



# Congresso **andav** 2024

6 a 8 de agosto de 2024  
*Transamerica Expo Center*

## A Agroeconomia Brasileira em Primeiro Lugar



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 [eventosandav.com.br](https://eventosandav.com.br)

Realização 

Organização 



Daren Coppock  
President & CEO  
Agricultural Retailers Association



## MISSION

The Agricultural Retailers Association (ARA) unites its members and their interests to **advocate** and **educate** on their behalf, **provide services** to improve their businesses, and **preserve their freedom to operate and innovate**, ensuring a safe and plentiful food supply for all.

## MISSÃO

A Agricultural Retailers Association (ARA) une seus membros e seus interesses para **defender** e **educar** em seu nome, **fornecer serviços** para melhorar seus negócios e **preservar sua liberdade de operar e inovar**, garantindo um suprimento de alimentos seguro e abundante para todos.

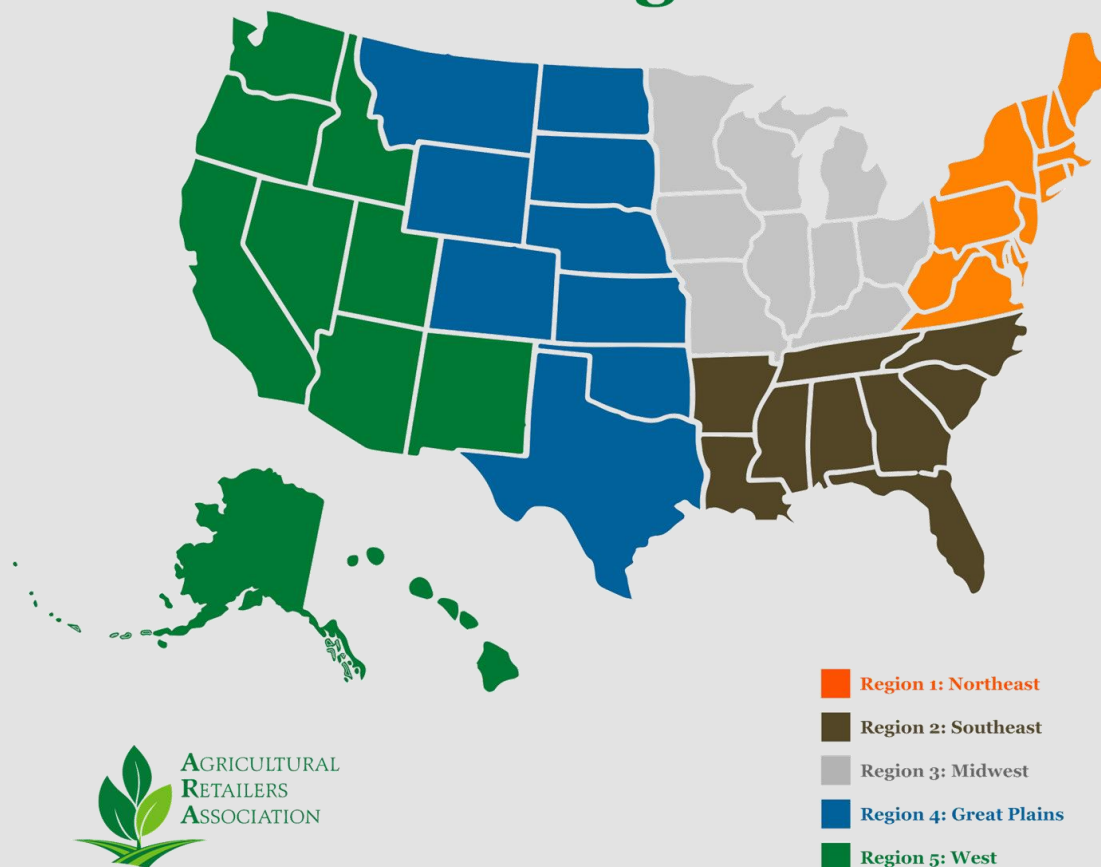




Amy Asmus  
Chair, ARA Board of Directors  
Vice President, Co-Owner and Certified  
Agronomist, Asmus Farm Supply



