



# *Customer Driven IPM and Challenges of Implementation*

**Shane Sampels**

*Director of Quality Assurance  
Produce, Frozen Vegetables,  
Beverage and Grocery*



# SYSKO.®



SYSKO CORPORATION

*helping  
our customers  
succeed*

**SYY**  
LISTED  
**NYSE**



# Integrated Pest Management

- 160 Supplier locations of canned and frozen fruit and vegetable processors.
- Program developed with industry and the IPM Institute of North America
- Program Development in 2004
- Supplier Adoption 2005
- Audits of Supplier Programs 2005-2006.
- Stewardship Indicator Reporting in 2006.



# Initial Challenges

- There is no national standard or program to pull existing information.
- Relationship with the processor, not the grower of the raw material.
- IPM information is region and product specific.
- Increased expectations on suppliers in a processed food category that is in a consolidation period.
- Domestic and International Differences.





# Other Challenges

- Processor Education on Program Expectations
- Auditor Training and Consistency
- Grower Education and Communication



# Processor Crop Specific Standards

- IPM Advisory Team
- Access to IPM Information
- Key Pests Identified
- Identification of chemical and Non-chemical strategies
- Effective Scouting Techniques
- Science Based Thresholds
- Pesticide use by Toxicity
- Pesticide tracking and reporting system.
- Nutrient tracking and reporting system.
- IPM Training
- Strategies to delay pesticide resistance



# Minimum Standards

- GMO's not grown for SYSCO Production
- No Biosolids used
- Minimum Nutrient and Pesticide Application Record Requirements



# Scored General Standards

- Identify, Monitor and Protect Ecologically Sensitive Areas
- Environmental Emergency Plans
- Drift Management
- Soil Erosion
- Track and Improve Soil Quality
- Do not Burn Trash
- Improve Water Use Efficiency
- Reduce Reliance on Polluting Fuels
- Increase use of onsite reuse of renewables and non-renewables
- Increase use of recycling
- Open Communications with trade partners
- Opportunities for employee education and advancement
- Rewards and incentives for innovation

Bonus

- Reports improvements in stewardship indicators
- In-house or on farm research



# Challenges in Sustainable Programs

- Small Operations
- Documentation
- Spot Purchases
- Environmental and Supply Factors
- Consumer Awareness
- Perceived Value



# Comments from Industry

- Communicate not only new IPM technologies but the financial impact of implementation. (Direct and Indirect)
- Resource access and consolidation.
- Success stories need marketed.



# Successes

- 98% compliance in written program submission and 65% receiving a passing score.
- 63 Audits completed with about 10 passing.



# IPM认证 希望在前头

11月30日，余姚厂区就IPM的准备工作组织了专题会议，IPM即Integrated Pest Management（有害生物综合治理）的简称，同时也是SYSCO对供应商实施农业可持续发展的重点项目之一，IPM的目标在于将产品生产建立在保护自然资源，保护人类健康，具有高度道德的基础上，通过IPM程序，努力提高可更新资源的质量，保护不可再生资源，促进公平贸易，维护经济的可发展性并不断满足和超越我们客户的对食品安全和质量的期望。今后只有通过IPM认证，才具有对SYSCO的持续供货资格，虽然国内尚无通过者，但如果我们将率先通过，无疑对以后的供货量有深远意义。

IPM的认证得到了各级领导的高度重视，从农场到工场，从品管、设备到有关职能部门的主要负责人都出席了会议，会议紧紧围绕IPM评估表的不符合条款展开，同时对评估过程中可能存在的问题——进行了针对性探讨，特别就资料准备工作量大、时间短、某些方面还存在差距、涉及部门广等问题提出了相应的解决方案，最后会议成立了IPM筹备小组，并明确了各部门的任务分配和工作进程。

会后，各部门紧张有序地开展了资料的准备工作，相信经过大家的勤奋努力，厂区一定能顺利通过IPM认证。  
(张军)

# *Thank You*



SYSSCO CORPORATION

*helping  
our customers  
succeed*