

## Session 5: Distribution and Sales

## Code of Conduct

### Article 2: Definitions

**Distribution** means the process by which pesticides are supplied through trade channels to local or international markets.

**Advertising** means the promotion of the sale and use of pesticides by printed and electronic media, signs, displays, gifts, demonstration or word of mouth.

## Code of Conduct

### Article 8: Distribution and trade

Governments should...

- Regulate and implement licensing procedures to ensure that buyers receive sound advice
- Encourage a market-driven supply process
- Avoid unjustified uses due to subsidies or donations

Pesticide industry should ensure that all pesticides conform to...

- FAO/WHO specifications
- FAO guidelines
- UN Recommendations on the transport of dangerous goods
- Same quality for international and domestic markets

Procurers of pesticides should ...

- Prevent oversupply

## Code of Conduct

### Article 8: Distribution and trade

Changes

- Added: Traders should give advice on **judicious** use (in addition to efficient use and risk reduction)
- Added: Pesticides should conform to relevant **international conventions** and regional, sub-regional or national regulations
- Added: [Industry] should **not knowingly supply pesticides that are restricted** for use by particular groups of users, for sale to unauthorized users.
- Deleted: Paragraph on regulatory measures to prohibit repackaging/decanting into food containers

## Code of Conduct

### Article 11: Advertising

Governments should...

- implement legislation to regulate advertising in all media
- ensure that advertisements are in line with label directions and precautions

Pesticide industry should ensure that ...

- all statements are technically justified and correct
- advertisements are not misleading or misrepresenting
- there are claims as to safety

International organisations and public interest groups should...

- call attention to departures from this Article

## Code of Conduct

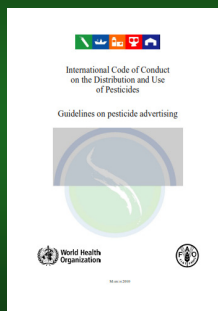
### Article 11: Advertising

Changes

- Added: special protection for **vulnerable groups** (not limited to children and pregnant women)
- Added: there should be **no variance with national regulatory decisions**
- Added: not claiming "**environmentally friendly**" (or harmless, safe, etc.)
- Added: warning phrases should be according to **GHS** and **FAO/WHO** guidelines

## Guidelines

### Guidelines on pesticide advertising (2010)



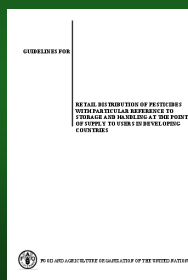
#### Contents

- Standards, compliance and regulations
- International and national voluntary standards
- National legislation
- Self-regulation
- Government responsibilities
- Monitoring and actions
  - Documentation
  - Reporting non-compliance

Annex  
Examination and approval

## Guidelines

### Guidelines for retail distribution of pesticides with particular reference to storage and handling at the point of supply to users in developing countries (1988)#

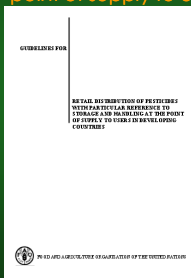


#### Contents

- General precautions/requirements
- Sale and storage
  - Fire fighting and security
  - Rotation of stocks
  - Leakage and spillage
- Storage in godowns
  - Location and structures
  - Record keeping
  - First-aid
- Transportation
  - Prevention of leaks and spills
  - Emergency response

## Guidelines

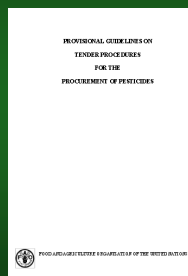
### Guidelines for retail distribution of pesticides with particular reference to storage and handling at the point of supply to users in developing countries (1988)



- An outline for new pesticide storage guidelines will be provided to JMPM in 2014.
- Generally, there is particular risk during storage and handling at the point of supply to users. The risks tend to be greater in developing countries.
- These guidelines provide advice on proper storage and handling to reduce risk and to prevent accelerated product deterioration.

## Guidelines

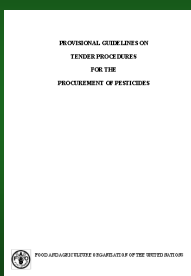
### Provisional Guidelines on tender procedures for the procurement of pesticides (1994)#



- These provisional Guidelines provide guidance to both suppliers and procurers of pesticides, on the steps to be taken to ensure that pesticides obtained are of the required quality and are suitably packaged and labelled.
- The guidance provided is relevant to all procurement agencies - government agencies, donor agencies or other organizations and private procurers.
- The document was prepared in collaboration with the pesticide industry and is called provisional because it has not been reviewed and endorsed by an FAO/WHO expert panel. .

## Guidelines

### Provisional Guidelines on tender procedures for the procurement of pesticides (1994)



#### Contents

- Procurement of hazardous pesticides
- Documentation inviting tenders
- Conditions to be listed in tender invitations and to be attached to the submission of bids
- Processing of tender documents
- Arrangements for supply of pesticides
- Sampling and analysis
- Control measures and requirements

#### Annexes

Suggested formats for invitation for bids, quotations, responses and checklist

### TCP Project on Assisting Countries in Southeast Asia towards Achieving Pesticide Regulatory Harmonization (2009-2010)

### Guidelines for harmonization of pesticide labelling

#### Contents

- Introduction
- Label contents
- Designing a label
- Hazard/Risk classification

#### Annexes:

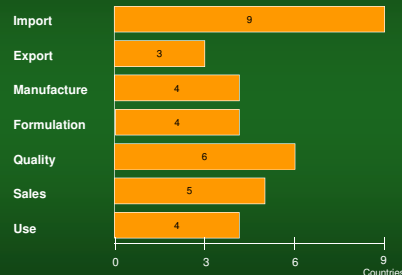
Coding and classification systems  
Examples



# Summary of Regional Status

## Pesticide data collection

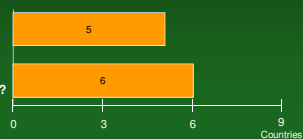
Do you collect data on ...



