



July 14, 2018

EFBA GENERAL ASSEMBLY March 21, 2018 IN DUSSELDORF – INTERCITY (GERMANY)

MINUTES

Participants :

Chairman : Jörg Ulrich DREWS

General Secretary : Estelle VALLIN

Country representatives :

- **Germany** - BVDM: Jörg-Ulrich DREWS and Jan BROERING
- **Italy** - AIF: Pier Luigi GRAZIANO
- **France** - AFCOME : Estelle VALLIN, Director
- **Netherlands** - NVB : Jaap BRINK
- **United Kingdom** - AIC : Jo GILBERTSON
- **Ireland** – IFMA : Kevin Mc ARDLE
- **Switzerland** – OPDEBEECK SA : Herwig OPDEBEECK

Excused :

- AFCOME : Philibert de MOUSTIER
- UNGREN VEGROM : Pierre DETRY

Interpreter: Marie POZZO di BORGO

1st POINT : OPENING OF THE MEETING

The President, Jörg-Ulrich DREWS, welcomes all the participants to the 2018 Annual General Meeting of EFBA in Dusseldorf and welcomes Herwig OPDEBEECK for his first attendance.

2nd POINT: ADOPTION OF THE DRAFT AGENDA

The topics remain the same. There are just two to be added:

- The first point concerns a mail sent, a few months ago, by Jörg-Ulrich DREWS to all the members asking for an estimate of the blending part of fertilisers for each country.
- The second point concerns a disagreement in between the German association and YARA. Indeed, YARA has published a leaflet against blended fertilisers. Jörg-Ulrich DREWS could not manage to get in touch with YARA. The question is how a joint European action can be put in place.



3rd POINT: ADOPTION OF THE DRAFT MINUTES OF THE 2017 MEETING

The minutes of the Annual General Meeting held in Brussels, on February 14, 2017, is unanimously adopted except from

- Point 7 : concerning IFS activities and the appointment of a council member (used to be Maarten BRAND). Pier Luigi GRAZIANO will send a report to the members. Herwig OPDEBEECK will probably attend the next IFS meeting in Prague.

4th POINT : ANNUAL ACTIVITY REPORT OF EFBA by Jörg-Ulrich DREWS

- New development on solid fertilizer mixture
- Discussion about the quality handbook if it should be given to people who are not members free or not. Update of the www.european-blenders.org website
- Herwig OPDEBEECK officially welcomed in the association
- Contacts established with Austria but without success as RWA is a member of the German organisation, and some local companies also are members in the German association.
- First result of a pilot plant's sample made from sewage sludge which is working now (300 Tonnes/year). We are in close contact with the respective people to follow up this topic.
- Project "OptiBlend" is developed only in Germany (confidential). Jörg-Ulrich DREWS will keep members informed about what they are busy with. Estelle VALLIN suggests to make tests in other countries in order to obtain more data. Herwig OPDEBEECK is asking if Amazone is still in the project. Not yet, if the quality of the blending is right, Amazone supports the project. Amazone started a blending machine company and Jan BROERING bought one. Jaap BRINKS emphasizes that the name of the project already exists in the USA and in France. Yet, it is only the name of the project not that of the concept. If it is to be published, the name will be changed but not before at least 3 years.

OptiBlend details :

"Smartphone-based optical process for the characterization of individual components in the production of mixed mineral fertilizers and the derivation of spreading properties for optimized litter setting in centrifugal spreaders.

Goal of the project :

Programming an app with the following properties:

- The app recognizes fertilizer components based on images (created directly with the smartphone).
- It gives a recommendation as to whether the photographed fertilizers can be mixed. It takes into account the chemical and physical properties of the fertilizer.
- The app uses images (created directly with the smartphone) to determine the proportion of individual fertilizers in blends.
- It gives a recommendation for the optimal setting of the fertilizer spreader for the photographed fertilizer mixture.

It can be a tool for fertilizer mixers, traders, consultants, farmers.

Start: Interviews With Fertilizer Mixers And A Plant Manufacturer

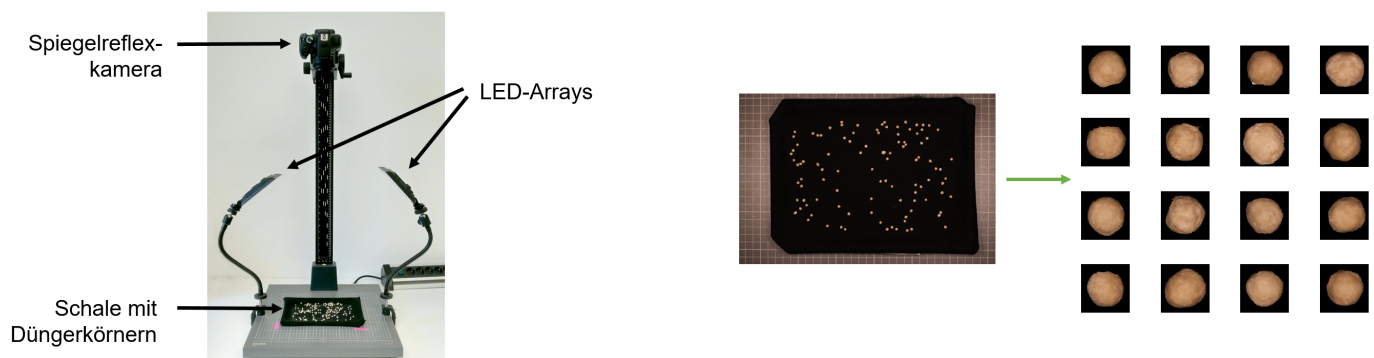
- ICL Fertilizers, Ludwigshafen
- Rupp Landhandel GmbH, Framersheim
- RWZ Alsfeld, Alsfeld
- H. Thamann & Leiber GmbH (tafu), Neuenkirchen-Vörden
- Bröring, Dinklage
- Mühle Breide, Wrist
- Raiffeisen-Waren GmbH Essenbach, Essenbach
- RS Trading GmbH, Pfaffenhofen

Started and planned work

- Creation of a single-component database (with information on, for example, the manufacturer, production facility, chemical and physical properties and images of the fertilizers).
- Programming the app.
- Numerous spreading tests for :
 - Characterization of the flight behavior of the individual components in blends,
 - Review of the transverse distribution of blends in the spreading hall (Horsens, Denmark) and in the field,
 - Optimization of the spreader settings
- Validation of the app.

