American Agronomic Stewardship Alliance(AASA)



PROGRAM OVERVIEW 2004-2010



What is the AASA?

- The AASA is a non profit association that develops stewardship practices for the safe handling and storage of bulk, refillable, and packaged crop protection products.
- The AASA developed and maintains an inspection checklist based on these practices and applicable federal requirements.
- AASA hires third party inspectors that use the checklist to conduct inspections of ag retail facilities.
- AASA is funded by manufacturers that purchase inspection reports to aid in their decision as to where products can be handled and stored safely and correctly (no cost to retailer).



AASA Board of Directors

- 6 Manufacturers
- 5 Distributors
- 2 Retailers
- 1 Ag Retailer Industry Representative
- 1 State Pesticide Control Official

Board Members, Registrants

Jeff Klieve, Monsanto Company (Chairman)
Scott Warner, BASF Corporation (Vice Chair)
Terry Wolak, Dow Agrosciences (Treasurer)
Tim Farmer, Bayer Crop Science
Joyce Harris, Syngenta Crop Protection
Ray Forney, DuPont Crop Protection

Board Members - Distributors

- Ed Brister, Helena Chemical
- Bill Taft, GROWMARK, Inc.
- John Howe, Winfield Solutions
- Kurt Neuharth, Crop Production Services
- One Seat Open (replacement for Ricky Cook, Chemnut)

Board Members - Retailers

- Johnny Council, Lymann-Tremont Group
- One Seat Open (to replace John Hester)

Board Members - Advisors

- Jerry Kirbach, Illinois Dept of Agriculture
- Carmen Haworth, Ag Retailers Assoc
- Jean Payne, IL Fertilizer & Chemical Assoc.



Why The Need For An Industry Stewardship Program Like AASA?

- Reduce liability from potential spills and leaks by ensuring crop protection products are stored safely.
- Provide a single source for industry stewardship practices and inspections
- Reduce the need for multiple inspections.
- Prepare our industry (manufacturers, distributors, dealers) for the USEPA Pesticide Container & Containment Regulations.



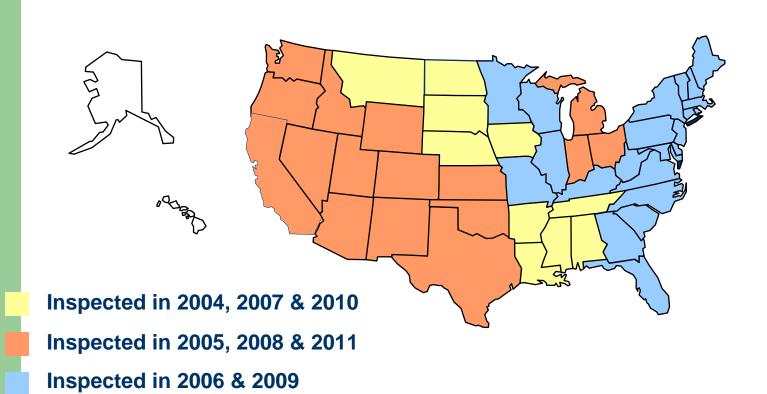
AASA-History Timeline

- 1997 Initiative started With Crop Life America
- 2001 Ag Retailers Association Joined
 - Steering Committee develops stewardship practices and checklist
- 2003 Pilot Program (200+ sites)
- 2004 AASA Incorporation
- 2004 Inspection program begins
- 2007 IFCA takes over administration

Approximately 11,180 Retail Facility Inspections completed through September, 2010



History of State Inspections



AASA 2010 Demonstration Event Eastern Farmers Cooperative, Worthing, SD



AASA 2009 Demonstration EventCentral Valley Coop, Blooming Prairie, MN



AASA 2008 Demonstration Event Ceres Solutions, Templeton IN



AASA 2008 Demonstration Event Helena Chemical, Alamo TN



awarded the Congressional Gold Medal, the country's highest civilian honor.

He helped Mexico, Pakistan, and India combine high-yielding wheat varieties and modern ag production practices. 'Our industry and the world owe a lot to Dr. Borlaug,' says Ford West, president of The Fertilizer Institute.

Now 92, Borlang received the medal from President George W. Bush and Speaker of the House Nancy Pelosi (D-CA). He is one of five people in history to have won the Nobel Peace Prize, the Presidential Medal of Freedom, and the Congressional Gold Medal.

DEALERSHIPS Once again the issue of crop protection and fertilizer storage in rural

America is getting attention in the Beltway. USDA is looking hard at a provision that would potentially fund storage and containment systems for crop protection and fertilizer products through existing conservation titles.

The Agricultural Retailers Association (ARA) recently alerted its membership to the increased "chatter" and solicited comments.

Jim Thrift, vice president of regulatory policy and corporate relations, emphasizes that the organization has had "a long-term position on wanting regulation for pesticide storage regardless of location, and we are working with USDA, Department of Homeland Security, and EPA officials to further that cause." and that this issue is one they will be watching closely. Thrift says ARA will have more information on the issue in the next few weeks.

Speaking of ARA, it's time to think about the annual meeting, Dec. 5-7 in Las Vegas, NV. The meeting will include compelling speakers, a 60-plus booth exhibit hall, and networking opportunities. For more information, visit www.aradc.org.