➤ Not all countries collect sufficient data to understand the pesticide situation

## Advertising

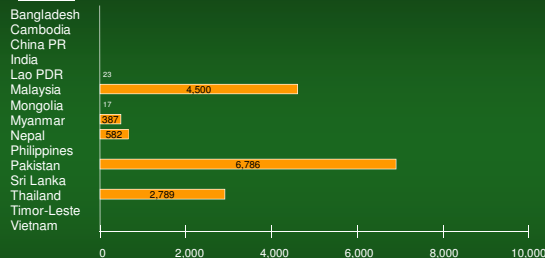
Do you monitor advertising conformity with the Code  
Do you follow the FAO guidelines on advertising?



➤ Not all countries monitor advertising

## Import/export licenses

Countries

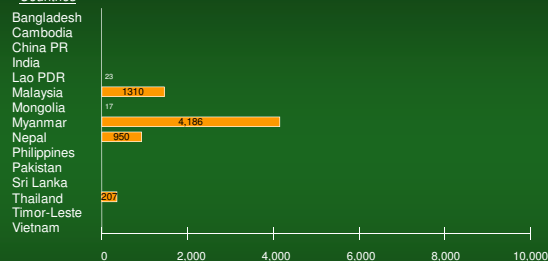


➤ Short

➤ Long

## Retail licenses

Countries

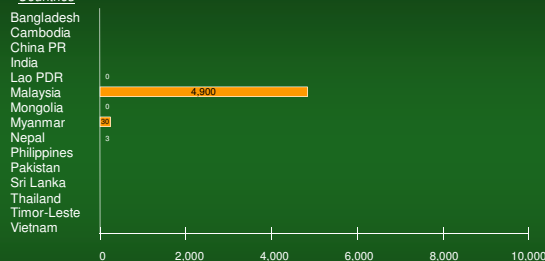


➤ Only 6 countries knew the number of licenses

➤ Long

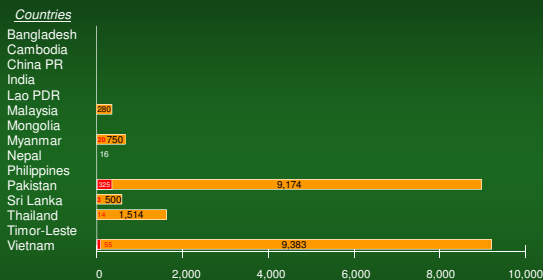
## Pest control operator licenses

Countries



➤ Only one country licenses pest control operators

## 2013 Quality control analyses



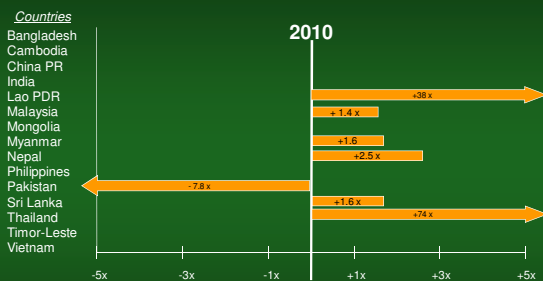
- Large variations in the number of analyses
- Number of substandard samples varied between 0.2 and 10% per category
- Least violations with registration and import samples

## Pesticide sales



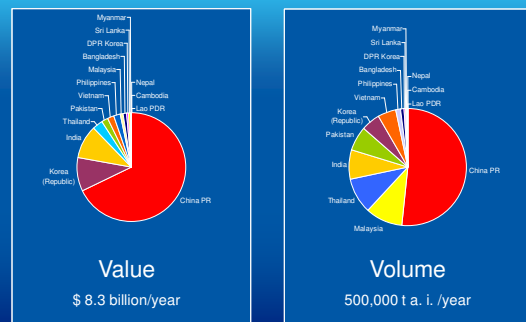
- All countries regulate sales, but actions not fully harmonized

## Pesticide use changes



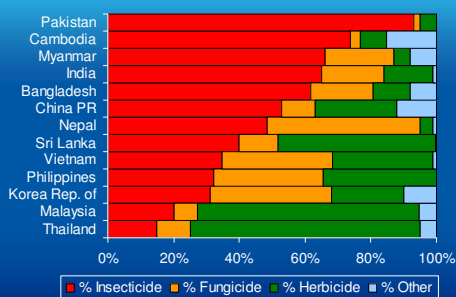
- Questionnaire data do not make any sense

## Importance of Pesticides in the Region



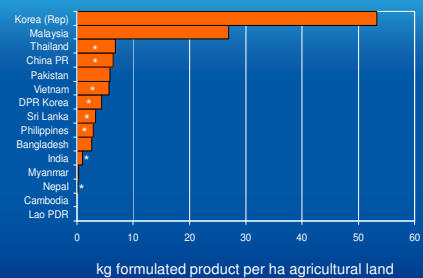
International Code of Conduct on the Distribution and Use of Pesticides  
Implementation, Monitoring and Observance in Asia Pacific

## Pesticide Use Pattern



International Code of Conduct on the Distribution and Use of Pesticides  
Implementation, Monitoring and Observance in Asia Pacific

## Pesticide Use per ha agric. Land



\* = pest resistance problems

International Code of Conduct on the Distribution and Use of Pesticides  
Implementation, Monitoring and Observance in Asia Pacific

# Exchanges Discussion

## Exchange

- Review Article 4 and discuss how the changes in the 3<sup>rd</sup> revision affect the quality control of pesticides
- Give recommendations for priorities and changes for distribution and sales