Image Analysis of Individual Components

1. Step : photo shoot



- Software recognizes single grains and can "cut" them.
- The photos of 67 individual components are now available
- Each component was previously divided into 11 grain size fractions ($> 5\text{mm}$ to $< 1\text{mm}$).



3. Step: calculation of the fertilizer grain characteristics

- Selected features: color, texture, shape,
- Characteristics were calculated for each individual grain and stored in database with chemical and physical laboratory results,
- Forms the basis for modeling the machine classification.

4. Step : classification

Training of various classifiers (i.e., algorithms that can predict belonging to a group based on characteristics of a data point)).

Best Classifiers correctly recognized over 80% of the fertilizer grains.

Test Spreading Hall Horsens, Denmark

14 fertilizer mixtures :

- with and without urea,
- NPK and NK Mixtures ,
- from practice and "extremes"14 6

Variants:

- Rotation
- The launch angle

Issues :

- 1) Demixing in the spreader,
- 2) Cross distribution of the fertilizer quantity,
- 3) Cross distribution of nutrients,
- 4) Capture lateral distribution via photos.

Jörg-Ulrich DREWS is in contact with SoilCares who have developed a system to check the content of nutrients in the soil. Kevin Mc ARDLE will give more details about this equipment. As a matter of fact, a short presentation was made at a conference in Brussels.

Invitation of SoilCares to attend one of the German association 's meeting to demonstrate the positive aspects of blending.

Twice a year, excursions are organised with members. 32 people attended the last one and a good feedback was given with regards to the atmosphere. Herwig OPDEBEECK is invited to attend the next one.

Jörg-Ulrich DREWS got a phone call from the German government who asked for a presentation of blending fertiliser to an Indian man. Jan BROERING is to show him some machines too. The Indian man is 30-year-old, employs 3000 workers in his plant, and has a very little knowledge on soil analysis. It is not allowed to blend other compositions in India than acknowledged by the government. Once better informed, the government might change his mind.

A Chinese company announced a visit to Germany in September/October, but after having put some questions to them, they did not answer any more.



The publication of Kathrin HASLER *“Environmental impact of mineral fertilizers : possible improvements through the adoption of eco-innovations”* is given to each members.

Jörg-Ulrich DREWS was invited to take part to a project co-organised by a working group in Brussels composed of representatives from Europe and Eastern Europe about the quality of drinking water contaminated by pesticides and nitrates. Jörg-Ulrich DREWS made a statement saying that nitrates are part of the N-circle in nature and farmers are just giving back N which is taken out by the growing plants to this circle. The discussion was nearly impossible although Jörg-Ulrich DREWS tried to give his best, talking under the names of the German association and EFBA.

5th POINT : ACTIVITY REPORTS OF THE EUROPEAN COMMISSION DG GROW AND THE FERTILIZERS WG SINCE LAST MEETING by Kevin Mc ARDLE – Update on new fertilisers regulation

The fertilizer working group planned for 19th of March was canceled. Nobody is in charge anymore since a number of people have left.

Kevin Mc ARDLE had a contact with “Fertiliser Europe” and did a report at their last meeting. Yet there are no fertiliser producers in Ireland.

Jo GILBERTSON attended the meeting too. An Austrian presidency is to take over. A decision is to be taken on industrial bulk product: to lower cadmium content in phosphate. Jo GILBERTSON thinks this is meant to promote organic agriculture. It might take 2 to 3 years before it is enforced.

6th POINT : CEN/TC 260 EUROPEAN STANDARDIZATION UPDATE ON WORKING PROGRAM by Estelle VALLIN

Estelle VALLIN presents an overview of the activities last year.

WG1 - Sampling

- Reactivation of the WG on sampling of organic and organo-mineral fertilizers - 1 meeting in march 2017– need of organic and organo-mineral experts
- A Technical report published : CEN/TR 17040:2017: Sampling of static heaps – Technical report on experimental sampling trials. Kevin Mc Ardle precises that it concerns only straight or compound fertilisers and not blended fertilisers.
- Have to check that each country has an expert on all aspects. People are lobbying to prevent sampling for static heap and rather do it from a big bag.



WG3- Liming Materials

- 2 meetings in April and October 2017
- 2 standards published : EN 14069:2017, EN 16317:2013 +A1:2017
- 2 standards in progress: EN 15704:2008 rev, EN 12944-3:2001 rev Fertilisers and liming materials – Vocabulary – Part 3 : Terms relating to liming materials
- 1 New working item : WI 00260198 Liming materials — Determination of the lime requirement in soil — Ammonium acetate buffer method pH 5,5

WG5 - Determination of chelating agents

- 2 standards published : EN 13368-2:2017, EN 13368-3:2017

WG7- Chemical Analysis

- 6 standards published : EN 16962:2018, EN 16963:2018, EN 16964:2018, EN 16965:2018, CEN/TS 17060:2017, EN 16317:2013+A1:2017,
- 5 standards in progress : prEN 17041, prEN 17042, prEN 17043, prEN17090, prEN17246

See pdf “CEN/TC 260 follow up of work in progress” for details. If needed each members can ask for the .pdf file to Estelle VALLIN.

