



EISA

Annual Report

2014



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www.sustainable-agriculture.org

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Preface

The ***European Initiative for Sustainable Development in Agriculture (EISA)*** was founded with the common aim of developing and promoting Integrated Farming throughout Europe. Integrated Farming is a sustainable system, which helps farmers improve the way they farm for the profitability of their business, the benefit of the environment, and social responsibility, including all important aspects of sustainable development. A detailed description and characterisation of Integrated Farming is available on the EISA website www.sustainable-agriculture.org.

EISA's members are national organisations from Austria, France, Germany, Hungary, Luxemburg, Sweden, the Netherlands and the UK as full members and six organisations from the agricultural supply chain as associate members. As an organisation EISA works closely with the EU Institutions and other stakeholders to contribute to the development of agricultural and environmental policies in the EU.

EISA members help create a better public understanding of agriculture through a network of demonstration farms and various other communication and demonstration activities. They bring farmers and consumers together to raise awareness of how farmers are working in harmony with nature to produce good, safe food and renewable resources with economic, environmental and social care.

The EISA Annual Report 2014 presents an overview on EISA's and national EISA members' activities as well as a brief description of the six associate members. Many of EISA's and EISA members' activities are part of long-lasting projects and may thus be performed year after year or even several times per year.

If you are interested in receiving further information or in getting involved on the national or the European level, you are more than welcome to enquire at EISA Brussels or at the EISA members for details.

Patrick Wrixon
EISA President

European Initiative for Sustainable Development in Agriculture



The European Initiative for Sustainable Development in Agriculture (EISA), founded in 2001, is an association of national organisations from currently eight EU Member States: FARRE (Forum des Agriculteurs Responsables Respectueux de l'Environnement, France), FILL (Förderverein Integrierte Landwirtschaft, Luxemburg), FNL (Förderungsgemeinschaft Nachhaltige Landwirtschaft, Germany), GOSZ (Grain Growers' Association, Hungary), LEAF (Linking Environment And Farming, United Kingdom), ÖAIP (Österreichische Arbeitsgemeinschaft für Integrierten Pflanzenschutz, Austria), OiB (Odling i Balans, Sweden), and Skylark Foundation, The Netherlands. Six associations of the up- and downstream-sectors of agriculture have joined and support EISA as associate members. EISA and its members develop and promote Integrated Farming in Europe.

In 2014, key projects / activities of EISA included:

- **New national EISA member:** The Skylark Foundation from the Netherlands has been welcomed as new and now eighth national EISA member!
- **Civil Dialogue Groups:** Starting in fall 2014, EISA will be actively involved in two of the newly established DG Agri Groups, i.e. on the CAP, and Environment & Climate Change.
- **CAP reform and implementation:** Various contributions such as position papers, speeches and interventions at conferences and workshops and at hearings of the European Economic and Social Committee as well as meetings with European Commission officials, Members, assistants and staff of the European Parliament.
- **EISA Farm Visit:** The EISA Farm Visit 2014 was organised by FNL and included a visit of the DLG Field Days in Bernburg-Strenzfeld, Germany, and a visit and guided tour of the BASF Biodiversity Farm Quellenhof in Quellendorf, Germany. A revised scheme for the Farm Visits as service offer for associate EISA members and interested third parties is to be presented and launched shortly.
- **EISA Website:** In addition to own publications, the EISA website increasingly receives input from national as well as associate EISA members. Press releases and publications of EISA and EISA members are presented; in addition, the regularly updated event calendar offers all necessary information on important events.
- **A new volume of IF Topic Sheets** was released highlighting “Crop Protection through Integrated Pest Management (IPM): Requirements and Opportunities“. The next issues will address biodiversity and soil protection.
- **Press releases:** New publications and EISA events were announced in several press releases. These announcements are distributed via e-mail and uploaded on the EISA website.
- **Articles on Integrated Farming:** Several articles were written and published in the reference period. One article written by EISA president Patrick Wrixon was published in “Pan European Networks: Science & Technology“ for example.



Forum des Agriculteurs Responsables Respectueux de l'Environnement – 2014



FARRE, the Forum des Agriculteurs Responsables Respectueux de l'Environnement (Association for responsible and environment-friendly farming) was founded in 1993 with the aim to develop sustainable farming practices throughout French agriculture and to further promote the dialogue between farmers and consumers. FARRE works with a network of open farms and, as a “forum”, organizes regular events with various stakeholders from the agricultural and environmental sectors.