AASA 2008 Demonstration Event Brandt Consolidated, Ashland, IL





The AASA Inspection Process

- Third party inspector makes an appointment to visit a facilityinspections conducted from June through September.
- Inspector inspects facility in about 2 hours (we encourage facility personnel to participate).
- Copy of completed inspection checklist available upon request on day of inspection.
- AASA mails a copy of the completed inspection report (as it appears in the database) to each facility.
- Facility reviews the report and sends any corrections to the AASA.



Key Advantages

- A <u>single</u> checklist so facility managers have a clearer idea of industry expectations.
- Reduce duplicative inspections.
- The inspection is at <u>no cost</u> to the retailer
 - manufacturers pay for each report.
- A copy of its inspection report is mailed to each retailer.
- Individual facility Inspection data is confidential.



Questions On The AASA Checklist

- General Information about a facility.
- General Tank Information to ensure tanks can accommodate product--tank capacity, hoses, vents, pump size, etc.
- Containment information
- Required Items--those items that are required by law or by one or more of the basic manufacturers.
 (AASA has no enforcement capability)
- General Items—best practices or items that may be required in the future.



2011 Program

- Inspections
 - Regulatory Consultants Inc
 - FarmChem
 - Piedmont Environmental Consultants
 - JTAG Inc.
- Data Management
 - Regulatory Consultants Inc
- Inspection Report Review
 - Crop Protection Manufacturers
- Quality Assurance Program
 - Klean Wash, Inc.

2010 Postcard Survey

- Brief postcard survey to gather basic information and feedback on inspectors and inspections.
- Postcards were provided to inspectors to be left with each facility upon completion of inspection
- 65% of the postcards were returned.
- 120 retailers asked for a follow-up call

2010 - Post Card Survey

- Did the AASA inspector make an appointment? <u>98% Yes</u>
- Was the inspector courteous & professional? 100% Yes
- Did the inspector inform the retailer they would receive a copy of the inspection form? 82% Yes
- Did the inspector provide feedback or explanation of any problems?
 84% Yes
- Did the inspector measure the sizes of all tanks & all containments?
 83% Yes
- Approximately how long did the inspection take?

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39-59 minutes – 43%
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> 60 minutes - 36%

< 30 minutes - 19%

Inspection Summaries: 3 Year Comparison (2004, 2007, 2010)

• Year	2004	2007	2010
• # Sites	1668	1581	1534
• # Tanks	8675	8757	9346
# Containments	2241	2178	2117
# Packaged Storage Areas	1635	1539	1488

Inspection Summaries: Containment

	2007	2010
Q# 42- Tank secondary containment with 100%(indoor) or 110% (outdoor-uncovered) capacity	80%	91%
Q#43- Tanks containment area is indoors or outdoors and covered	83%	83%
Q#47- Bulk containment is rigid material (I.e. concrete, steel, reinforced sealed block) & is liquid-tight	78%	98%
Q#44- Containment drains, valves, & cracks are permanently sealed.	80%	85%
Q#50- Dispensing & transfers occur are on rigid, liquid-tight containment.	84%	91%
Q#68- Filled PRCs are stored in or within containment	70%	80%

Inspection Summaries: Bulk Labeling

	2007	2010
Q#31a- The tank is labeled with the net contents	80%	78%
Q#31b- The correct EPA Est. No. is affixed to the tank	85%	83%
Q#31- The tank is labeled which includes a product booklet	87%	91%



Inspection Summary- Sampling of Encouraging Elements

	2007	2010
Q#62- Repackaging Agreements for bulk products are current & on file	99%	99%
Q#74- Material Safety Data Sheets (MSDS) are available to employees	99%	99%
Q#76- Personal protective equipment is available to employees	99%	99%
Q#75- Written emergency response plan is available & current	98%	99%
Q#30- Written security plan is on file.	92%	98%



Inspection Summary- Miscellaneous Facts

	2007	2010
Q#36- Tank inlet/outlet valve is lockable stainless steel	97%	98%
Q#37- Tank inlet/outlet valves are closed & locked whenever the facility is unattended.	98%	94%
Q#49- Tanks are inside a lockable fence or in a secured building	79%	88%
Q#58- Shower and eyewash are in place and operational.	41%	45%



	2007	2010
Q#59- All PRCs have a unique identifier	90%	81%
Q#65b- PRCs have an intact one-way valve and/or tamper-evident device on all non-vent openings.	48%	66%
Q#71- All PRCs are regularly inspected and meet applicable EPA/DOT packaging and/or leak proofness requirements	91%	94%
Q#64*- Written procedure in place to ensure PRCs are cleaned per manufacturer's instructions prior to changing product or formulation	96%*	99%*
* Yes/No responses counted. NA not included.		

To get copies of AASA Summaries

- Contact AASA in writing (www.aginspect.org)
- National summary and your state only.
- Summaries only—no identifiable sites.



For Additional Information

- Visit the AASA Website at www.aginspect.org for:
 - Contact Information
 - AASA Fact Sheet
 - Inspection Checklist
 - Inspector Credentials and Photographs
 - Helpful Information on Compliance with PCC