Plenary CEN TC 260 meeting on May 24 & 25 in Prague

- 2 standards published : EN 13368-2:2017, EN 13368-3:2017
- Next mandate with new regulations and standards (125) to apply. Considering the number of standards, the question is what to start with? Estelle VALLIN will prepare a report at the request of each members. Jörg-Ulrich DREWS suggests to update the handbook in accordance to the standards issued in aware to keep each associations' members aware.

CEN/TC 260 Published Standards

Reference, Title	Publication date
EN 16963:2018 (WI=00260175) Fertilizers - Determination of boron, cobalt, copper, iron, manganese, molybdenum and zinc using ICP-AES	2018-01-24
EN 16964:2018 (WI=00260176) Fertilizers - Extraction of total micro-nutrients in fertilizers using aqua regia	2018-01-24
EN 16962:2018 (WI=00260172) Fertilizers - Extraction of water soluble micro-nutrients in fertilizers and removal of organic compounds from fertilizer extracts	2018-01-24
EN 16965:2018 (WI=00260178) Fertilizers - Determination of cobalt, copper, iron, manganese and zinc using flame atomic absorption spectrometry (FAAS)	2018-01-24
EN 13368-3:2017 (WI=00260177) Fertilizers - Determination of chelating agents in fertilizers by chromatography - Part 3: Determination of [S,S]-EDDS by ion pair chromatography	2017-12-13
EN 13368-2:2017 (WI=00260183) Fertilizers - Determination of chelating agents in fertilizers by chromatography - Part 2: Determination of Fe chelated by [o,o] EDDHA, [o,o] EDDHMA and HBED, or the amount of chelating agents, by ion pair chromatography	2017-11-15
EN 14069:2017 (WI=00260181) Liming materials - Denominations, specifications and labelling	2017-11-01
CEN/TS 17060:2017 (WI=00260182) Fertilizers - Determination of molybdenum in concentrations > 10 % using a gravimetric method with 8-hydroxyquinoline	2017-05-24



CEN/TC 260 Published Standards

EN 16320:2013+A1:2017 (WI=00260196) Fertilizers and liming materials - Determination of mercury by vapour generation (VG) after aqua regia dissolution	2017-02-22
EN 16317:2013+A1:2017 (WI=00260195) Fertilizers and liming materials - Determination of arsenic by inductively coupled plasma-atomic emission spectrometry (ICP-AES) after aqua regia dissolution	2017-02-22
CEN/TR 17040:2017 (WI=00260189) Fertilizers and liming materials - Sampling of static heaps - Technical report on experimental sampling trials performed under mandate M/454	2017-02-15
EN 15961:2017 (WI=00260190) Fertilizers - Extraction of water-soluble calcium, magnesium, sodium and sulfur in the form of sulfates	2017-01-11

CEN/TC 260 Work programme

Project reference	Status	Initial Date	Current Stage	Next Stage	Forecasted vot date
FprEN 17041 (WI=00260173) Fertilizers - Determination of boron in concentrations ≤ 10 % using spectrometry with azomethine-H	Approved	2015-10-01	2018-02-26	2018-05-09	2017-08-04
FprEN 17042 (WI=00260179) Fertilizers - Determination of boron in concentrations > 10 % using acidimetric titration	Approved	2015-10-01	2018-02-26	2018-05-09	2017-08-04
FprEN 17043 (WI=00260180) Fertilizers - Determination of molybdenum in concentrations ≤ 10 % using spectrometry of a complex with ammonium thiocyanate	Approved	2015-10-01	2018-02-26	2018-05-09	2017-08-04
prCEN/TS xxx (WI=00260198) Liming materials - Determination of the lime requirement in soil - Ammonium acetate buffer method pH 5,5	Under Drafting	2017-09-27	2018-02-09	2018-08-09	
prEN 12944-3 (WI=00260197) Fertilizers and liming materials - Vocabulary - Part 3: Terms relating to liming materials	Under Approval	2016-11-21	2018-01-04	2018-09-04	2018-09-04
prEN 17090 (WI=00260188) Fertilizers - Determination of nitrification inhibitor DMPSA in fertilizers - Method using high-performance liquid chromatography (HPLC)	Under Approval	2016-05-09	2018-02-09	2018-03-29	2018-02-09
prEN 17246 (WI=00260186) Fertilizers - Determination of perchlorate in mineral fertilizers by ion chromatography and conductivity detection (IC-CD)	Under Approval	2017-04-19	2018-01-26	2018-03-29	2019-02-21



7th POINT : IFS ACTIVITIES BY Pier Luigi GRAZIANO

There have been two meetings with the “International Fertilizer Society”, the traditional London one in June and the one in Cambridge in December. The number of IFS members is constantly decreasing and not much renewing with young experts. On Pier Luigi GRAZIANO's point of view, the council is selecting topics that are related to a 20 year period which is over, when fertilisers were based on big industries. It is a long time since it has not been talked about blending fertilisers.

Jo GILBERTSON is suggesting to propose to the council a presentation during the summer conference in Prague. Could talk about this suggestion to Kathrin HASLER. The OPTIBLEND could be another topic just explaining what the German are working on.

Pier Luigi GRAZIANO will write a report on what has been discussed and see how EFBA can cooperate with IFS.

Herwig OPDEBEECK can go to the summer conference. Pier Luigi GRAZIANO will not be able to attend.