In 2014, key projects / activities of FARRE included:

- **FARRE annual symposium:** In January 2014, scientists, farmers, industrials and journalists gathered in Paris at the National Assembly to discuss “Integrated Pest Management: our ambition for sustainable farming “. The event was concluded by the French Minister of Agriculture.
- **International Agricultural Show** in Paris (700 000 visitors): FARRE farmers explained their practices and tools for sustainable farming on the “Vegetal Odyssey”, a 1200 sq. meter farm.
- **Communication tools:** FARRE continuously provides on farm-videos such as portraits of farmers and agro-environmental focuses on its YouTube channel “Asso Farre”.
- **BiodiversID program:** For its 2nd year, this national programme focuses on trainings as well as the production of global advisory documents and individual action plans to enhance on farm-biodiversity.
- **FARRE new President:** Mr Luc Smessaert, a multicrop and livestock farmer in the Picardie region (Northern France), was elected President in September. Mr Smessaert is also Vice-President of FNSEA, the major French agricultural union, where he is in charge of communication actions. For Mr Smessaert, “*FARRE must be a tool that brings together the messages of the agricultural profession, in order to make farmers be better understood and be actors at the heart of a sustainable society*”.
- **Trainings on good practices in plant protection:** Since September 2014, FARRE has taken over from UIPP (Union of plant protection industries) the School of Good Practices, managing 8 trainers on Certiphyto as certification that will be compulsory for all users and retailers of plant protection products by the end of 2015.
- **FARRE IPM toolbox:** An online toolbox of IPM practices is being developed by FARRE and its partners. It aims at providing farmers with both crop-specific and transversal levers that can respond to their plant protection issues (weeds, insects, diseases, nutrition). The toolbox will include technical sheets, video testimonials from FARRE farmers, and sections for shared experiences, in order to implement these practices on most farms.
- **Symposium Agriculture/Environment:** FARRE organised a symposium on the relationship between agriculture and environment during Châlons agricultural fair (2nd agricultural fair in France with over 300 000 visitors) which gathered 5 representatives of the agricultural and environmental sectors, and Mr Erik Orsenna from the Académie Française, around the topic “Are stakeholders ready for the implementation of agro-ecology?”
- **Good sowing practices: on-site workshop:** A group including FARRE farmers, scientists, industry representatives from the plant protection and the agro-equipment sectors works for the 2nd year on the improvement of sowing practices with 2 perspectives: environmental impact and user’s protection. The annual meeting was held on SULKY’s (French seed drill manufacturer) new factory site in September with technical demonstrations and a tour of the factory.
- **FARRE-UNIFA symposium “Fertilisation for quality and competitiveness”:** Together with UNIFA (Union of fertilisation industries) and with the support of AXEMA (agro-equipment) and ITB (beetroot technical institute), two roundtables were organised in October: How to improve practices for the competitiveness of value chains? How to strengthen innovation processes for an optimum quality?
- **Technical symposium Viticulture/Environment:** During Vinitech (Bordeaux), 5 experts discussed the perception by the general public, as well as progress and innovations to reduce the environmental impacts of viticulture, notably in terms of spraying technologies.



Förderverein Integrierte Landbewirtschaftung Luxembourg – 2014



FILL (Association for the Promotion of Integrated Farming Luxembourg) was founded in 1993 with the aim to promote sustainable agriculture and integrated farming practices in the Luxembourgish agriculture through an efficient knowledge transfer from research to the practice. FILL stimulates an active between the farmer and the consumer in order to communicate the holistic approach of integrated farming.

In 2014, key projects / activities of FILL included:

- **Project Optigras: „The economic and ecologic benefits of pasture“**

Collaboration between FILL and the Luxembourgish farm consulting and animal breeding company CONVIS: consulting of farmers about the economic and ecological benefits of pasture including aspects related to animal health; synergies with strategic partners such as consumers' associations, water, soil and environment protection groups, industry and marketing ... (project period: 2010-2015).

- **Project “AutoGrassMilk”**

FILL was co-opted as an observer member of the Consortium of the European project “AutoGrassMilk” (FP-7 project). The objective of the project is to develop and implement improved sustainable farming systems that integrate the grazing of dairy cows with automatic milking systems which are appropriate to the different approaches to dairy farming to be found in the different regions of Europe. FILL will apply for full membership of the Consortium in 2015.