## ARA Regions



- National voice for Ag Retailers
- Over 5,000 outlets
- Over 80% of US farm input sales
- Private, cooperatives and public companies
- Supplier & Retail members



# US Crop Inputs Market



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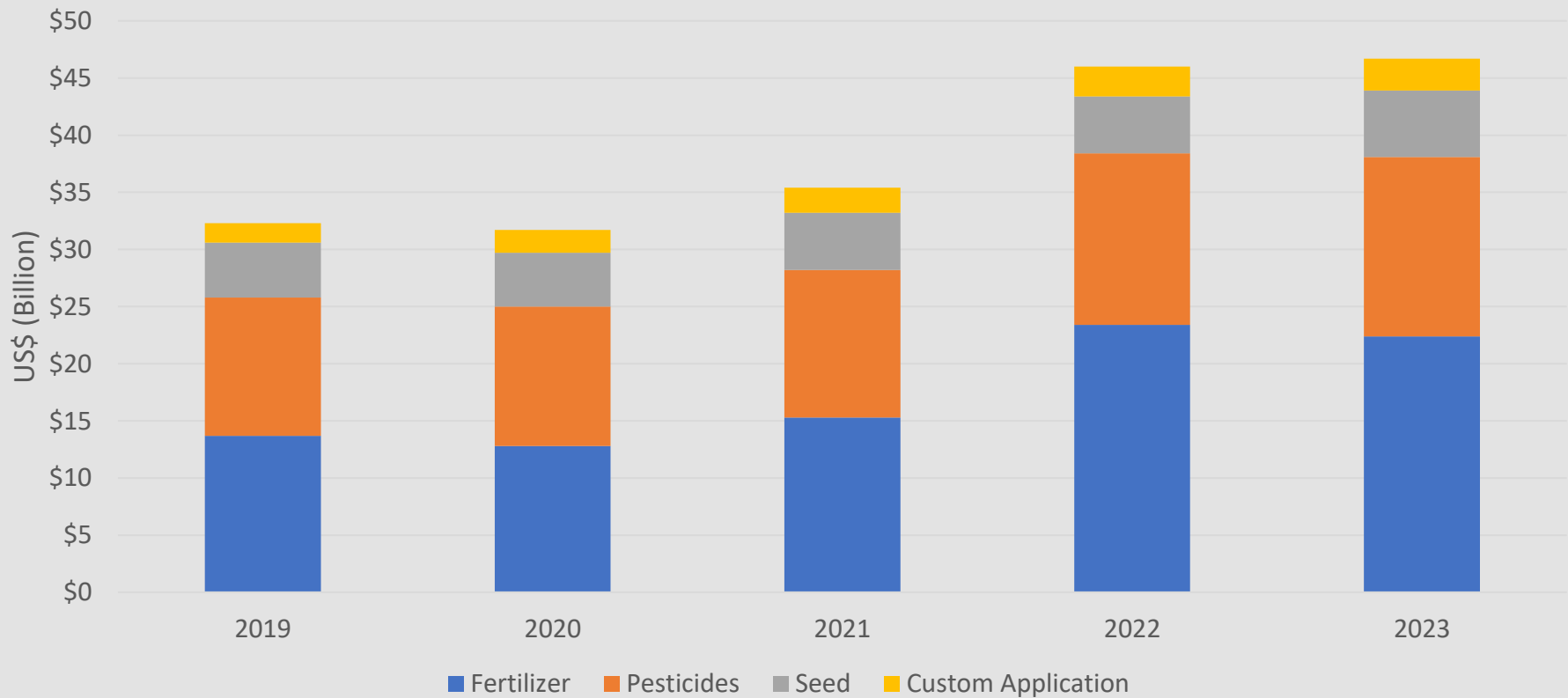
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Annual Gross Sales – CropLife 100 Retailers