8th POINT : EFBA'S ACCOUNTANCY (profit and Loss 2017, Balance Sheet, draft budget 2019)

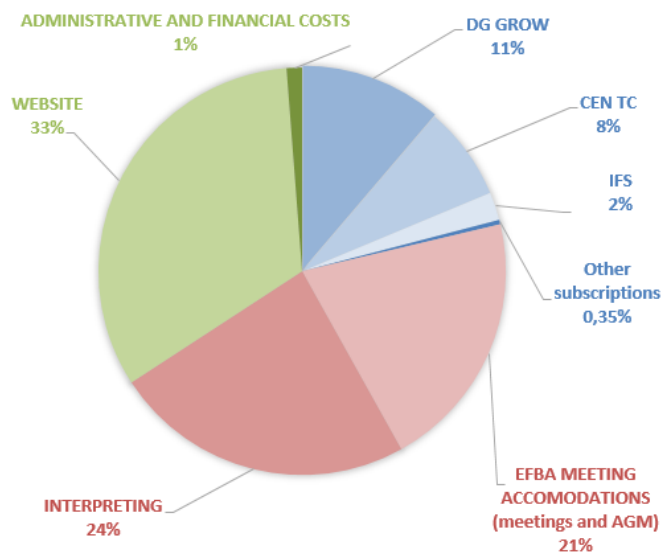
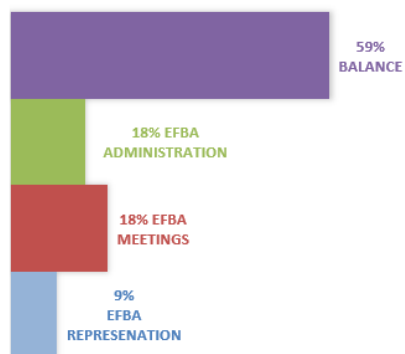
Profit and loss 2017

PROFIT AND LOSS 2017 FROM JANUARY 1ST TO DECEMBER 31ST

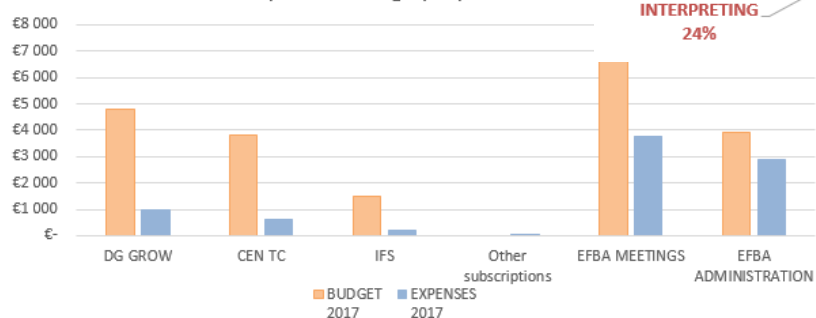
ITEM	EXPENSES 2017	BUDGET 2017	ITEM	INCOMES 2017	BUDGET 2017
EFBA REPRESENTATION	1 810,88 €	10 100,00 €	MEMBERS SUBSCRIPTIONS	22 190,00 €	21 000,00 €
DG GROW	956,80 €	4 800,00 €	BELGIUM (UNGREN)	1 200,00 €	1 200,00 €
CEN TC	635,25 €	3 800,00 €	FRANCE (AFCOME)	5 700,00 €	5 700,00 €
IFS	188,83 €	1 500,00 €	GERMANY (BVDM)	3 900,00 €	3 900,00 €
Other subscriptions	30,00 €	- €	IRELAND (IFMA)	1 800,00 €	1 800,00 €
CEN subscription	635,25 €		ITALIA (AIF)	3 200,00 €	3 200,00 €
PRESIDENT TRAVEL EXPENSES	- €		NETHERLAND (NVB)	1 300,00 €	1 300,00 €
DG GROW - EFBA REPRESENTANT TRAVEL	956,80 €		UK (AIC)	3 900,00 €	3 900,00 €
CEN TC - EFBA REPRESENTANT TRAVEL	- €		SWITZERLAND(OPDEBEECK)	1 190,00 €	
I.F.S expenses (registrations + travel)	188,83 €		DOCUMENTATION SOLD	- €	- €
Other subscriptions	30,00 €				
EFBA MEETINGS	3 786,14 €	7 000,00 €			
EFBA MEETING ACCOMODATIONS (meetings and AGM)	1 753,10 €	5 000,00 €			
SG TRAVEL (PDF)	- €				
INTERPRETING	2 033,04 €	2 000,00 €			
EFBA ADMINISTRATION	2 908,06 €	3 900,00 €			
SECRETARY GENERAL (VAT INCLUDED) - PFD	- €	- €			
COMMUNICATION + PUBLISHING	- €				
WEBSITE	2 803,66 €	2 000,00 €			
ADMINISTRATIVE AND FINANCIAL COSTS	104,40 €	1 900,00 €			
CONTINGENCY	- €				
TOTAL EXPENSES	8 505,08 €	21 000,00 €	TOTAL INCOMES	22 190,00 €	21 000,00 €
BALANCE	12 494,92 €	- €	BALANCE	1 190,00 €	- €
Budgeted total	21 000,00 €	21 000,00 €	Budgeted total	21 000,00 €	21 000,00 €
Total Balance 2016	13 684,92 €				
FINANCIAL ASSETS on 2017.12.31	57 021,57 €				