- **Project “Crop rotations for water protection and more biodiversity”**

Design of a new consulting project for farmers related to water protection and biodiversity. The key aspects of the project were discussed in October 2014 with the Minister of Environment and in December 2014 with the Minister of Agriculture.

Other activities

- Public General Assembly of FILL with a conference about **“Agriculture and water protection”** on April 3rd
- Participation in the **International Pasture Days** in Ettelbrück, Luxembourg, in July.
- **Meeting with the Luxembourgish Minister of Environment** on October, 23rd
- **Meeting with the Luxembourgish Minister of Agriculture** on December, 18th



Fördergemeinschaft Nachhaltige Landwirtschaft – 2014

Fördergemeinschaft Nachhaltige Landwirtschaft e.V. (FNL, Association for the Promotion of Sustainable Agriculture) was founded as Fördergemeinschaft Integrierter Pflanzenbau e. V. (FIP) in 1986 with the aim to develop and promote Integrated Crop Management in Germany. With the merger of FIP and AGF (Aktionsgemeinschaft Deutsches Fleisch as organisation of the livestock sector) in 2000, the focus changed to Integrated Farming (IF) as holistic approach to agriculture. In 2014, board and members of FNL decided to focus on and intensify communication on modern agriculture, on dialogue and corresponding platforms, on the bottom-up approach including farmers, and on communication with urban society. The name was changed to “Forum Moderne Landwirtschaft” (Forum Modern Agriculture, FML). The claims are “Our Food. Our Environment. Our Responsibility”, and whereas „Modern Agriculture“ will be main theme of the new organisation, sustainability remains the core message. The registration of the adjusted statutes and the official change from FNL to FML is expected take effect in early 2015.

In 2014, key projects / activities of FNL included:

- **“EventFarm** (“ErlebnisBauernhof”): Major event at International Green Week in Berlin as platform for dialogue with consumers, media and politicians on modern agriculture.
- **“EventFarm mobile”** (“ErlebnisBauernhof mobil”): Mobile exhibition which toured different cities / locations / fairs throughout Germany in 2014 to enhance information and dialogue on sustainable agriculture.
- **“RuralAmbassadors”** (“LandRäte”): Network of farmers speaking out on particular events as ambassadors of modern agriculture / Integrated Farming.
- **“Initiative Innovation & Environment”** (Innovation & Naturhaushalt): An initiative within FNL dedicated to enhancing biodiversity in agricultural landscapes in general and living conditions for pollinators in particular. One focal point of interest in 2014 were the so-called “Eh da-Flächen”, i.e. unused areas in the cultural landscape such as roadsides etc. which can easily be used for nature conservation purposes.
- **“Pigs Mobile”** (“Schweine Mobil”): Launched in 2013, the mobile exhibition on modern pig keeping toured numerous agricultural events all over Germany exceeding the magic line of 1 million consumer contacts in fall 2014. The mobile exhibit was awarded a special prize for “innovative communication” at EuroTier 2014 in Hanover. A corresponding “Cow mobile” was initiated as well and will be presented in Berlin during International Green Week 2015.
- **“Initiative Responsible Animal Husbandry”** (Verantwortungsvolle Nutztierhaltung): An initiative of several partners headed by FNL to foster dialogue on animal husbandry between producers and consumers. Themes like “animal transportation” successfully addressed issues of responsible animal husbandry.
- **“Political talks”**: FNL activities include regular conferences and sustainability events (Berliner Gespräche, Nachhaltigkeitsforen) and intensive communication via press releases and modern media.





Grain Growers' Association Hungary – 2014

GOSZ, the Grain Producer's Organisation Hungary (Gabonatermesztők Országos Szövetsége) is the professional interest representation for the grain product line including producers of oil, protein, fibre and other plants. GOSZ was founded in 2004 and currently represents about 1.5 million hectares of arable land. The main objective of the organisation is to support an economically viable, environmentally responsible and socially accepted agriculture. This includes protecting the members' interests and representing growers' interests in sectoral, regional, national and European regulations and legislation. On the regional as well as national level, this also includes the protection of members against the breach of their interests and / or discrimination in their economical relationships with business partners.