SOURCE CropLife Magazine (www.croplife.com)






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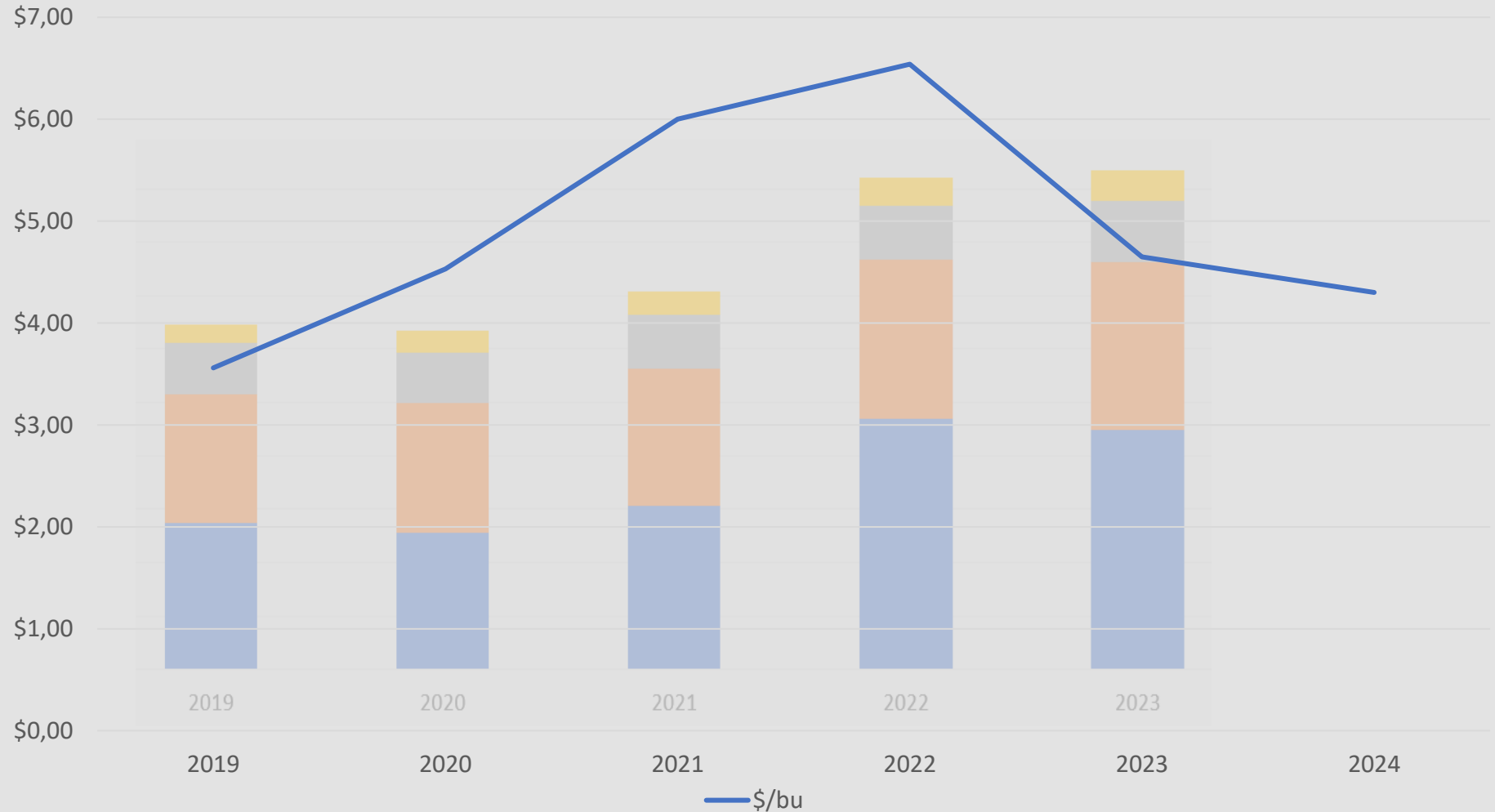
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## US Corn price received by Farmers



