



NOCC 2019

- UK is performing very differently for other EU states
- Exporting countries showing largest growth rates and this trend is true for 3<sup>rd</sup> countries too
- A need for the UK to respond to this situation and need a different attitude & approach

### **EU Organic Cereal Area (Ha)**

	2015	2017	+/- Area	+/- %
Austria	553570	620764	67194	12
Denmark	47944	52323	4379	9
Estonia	24225	31600	7375	30
Finland	43589	57512	13923	32
France	123517	147761	24244	20
Hungary	19669	21151	1482	8
Ireland	1317	1526	209	16
Italy	172128	215405	43277	25
Latvia	25860	40833	14973	58
Lithuania	54871	83311	28440	52
Poland	89336	86981	-2355	-3
Portugal	4795	5131	336	7
Romania	58741	45366	-13375	-23
Spain	139869	160597	20728	15
Sweden	84913	96070	11157	13
UK	38505	35331	-3174	-8
Total	1,574,091	1,798,974	224882	14

- Declining area is a weakness for us all
- Celebrate carrots & sprouts
- We need to learn from successful developments seen abroad
- Change is not easy & requires response and engagement.





"public support of an idea, plan, or way of doing something"



"the availability of **full** information required for collaboration, cooperation, and collective decision making"

Differentiation

Member Focus



# So how are we changing?

- Alternative membership option
- Investment in new staff
- Investment in technology
- Greater consumer engagement
- Serving our community



### Differentiation

"Integrity is doing the right thing even when nobody is watching"



### Member Focus

# Team Organic Arable

A community of Organic Cereal Producers



#### **Store Management**

tores empty at this time of year it is an opportunity to undertake some eep any grain store pests a bay.

res a good clean is a great start and there are contractors who offer this you can't face it yourself. The aim is to remove as much dust and debris pooks an crannies of the store as possible as this is where bugs can thrive

ware of having a problem or are just wanting a belt and braces to use diatomaceous earth in store.

ore can be helpful too. Rats like places to hide and if these can be in a grain store even better - bed and breakfast provided. Having a lea immediately adjacent to the store will discourage vermin. One igrown earth bank on three sides of a store. This was perfect leared the area provided less cover and more access to it problem in the store was reduced.

how well doors close and seal and whether there are any than may allow access. In one extreme case witnessed increte block to access grain. Having an external tiems. It also offers an opportunity to see functioning suitably.

inity to undertake maintenance work.

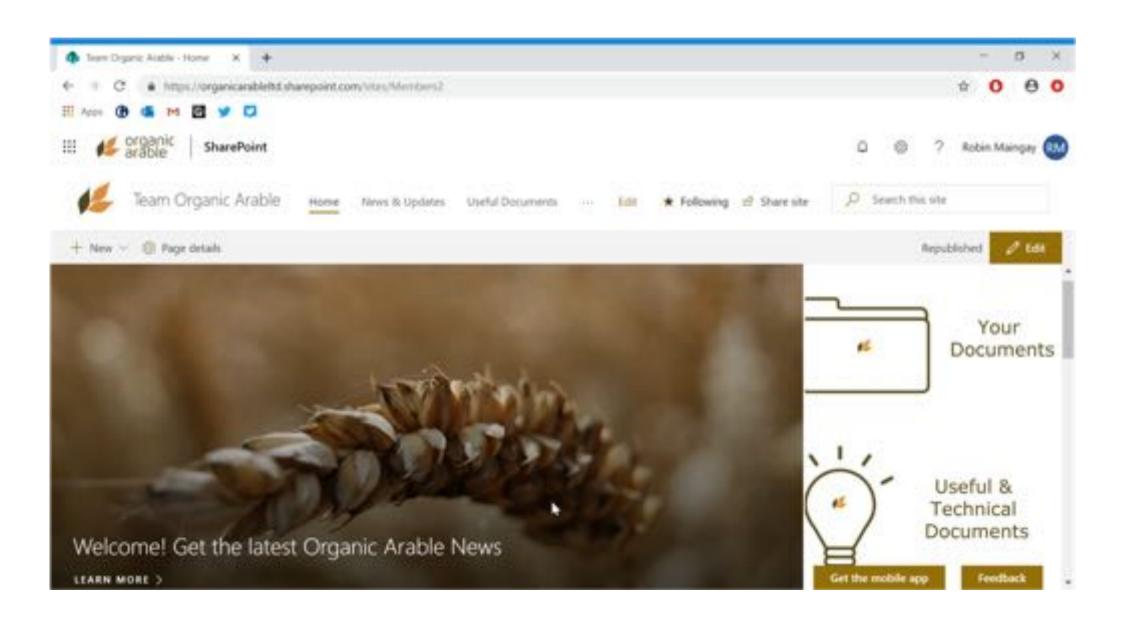
#### Diatomaceous Earth

The recommendation is to apply at 10 g per m2 or to create a slun application to walls but if the store is well cleaned then application between wall along the top of walls there wall panels come down t floor and other areas in which could harbour bugs is advisable. M HGCA Topic Sheet 79 (which is in the Technical Documents area)

#### AquaPy

Aquapy is a pyrethrum based insecticide product that can be used of applications in the food industry. Whish ic can be applied to sur into contact with grain it cannot be applied to grain itself. For mor please see the AquaPy Product Label and AquaPy Safety Data She

If you are interested in using either of these products pleas office as we may be able to source more cost effectively if is placed.



## Member Focus

# Adding Value

- Farmer Profiles
- Biodiversity Benefits
- Non-commodity Sales





# Final thoughts ...

- Managed and governed for producer benefit
- Only organisation which advocates for the arable sector
- Invests in the organic sector in research and Knowledge Transfer
- Transparent pricing facilitates better supply chain communication

Consider how your business can work with Organic Arable to strengthen and develop the organic cereal sector