One key element of GOSZ's activities relates to developing members' agricultural knowledge and expertise via regular information and trainings. However, informing the public about the achievements of modern, efficient and productive arable farming and the environmental and social services provided by farmers are equally important objectives. GOSZ closely co-operates with associations such as the Hungarian Poultry Association, Sheep Association, Milk Association, Rabbit Association, Meat Association and Seed Grain Association and with interest representations such as the Hungarian Agricultural Institute, the Grain Alliances, as well as the Hungarian Peasant Associations MAGOSZ and MOSZ in all grain related questions. GOSZ secretariat continuously works on strengthening existing and building new relationships.

In 2014, key projects / activities of GOSZ included:

- Three-day Agricultural Management Training with 200 participants. The training included a workshop with Secretary of State for Agricultural Economy George Czerván.
- Field Work Day at AgroMash Expo with 150 participants in presence of Dr. Zsolt Feldman, Deputy Secretary of State.
- Nutrient Management Conference with 120 farmers, advisors, and other experts.
- Professional tour "Panóniaethanol" – visit of a bio-ethanol plant with 20 participants.
- Visit of the Phylazonit Bio-Fertilizer Factory in Beszterec with 40 participants – including a workshop on soil protection and sustainable crop production.
- Festive assembly on the occasion of the 10th anniversary of GOSZ with 140 participants. During the event, 26 members were honoured with the Hungarian Cereal Production Award. Also, a booklet on "10 Years of GOSZ" and three DVDs (GOSZ – founding of the association; GOSZ – 10 Years of Operation; GOSZ – Important Pilot Projects) were published.
- Participation of GOSZ in the Agricultural Expo "Papa" – a national exhibition on Agricultural Economics Actualities
- Joint organisation of and participation in cereal field demonstrations in Szeged, Cegléd Karcag Kompolt, Martonvasar.
- Joint organisation of and participation in a professional field trip to Slovakia, experience exchange with record producers in Slovakia.
- Participation in "International Farmer Days" in Bábolna town. During that event, GOSZ organised the Agrárium Actualities Conference with more than 286 participants in Bábolna.



Linking Environment And Farming – 2014

Linking Environment And Farming (LEAF) was founded in 1991. It is a leading organisation delivering more sustainable food and farming. LEAF works with farmers, the food industry, scientists and consumers to inspire and enable sustainable farming that is prosperous, enriches the environment and engages local communities. We do this through developing and promoting Integrated Farm Management in three main areas.

Facilitating knowledge generation and exchange amongst farmers and researchers

2014 key projects / activities of LEAF included:

- Production of '*Integrated Farm Management: A Guide*' – a new handbook for LEAF members explaining IFM and how to implement it.
- Launch of the new LEAF Sustainable Farming Review – a new on-line, self-assessment resource, to help farmers to implement and measure the impacts of IFM.
- Development of an IFM Bulletin with a range of technical information for members.
- Launch of a further LEAF Demonstration Farm – Frogmary Green Farm – a 500 acre poultry and arable farm. We now have over 40 Demonstration Farms throughout the UK.
- Production of 6 videos with support from Catchment Sensitive Farming on particular aspects of IFM including soil and water management, biobeds and phytobacs.
- Production of a range of practical case studies looking at sustainable soil management on a range of different farms and locations.
- Annual LEAF President's Event – 'Defining resilience and diversity in Agriculture' which focused on diversity in crops, livestock, markets and diets. Over 130 people attended the event.

Developing market opportunities:

2014 key projects / activities of LEAF included:

- LEAF Marque continues to grow and we are working with an increasing number of companies who are using the LEAF Marque to demonstrate their commitment to sustainable farming.
- LEAF signed 'The Declaration of Abu Dhabi for Global Food Security through Good Agricultural Practices' – a global food security initiative.
- We published our second global impacts report showing the impact LEAF is having on the uptake of more sustainable farming both in the UK and across the globe. Significantly, we reported a 31% growth in the amount of land across the globe growing LEAF Marque crops.

Engaging the public in sustainable food and farming

2014 key projects / activities of LEAF included:

- Another record breaking year for Open Farm Sunday 2104 with 375 opening and 207,000 visitors.
- Open Farm School Days ran for the second year – we had 40 farms hosting visits for schools and over 4,000 children getting out onto farms and finding out how their food is produced.
- We launched Open Farm Sunday 2015 – our 10th Anniversary, at the House of Commons, attended by organisations across the food and farming industry.
- LEAF Demonstration Farms host visits for a wide range of consumers groups throughout the year – explaining the principles of IFM and how it delivers sustainable farming and food.