Data source: USDA Economic Research Service. Prices received by Farmers database











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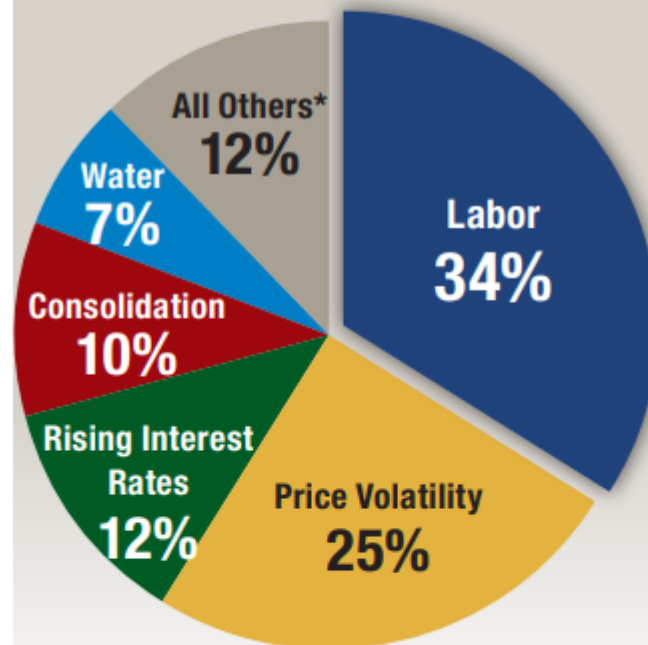
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## People/Prices Key Issues

Among *CropLife 100* ag retailers, finding labor and prices were the major concerns going into 2024.

What are the chief concerns of your business, today and going forward?



\*(Includes Ecommerce, Regulatory Pressure, and Legislative Concerns)

Base = 80 | Source: 2023 *CropLife 100* Survey

- Regulatory and Legal pressure on conventional pesticides leads to more biologicals
- Labor shortage leading to more migrant labor, creative recruiting and automation





# Carbon & Sustainability

- Scope 3 emissions reporting avoided
- Member programs are offering carbon credits; carbon intensity scoring
- Precision application of pesticides is good for farmers but challenges sales-focused retailers
- Fertilizer use under pressure from environmental accidents and activists
  - Innovation in inhibitors, coatings, enhanced efficiency and alternative products utilizing waste streams
  - 4R Nutrient Stewardship



*Why should I belong to  
ARA in the United States  
or to ANDAV in Brazil?*





# Why Belong to ARA?



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Leverage and magnify your  
Voice



