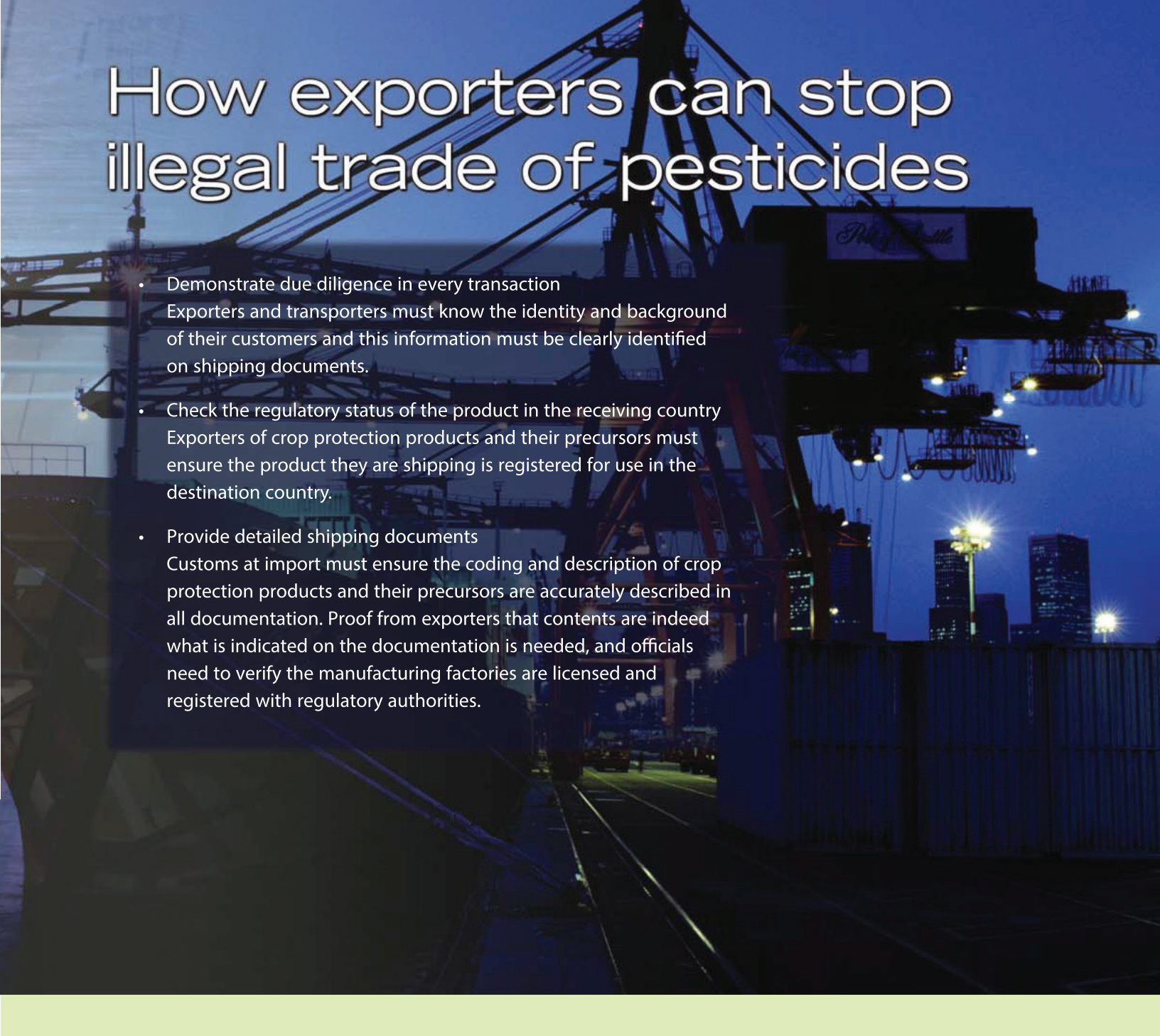
## Exporters: Know Your Customer!

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 of pesticides

- 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.

## CropLife International: Helping to safeguard the crop protection industry

In reaction to the increased trade of counterfeit and illegal pesticides, CropLife International has formed an anti-counterfeiting task force. The mandate of this team is to work with international law enforcement to seize counterfeit crop protection products and arrest counterfeiters; raise awareness to governments and regulatory agencies about the dangers of counterfeit and illegal pesticides; and help pesticide exporters and buyers manage the potential threats to their business.

The most important first step in order to stop counterfeit pesticide trade is for exporters to "Know Your Customer." CropLife International can offer companies support on developing due diligence so they can integrate this into their own anti-counterfeit programmes.

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

### CROPLIFE INTERNATIONAL MEMBER COMPANIES



CropLife International aisbl  
Avenue Louise 326 Box 35  
B-1050 Brussels  
Belgium

Tel: +32 2 542 04 10  
Fax: +32 2 542 04 19  
www.croplife.org