2017 - Expenses repartition



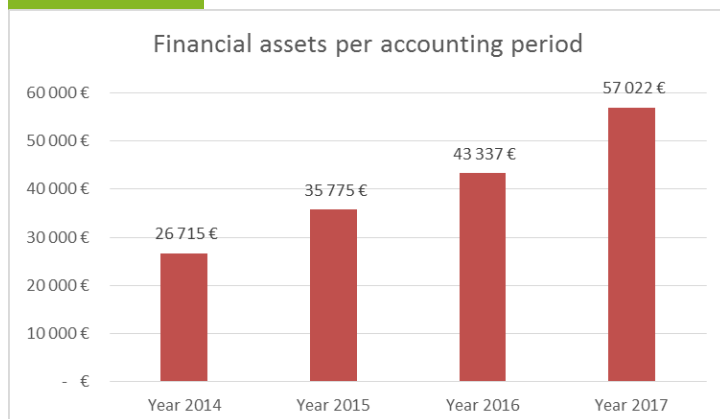
Comparison Budget/Expenses 2017



Balance sheet 2017

BALANCE SHEET ON 2017/12/31

ITEM	ASSETS	ITEM	FINANCIAL ASSETS
Owed to EFBA	- €	FREE CAPITAL ON 2017/01/01	43 336,65 €
DEBTORS MEMBERS			
OTHER DEBTORS		OTHER CREDITORS	
BANK ON 2017/12/31		FREE CAPITAL ON 2017/12/31	57 021,57 €
BANQUE POPULAIRE OCCITANE ALBI	- €		
BANQUE POPULAIRE OUEST LAVAL	57 021,57 €		
BALANCE		BALANCE	13 684,92 €
TOTAL	57 021,57 €	TOTAL	57 021,57 €



Draft budget 2018

BUDGET 2018 FROM JANUARY 1ST TO DECEMBER 31ST

ITEM	COSTS 2017	BUDGET 2017	BUDGET 2018	ITEM	INCOMES 2017	BUDGET 2018 -1	BUDGET 2018 -2
EFBA REPRESENTATION	1 810,88 €	10 100,00 €	9 130,00 €	MEMBERS SUBSCRIPTIONS	22 190,00 €	19 301,00 €	12 300,00 €
DG GROW	956,80 €	4 800,00 €	4 800,00 €	BELGIUM (UNGREN)	1 200,00 €	1 178,00 €	1 068,00 €
CEN TC	635,25 €	3 800,00 €	3 800,00 €	FRANCE (AFCOME)	5 700,00 €	4 775,00 €	2 436,00 €
IFS	188,83 €	1 470,00 €	500,00 €	GERMANY (BVDM)	3 900,00 €	3 273,00 €	1 865,00 €
OTHER	30,00 €	30,00 €	30,00 €	SWITZERLAND (OPDBEECK)	1 190,00 €	1 143,00 €	1 054,00 €
CEN subscription	635,25 €			IRELAND (IFMA)	1 800,00 €	1 675,00 €	1 257,00 €
PRESIDENT TRAVEL EXPENSES	- €			ITALIA (AIF)	3 200,00 €	2 647,00 €	1 627,00 €
DG GOW - EFBA REPRESENTANT TRAVEL	956,80 €			NETHERLAND (NVB)	1 300,00 €	1 252,00 €	1 096,00 €
CEN TC - EFBA REPRESENTANT TRAVEL	- €			UK (AIC)	3 900,00 €	3 358,00 €	1 897,00 €
I.F.S. expenses (registrations + travel)	188,83 €			DOCUMENTATION SOLD	- €	- €	- €
Other subscriptions	30,00 €						
EFBA MEETINGS	3 786,14 €	7 000,00 €	6 000,00 €	ALLOCATION OF PREVIOUS YEAR INCOME	- €	- €	7 000,00 €
EFBA MEETING ACCOMODATIONS (meetings and AGM)	1 753,10 €	5 000,00 €	5 000,00 €				
SG TRAVEL (PDF)	- €						
INTERPRETING	2 033,04 €	2 000,00 €	1 000,00 €				
EFBA ADMINISTRATION	2 913,26 €	3 900,00 €	4 170,00 €				
SECRETARY GENERAL (VAT INCLUDED) - PFD	- €		- €				
COMMUNICATION+ PUBLISHING	- €	- €	- €				
WEB SITE	2 803,66 €	2 000,00 €	1 000,00 €				
EXPERT'S FEES, FEASIBILITY STUDIES	- €	- €	3 000,00 €				
ADMINISTRATIVE AND FINANCIAL COSTS	109,60 €	1 900,00 €	170,00 €				
CONTINGENCY	- €						
TOTAL EXPENSES	8 510,28 €	21 000,00 €	19 300,00 €	TOTAL INCOMES	22 190,00 €	19 301,00 €	19 300,00 €
BALANCE	12 489,72 €	- €	- €	BALANCE	1 190,00 €	1,00 €	- €
TOTAL	21 000,00 €	21 000,00 €	19 300,00 €	TOTAL	21 000,00 €	19 300,00 €	19 300,00 €
FINANCIAL ASSETS 2017.12.31	57 021,57 €						

Proposal of 2 options :

1. Diminution of variable contributions to fit the budget
2. Option 1 + allocation of the surplus to maintain 50 k€ of reserve (cash flow/financial assets) to reduce contributions (allocate 7000 € from reserve)



Members subscription calculation

Actual members subscription calculation :

EFBA Member	Fixed contribution (Membership)	Variable contribution : country arable surface x index			Total contribution	Total contribution (rounded)
		Ha (INSEE)	Index (€/ha)	Contribution / ha		
BELGIUM (JINGREN)	1 000,00 €	1 400	0,168 €	235,20 €	1 235,20 €	1 200,00 €
FRANCE (AFCOME)	1 000,00 €	28 000	0,168 €	4 704,00 €	5 704,00 €	5 700,00 €
GERMANY (BVDM)	1 000,00 €	17 000	0,168 €	2 856,00 €	3 856,00 €	3 900,00 €
SWITZERLAND (OPDEBEECK)	1 000,00 €	1 100	0,168 €	184,80 €	1 184,80 €	1 200,00 €
IRELAND (IFMA)	1 000,00 €	5 000	0,168 €	840,00 €	1 840,00 €	1 800,00 €
ITALIA (AIF)	1 000,00 €	13 000	0,168 €	2 184,00 €	3 184,00 €	3 200,00 €
NETHERLAND (NVB)	1 000,00 €	1 900	0,168 €	319,20 €	1 319,20 €	1 300,00 €
UK (AIC)	1 000,00 €	17 000	0,168 €	2 856,00 €	3 856,00 €	3 900,00 €
Total subscription	8 000,00 €				22 179,20 €	22 200,00 €

