

# Business Decisions Regarding Pesticide Packaging and Stewardship

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# Background

- National Agricultural Aviation Research and Education Foundation President
- Illinois Fertilizer and Chemical Association Board
- Presently serving on the EPA Drift Mitigation Workgroup that reports to the PPDC

# Professional Experience

- Ag Pilot since 1981
- Operate Schertz Aerial Service, Inc. since 1986.
- One of very few aerial operations that have bulk crop protection products for retail sale and application

# Package Product Pitfalls

- More difficult to handle responsibly
  - Handler protection issues
  - Container disposal issues
  - Less secure
- Broker market irresponsibility

# Package Product Pitfalls



# Equipment To Minimize Issues



# Product Demands



# Reasons for Returnable Packages and Bulk Products

- Improve business efficiency
- Reduce inventory tracking costs
- Reduce container disposal requirements
- Reduce handling and loading personal exposure

# Other Benefits of Proper Product Package Placement

- Allocation ability
- Precision application support
- Reduced product movement
- Increased product security

# Bulk and Returnable Containers



# Bulk Product Facilities



# Keg Repack Equipment



# Mobile Closed Loading Trailer



# Constraints

- Local zoning
- Restrictive state permits
- Capital demands
- Sunk costs

# Registrant Support

- Must overcome reluctance of registrants to provide bulk product
- Very important for a retailer to have the attention of registrant district managers and product managers
- Registrant marketing activities must take responsible product stewardship into account

# Operational concerns

- Equipment setup
  - Functional
  - Responsible
  - Equipment specifications
- Handler ability
  - Training
  - Capability

# Forces which are disruptive to bulk activities

- Commodity products
- Broker products
- Difficulty in predicting product needs
- Some registrant marketing strategies
- Regulatory factors that do not take into account the benefits of these practices

# Bundled Business Strategy

- To accomplish the critical mass for bulk operations a “bundled” business strategy
  - Linking application and product sales
  - Market strength to maintain these policies
- Distribution support
- Must provide unique application capabilities

# Business Practices

- This includes multiple pricing levels to help overcome resistance of other retailers who are customers that have similar product buying access.
- Sales levels
  - Specialty accounts
  - Other retailers
  - Growers

**Responsible  
product stewardship is  
utilizing bulk products and  
refillable containers to the  
fullest practical extent.**