Austrian Working Group for Integrated Pest Management – 2014



ÖAIP, the Österreichische Arbeitsgemeinschaft für Integrierten Pflanzenschutz (Austrian working Group for Integrated Pest Management) was founded in 1959 and thus at a time when the term “Integrated Pest Management” was just about to become a new focal point of interest in both science and practical agriculture.

Since that time, ÖAIP pursues the objective and the task to contribute to securing sustainable agricultural production capable of supplying society with food and renewable resources today and tomorrow.

This task is performed by supporting a broad range of measures including field trials with resistant and tolerant cultivars with balanced crop rotations and soil management, definition and risk management of pests and diseases, forecast models and early alert services, monitoring in crop stands, promotion of models for documentation and record-keeping, wide spectrum of experts’ advice, initiating public debates on crop protection issues and promoting all elements that contribute to sustainable agricultural production according to Integrated Pest Management rules and guidelines.

In 2014, key projects / activities of ÖAIP included:

- **Co-ordination of expert group** on “Application technology”.
- **Co-ordination of expert group** on “Information and Research”.
- **Co-ordination of expert group** on “Application of Crop Protection Products”.
- **Continuous collection / compilation of data and advice** for the next update of the Field Manual for the Proof of Competence (Handbuch zum Sachkundenachweis) in crop protection.
- **On-farm IPM demonstrations** for farmers, trade journalists / media and the general public (Landwirtschaft schauen) – annual events.
- **Application technology quality label** – the ÖAIP working group “Application Technology” is in charge of testing and certifying sprayers in Austria since 1983.
- **Organisation of workshops and conferences on IPM** in Austria such as the Österreichische Pflanzenschutztag on 26 / 27 November 2014 in Schloss Seggau.
- **Supporting / initiating research and training in IPM** including responsible trial management, evaluation and communication of results.



Farming in Balance – 2014



Farming in Balance (Odling I Balans, OiB, Sweden) started about 20 years ago with the objective to promote a sustainable and economical viable agricultural production. OiB cooperates with a network of up to 20 farmers, and intensively uses their views and practical experiences. Much of the work is done in close collaboration with agricultural scientists.

In 2014, key projects / activities of OiB included:

- **Optimal placement of countermeasures to reduce nutrient losses – possibilities and limitations.**
- **Energy efficiency and bio-energy production on farms.**
- **Finalising of the project “Winter wheat yields to new heights” – a research project (in collaboration with Swedish Agricultural University, farmers advisory organisation, others), interviews with farmers, literature analysis, studies of other comparable international projects.**
- **Baltic Deal Bridge project – putting best practice to work.**

FARMS:

16 core farmers with close collaboration.

MEETINGS:

- A big annual meeting on 28 January 2014 with 94 participants, where all the final results from the Winter Wheat project were presented.
- A pilot meeting on 24 June on one of the farms, discussing biodiversity, pollination and insecticides.
- Participation in a Baltic Deal Bridge project meeting on June 3 in Germany. The topic was “A cleaner Baltic Sea by improved agricultural productivity”.
- The Swedish Minister of Rural Affairs Eskil Erlandsson visited Norregården, one of the pilot farms on 26 August, with about 80 participants.
- A seminar where OiB was one of the organisers about “Promoting Biodiversity on the Plain” on 24 October with about 50 participants.
- On 18 March the annual meeting took place. In addition to ordinary financial questions, the key topic was “Energy and environmental initiatives at Tullstorps river”. There was also a visit at the Jordberga estate and a field trip studying the newly built biogas plant, built for using crops from the surrounding region as substrate in the biogas process.



Skylark Foundation – 2014



Skylark Foundation (Stichting Veldleeuwerik, Netherlands) started in 2002 as an initiative of Heineken and 11 farmers. Now, Skylark foundation has grown up to a network of 425 farmers and 60 partners.

Skylark Foundation stimulates arable farmers and food processors in their joint effort to improve sustainable arable farming. To enable this, a specific Skylark methodology is developed. The essence of this methodology is that every arable farmer, supported by an accredited adviser and colleagues, writes and realises his own sustainability plan. Thus, building experience and actively exchanging knowledge, farmers continuously increase their contribution to more sustainable arable farming.