Index calculation : =14000 €/83 300 Ha = 0,168 €/ha

Proposed members subscription calculation

- Data actualization : EUROSTAT 2013 – OFS 2013 for Switzerland

Draft budget 1

EFBA Member	Fixed contribution (Membership)	Variable contribution : country arable surface x index			Total contribution	Total contribution (rounded)
		Ha (Eurostat 2013)	Index (€/ha)	Contribution / ha		
BELGIUM (JINGREN)	1 000,00 €	1 310	0,136 €	178,26 €	1 178,26 €	1 178,00 €
FRANCE (AFCOME)	1 000,00 €	27 740	0,136 €	3 774,83 €	4 774,83 €	4 775,00 €
GERMANY (BVDM)	1 000,00 €	16 700	0,136 €	2 272,52 €	3 272,52 €	3 273,00 €
SWITZERLAND (OPDEBEECK)	1 000,00 €	1 050	0,136 €	142,88 €	1 142,88 €	1 143,00 €
IRELAND (IFMA)	1 000,00 €	4 960	0,136 €	674,95 €	1 674,95 €	1 675,00 €
ITALIA (AIF)	1 000,00 €	12 100	0,136 €	1 646,56 €	2 646,56 €	2 647,00 €
NETHERLAND (NVB)	1 000,00 €	1 850	0,136 €	251,75 €	1 251,75 €	1 252,00 €
UK (AIC)	1 000,00 €	17 330	0,136 €	2 358,25 €	3 358,25 €	3 358,00 €
Total subscription	8 000,00 €	83 040			19 300,00 €	19 301,00 €

Index calculation : =11 300 €/83 040 Ha = 0,136 €/ha

- Option 1 :**
Diminution of variable contributions to fit the budget



Draft budget 2

EFBA Member	Fixed contribution (Membership)	Variable contribution : country arable surface x index			Total contribution	Total contribution (rounded)
		Ha (Eurostat 2013)	Index (€/ha)	Contribution / ha		
BELGIUM (JUNGREN)	1 000,00 €	1 310	0,0518 €	67,83 €	1 067,83 €	1 068,00 €
FRANCE (AFCOME)	1 000,00 €	27 740	0,0518 €	1 436,44 €	2 436,44 €	2 436,00 €
GERMANY (BVDM)	1 000,00 €	16 700	0,0518 €	864,76 €	1 864,76 €	1 865,00 €
SWITZERLAND (OPDEBEECK)	1 000,00 €	1 050	0,0518 €	54,37 €	1 054,37 €	1 054,00 €
IRELAND (IFMA)	1 000,00 €	4 960	0,0518 €	256,84 €	1 256,84 €	1 257,00 €
ITALIA (AIF)	1 000,00 €	12 100	0,0518 €	626,57 €	1 626,57 €	1 627,00 €
NETHERLAND (NVB)	1 000,00 €	1 850	0,0518 €	95,80 €	1 095,80 €	1 096,00 €
UK (AIC)	1 000,00 €	17 330	0,0518 €	897,39 €	1 897,39 €	1 897,00 €
Total subscription	8 000,00 €	83 040			12 300,00 €	12 300,00 €

Index calculation : $= 4\,300 \text{ €} / 83\,040 \text{ Ha} = 0,0518 \text{ €/ha}$

• Option 2 :

Option 1 + 7000 € from reserve to keep 50 k€ as financial assets

Comments :

- There has been bank charges for the money transfer from France to Switzerland for OPDEBEECK subscription. Herwig OPDEBEECK suggest to invoice the subscription including bank fees.
- No CEN meeting expenses.
- There has been less DG Grow meetings than last year.
- For IFS only the Ipad to pay since it is an individual registration for the association.
- Last year, 4 EFBA meetings took place.
- Estelle VALLIN has inquired for a EFBA insurance including liability (240€ per year), advisory (560€ per year) and a juridical protection. Jörg-Ulrich DREWS insists that need to have more information on the coverage to make a decision. Concerning the handbook, it is suggested to add a mention in the liability in case of, for example, an explosion in a warehouse, or any accident in relation with the blending.
- The calculation of each member has been indexed to the Eurostat data in order to have the same reference.

9th POINT : ACTIVITY REPORTS FROM EACH ASSOCIATION

There were country presentations made by the UK, Germany, Netherlands, Italy, France, Ireland and Switzerland.

→ Jo GILBERTSON– A.I.C. and the British market



GB Stats and overview

Introduction :

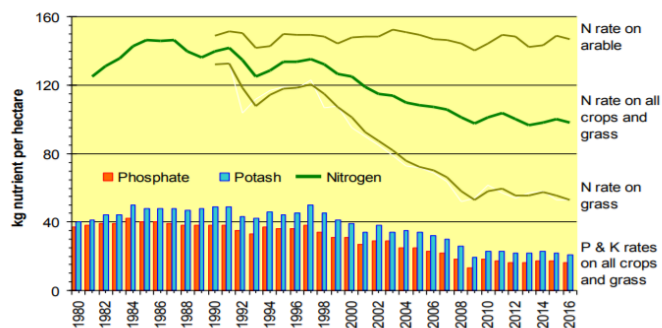
- Further consolidation in the market (Koch /Origin/ Glasson).
- Volumes remain relatively consistent 3.4mt OA.
- AN remains strong.
- No CAN in GB (NI /ROI only).
- UAN popular liquid East England.