Current updates on federal  
government actions



Industry visibility



Recognition of Excellence



Cost effective extension of  
staff



Networking opportunities



Influence policy outcomes



Expand knowledge network



Professional development  
programs



Leadership opportunities





# ARA Advocacy & Services (sample)

Carbon, GHG  
&  
Sustainability

Endangered  
Species &  
Pesticides

Seed  
Treatments

Energy

Transportation

Water

Professional  
Development

Networking

Business  
Services



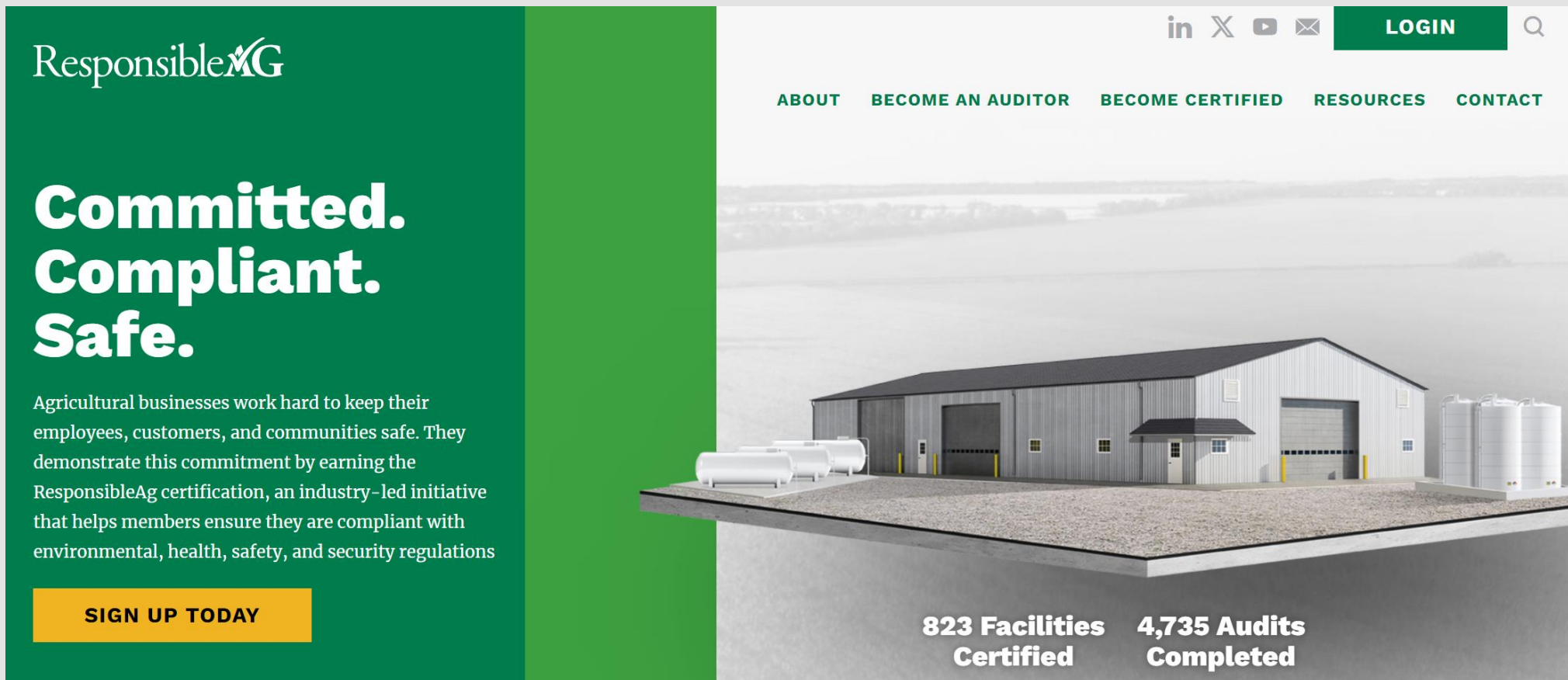
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A screenshot of the ResponsibleAg website. The left side has a green background with the ResponsibleAg logo and the text "Committed. Compliant. Safe." followed by a paragraph about agricultural businesses and a "SIGN UP TODAY" button. The right side shows a website header with navigation links (ABOUT, BECOME AN AUDITOR, BECOME CERTIFIED, RESOURCES, CONTACT), a LOGIN button, and a search icon. Below the header is a 3D rendering of a large industrial building with silos and tanks. At the bottom right of the rendering, it says "823 Facilities Certified" and "4,735 Audits Completed".

ResponsibleAg

**Committed.  
Compliant.  
Safe.**

Agricultural businesses work hard to keep their employees, customers, and communities safe. They demonstrate this commitment by earning the ResponsibleAg certification, an industry-led initiative that helps members ensure they are compliant with environmental, health, safety, and security regulations

**SIGN UP TODAY**

in X YouTube Email LOGIN

ABOUT BECOME AN AUDITOR BECOME CERTIFIED RESOURCES CONTACT

823 Facilities Certified 4,735 Audits Completed

[www.ResponsibleAg.org](http://www.ResponsibleAg.org)





# International Collaboration Benefits



- Learn from each other
- Coordinate on issues
- Communication Network





# ARA CONFERENCE & EXPO | 2024

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