In 2014, key projects / activities of Skylark Foundation included:

- **Regional group meetings:** 40 regional groups of 10-12 farmers jointly organised 320 regional group meetings for the exchange of knowledge about sustainable farming.
- **Sustainability measures:** The farmers implemented approximately 1,500 measures altogether in order to improve the sustainability performance of their farms.
- **Knowledge meetings:** Based on expertise developed in projects or by our partners, approximately 25 knowledge meetings were organised in which farmers and partners participated in order to improve the sustainability performance of individual farmers.
- **Projects:** Nine research projects are executed in the field of sustainable agriculture.
- **Certification:** Skylark Foundation has worked during 2014 towards the ISO 9001:2008 certification.
- **CAP greening:** Skylark Foundation applied for a sustainability certificate which shall be used as an equivalent package for farmers to apply for CAP greening funding. The result is expected for March 2015.
- **Installation of advisory board:** The advisory board was installed in 2014 and consists of representatives of NGOs, scientific-, financial- and other important stakeholders.
- **Installation of quality board:** The quality board was installed in 2014 and then will advise in arbitrary cases which relate to certification for example.



Associate EISA Members:



European Crop Protection Association (ECPA)

6 Avenue E van Nieuwenhuysse,
1160 Brussels, Belgium
tel: + 32 2 663 15 50,
fax: + 32 2 663 15 60,
ecpa@ecpa.eu, www.ecpa.eu

The European Crop Protection Association (ECPA) represents the crop protection industry at the European level. Its members include all major crop protection companies and national associations across Europe. ECPA promotes and upholds the highest standards for human safety and environmental care in European agriculture, based on sustainable, productive, value-added and innovative farming methods. ECPA is committed to: engaging in constructive dialogue with all those who care about the environment and human safety in European agriculture; introducing innovative crop protection solutions, promoting sustainable agricultural practices and contributing to a healthy, high-quality, affordable food supply for all by maintaining plant health, increasing plant productivity and enhancing farm practices.



European Landowners'
Organization (ELO)
67 rue de Trèves
1040 Brussels, Belgium
tel.: + 32 2 234 30 00
fax: + 32 2 234 30 09
elo@elo.org, www.elo.org

Representing 60 member organisations from all countries in Europe, The European Landowners' Organisation is committed to promoting a sustainable and prosperous countryside and to increasing awareness relating to environmental and agricultural issues. Active in all segments of Brussels, the ELO develops policy recommendations and programmes of action that promote a sustainable and profitable countryside. To spread its message, the ELO organises meetings and events that gather key actors from the rural sector and policy makers at the local, regional, national and European level, as well as developing unique programs that show positive change in the field. With an enormous range of members, contacts, and skills, the ELO maintains a unique position among the think tanks in the agricultural, environmental and rural activities' sectors.



European Feed
Manufacturers'
Federation (FEFAC)
223 rue de la Loi Bte 3
1040 Brussels
Belgium
tel.: + 32 2 285 00 50
fax: + 32 2 230 57 22
fefac@fefac.eu
www.fefac.org

The European Feed Manufacturers' Association was founded in 1959 by five national compound feed associations. FEFAC membership today consists of national associations from EU Member States as full members and of an increasing number of observer members from non-EU countries. FEFAC is the only independent spokesman of the European Compound Feed Industry at the level of the European Institutions and deals with the various issues of sustainable feed production and use such as environmental footprinting and responsible supply.

Associate EISA Members, continued:



Fertilizers Europe
6 Avenue E. Van Nieuwenhuysse
1160 Brussels, Belgium
tel.: + 32 2 6 75 35 50
fax: + 32 2 6 75 39 61
web@fertilizerseurope.com
www.fertilizerseurope.com

Fertilizers Europe represents the major fertilizer manufacturers in Europe. The association promotes the important role of fertilizers and balanced fertilization in European agriculture and monitors upcoming agricultural, environmental, safety, health, trade and legislative issues – for an efficient, productive and environmentally responsible crop nutrition that safeguards yields, product quality and the protection of the environment, i.e. soil, water, air, as well as natural biota such as fauna and flora.