- Urea static /3 yrs (3/4mt- all sources incl industrial/Ad Blue).
-

Fertiliser trend

Figure 1: Trends in overall nutrient application rates in England and Wales



Source: British Survey of Fertiliser Practice

Main crop area

Table 1: Areas of main crops and managed grass in the UK ['000 ha]

Growing season:	2011/12 5 years ago	2012/13	2013/14	2014/15	2015/16	1 year % change 2015-16	5 year % change 2012-16	crop area as % of total 2015-16
Wheat	1992	1615	1936	1832	1823	- 0.5	- 8.5	15.3
Barley	1002	1213	1080	1101	1122	+ 1.9	+ 12.0	9.4
Total cereals	3142	3028	3179	3064	3132	+ 1.0	- 0.3	26.3
Potatoes	149	139	141	129	139	+ 7.8	- 6.7	1.2
Sugar beet	120	117	116	90	86	- 4.4	- 28.3	0.7
Oilseeds (inc. linseed)	785	750	690	667	606	- 9.1	- 22.8	5.1
Peas/beans (dry)	120	147	139	195	228	+ 7.0	+ 90.0	1.9
Other crops (excl. grass)	432	484	457	534	476	- 0.8	+ 10.2	4.0
Grass, < 5 yrs old	1357	1390	1396	1167	1144	- 2.0	- 15.7	9.6
Grass, 5 yrs old+	5799	5802	5824	6078	6118	+ 0.7	+ 5.5	51.3
Total UK area*	11904	11857	11942	11924	11929	+ 0.0	+ 0.2	100.0
Uncropped arable land	153	255	160	214	262	+ 22.4	+ 71.2	

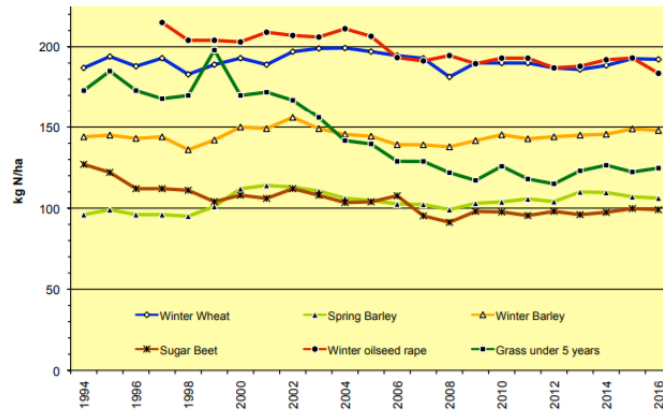
*Area of potentially fertilised arable land and managed grass

Source: Defra Statistics

Nitrogen trends



Figure 2:
Average nitrogen
application rates
on some major
crops in Great
Britain



Sources: British Survey of Fertiliser Practice

Rates of use

Table 2:
Overall rates of
fertiliser usage,
Great Britain

			kg/ha				
			2011/12	2012/13	2013/14	2014/15	2015/16
Arable	Total Nitrogen	N	144	137	146	146	142
	Compound N		13	16	14	13	14
	Straight N		131	121	132	133	128
	Total Phosphate	P ₂ O ₅	28	28	29	29	29
Grass	Total Nitrogen	N	56	59	60	56	56
	Compound N		31	31	30	28	28
	Straight N		25	28	30	28	28
	Total Phosphate	P ₂ O ₅	9	9	10	9	9
Arable & Grass	Total Nitrogen	N	95	94	99	98	94
	Compound N		23	24	23	21	21
	Straight N		72	70	76	77	73
	Total Phosphate	P ₂ O ₅	17	18	18	18	18
	Total Potash	K ₂ O	37	40	39	38	39
			12	13	14	12	12
	Total Potash	K ₂ O	23	25	25	24	24
			23	25	25	24	24

Source: British Survey of Fertiliser Practice

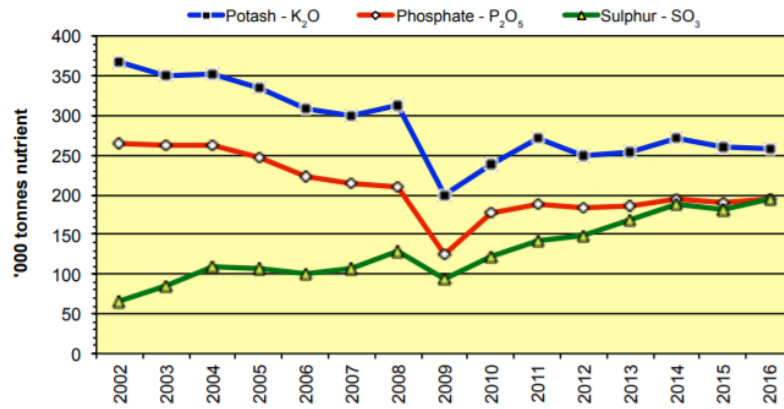
K – P – S trends



EUROPEAN FERTILISER
BLENDERS ASSOCIATION

Figure 3:

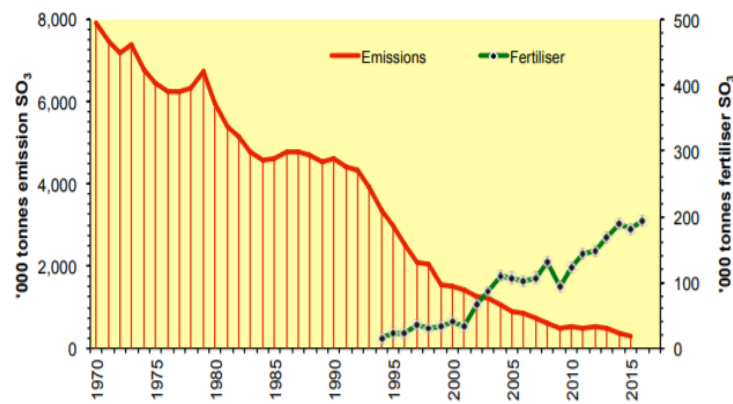
Consumption of mineral phosphate, potash and sulphur in Great Britain