IFAH-EUROPE- International
Federation for Animal Health-Europe
1,rue Defacqz, 1000 Brussels,
Belgium
Tel:+32 2 543 7560,
Fax:+32 2 537 0049 ,
info@ifahaurope.org,
www.ifahaurope.org

IFAH-Europe (International Federation for Animal Health Europe) is the federation representing manufacturers of veterinary medicines, vaccines and other animal health products in Europe. It represents both corporate members and national animal health associations in Europe. IFAH-Europe's mission is to promote a predictable, harmonised, science-based and innovative market place for the provision of quality animal medicines, vaccines and other animal health products, and so contribute to a healthy and safe food supply, and to a high standard of health and welfare for animals and people.

One particular field of activity is promoting the responsible use of veterinary medicines through EPRUMA – the European Platform for Responsible Use of Medicines in Animals.



Sustainable Agriculture Initiative Platform
(SAI Platform)
Avenue des Nerviens 9-31
1040 Brussels, Belgium
tel: + 32 2 500 87 57, fax: + 32 2 508 10 25
info@saiplatform.org, www.saiplatform.org

In 2002, Sustainable Agriculture Initiative (SAI) Platform was created as non-profit organization. SAI Platform today counts over 60 members, who actively share the same view on sustainable agriculture seen as "the efficient production of safe, high quality agricultural products, in a way that protects and improves the natural environment, the social and economic conditions of farmers, their employees and local communities, and safeguards the health and welfare of all farmed species" and develop standards and tools to support that.

Contact Details:



FARRE

Mr Gilles Maréchal
Forum des Agriculteurs Responsables
Respectueux de l'Environnement
19, rue Jacques Bingen
75017 Paris
France
tel.: + 33 146 22 09 20, fax: + 33 146 22 02 20
e-mail: farre@farre.org, www.farre.org



FILL

Mr Marc Fiedler
Förderverein Integrierte
Landbewirtschaftung Luxembourg
Service d'Economie Rurale
115, rue de Hollerich
1741 Luxembourg
Luxembourg
tel.: + 352 24 78 25 99, fax: + 352 49 16 19
e-mail: marc.fiedler@ser.etat.lu



FNL

Dr Anton Kraus
Fördergemeinschaft Nachhaltige
Landwirtschaft e.V.
Wilhelmsaue 37
10713 Berlin
Germany
tel.: + 49 30 88 66 355 0, fax: + 49 30 88 66 355 90
e-mail: info@fnl.de, www.fnl.de



LEAF

Ms Caroline Drummond
Linking Environment And Farming
Stoneleigh Park
Warwickshire
CV8 2LG
United Kingdom
tel.: + 44 24 76 41 39 11
e-mail: enquiries@leafuk.org, www.leafuk.org



ÖAIP

Mr Stefan Winter
Österreichische Arbeitsgemeinschaft
für Integrierten Pflanzenschutz
Wiedner Hauptstraße 63
Bauteil 3/2/3237
A-1045 Wien
Austria
tel.: +43 2682 702 651
www.oeaip.at
stefan.winter@lk-bgld.at



Odling i Balans

Ms Helena Elmquist
Odling i Balans
Franzengatan 6
105 33 Stockholm
Sweden
tel.: + 46 8 787 59 66
helena.elmquist@odlingibalans.com
www.odlingibalans.com



GOSZ

Mr Petőházi Tamás
Grain Producers' Organization Hungary
Károly krt. 5/A félemelet 4.
1075 Budapest
Ungarn
tel: + 36 1 332 2330, fax: + 36 1 312 8486,
gabonatermesztok@gabonatermesztok.hu
www.gabonatermesztok.hu



SKYLARK FOUNDATION

Mr Martijn Buijsse
Stichting Veldleeuwerik
Gelderingen 52B
8341PZ Steenwijkerwold
tel: +31 653 148 248
martijn.buijsse@veldleeuwerik.nl
www.veldleeuwerik.nl





EISA e.V.

Wilhelmsaue 37
10713 Berlin
Germany
www.sustainable-agriculture.org

Head of EISA Brussels

Mr Robby Schreiber
EISA c/o gani-med
Rue J.-B. Vandercammen 10
1160 Brussels
Belgium
tel.: +32 2 660 82 14,
e-mail: gani-med@skynet.be

Technical Director EISA

Dr. Andreas Frangenberg
EISA c/o factum-est
Straelener Ring 20
41812 Erkelenz
Germany
tel.: +49 2431 74 828,
e-mail: a.frangenberg@factum-est.de



EISA e.V.
Wilhelmsaue 37, 10713 Berlin, Germany
www.sustainable-agriculture.org