Sources: AIC Statistics and British Survey of Fertiliser Practice

The sulphur “gap”

Figure 3a: Trends in atmospheric sulphur deposition and use of sulphur fertilisers in Great Britain



Sources: National Atmospheric Emissions Inventory and AIC Statistics

The UK consumption

Table 3:
UK consumption
of fertiliser
nutrients
(’000 tonnes)

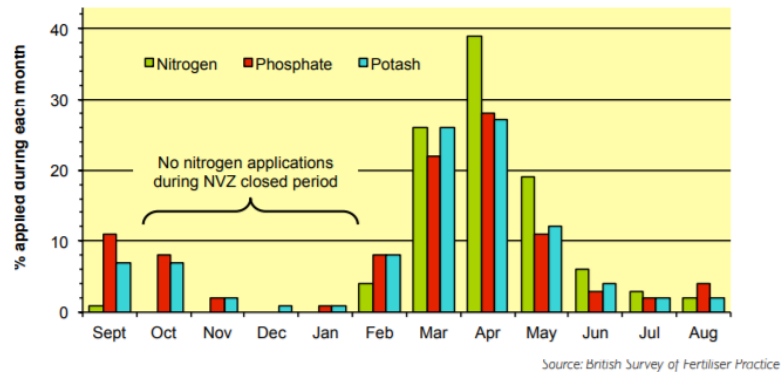
Growing season:	2005/06 10 yrs ago	2011/12	2012/13	2013/14	2014/15	2015/16	1 year % change 2015-16	10 year % change 2006-16
Nitrogen (N)	1003	1000	998	1060	1049	1026	- 2.2	+ 2.3
Phosphate (P ₂ O ₅)	235	188	194	201	196	197	+ 0.5	- 16.2
Potash (K ₂ O)	325	259	267	284	272	270	- 0.7	- 16.9
Sulphur (SO ₂)	101	158	176	195	188	201	+ 6.9	+ 99.0
Total Plant Food	1664	1605	1635	1740	1705	1694	- 0.6	+ 1.8

Sources: AIC Statistics



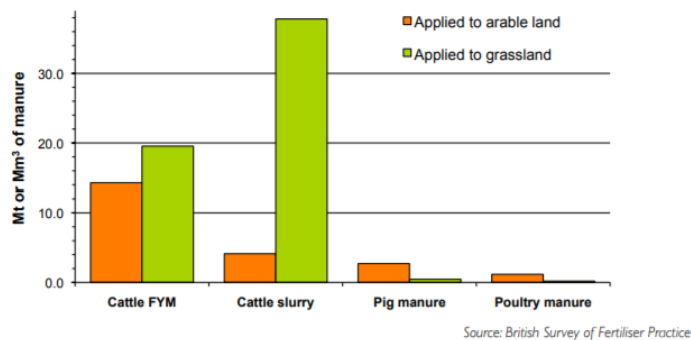
Timing of application

Figure 4: Time of application of fertiliser nutrients in Great Britain, 2015/16



Manures

Figure 5: Average quantities of different farm manures applied to arable or grassland in Great Britain



Blending headlines

Solid blend - 100% bagged (UK not a bulk mkt)

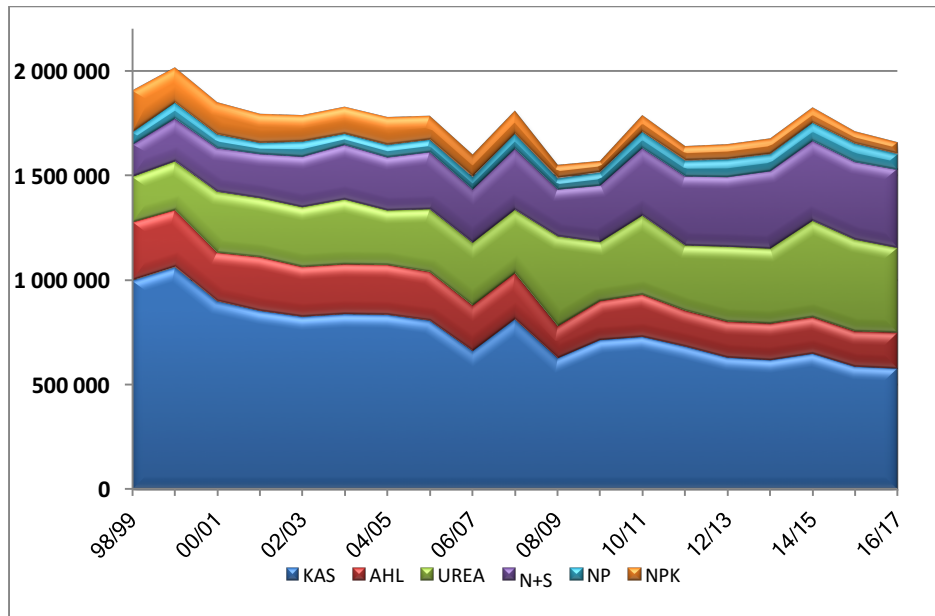
- UK total compound mkt (1.5 mt - excl. liquids)
- 50% (750,000t) = Blends. NPK, NK, PK, predominantly
- 97% - 600kg IBC
- Liquids :
 - 180,000t compound liquid (stable/ 5 yrs)
 - 660,000t straight N liquid (30%+ /5 yrs)



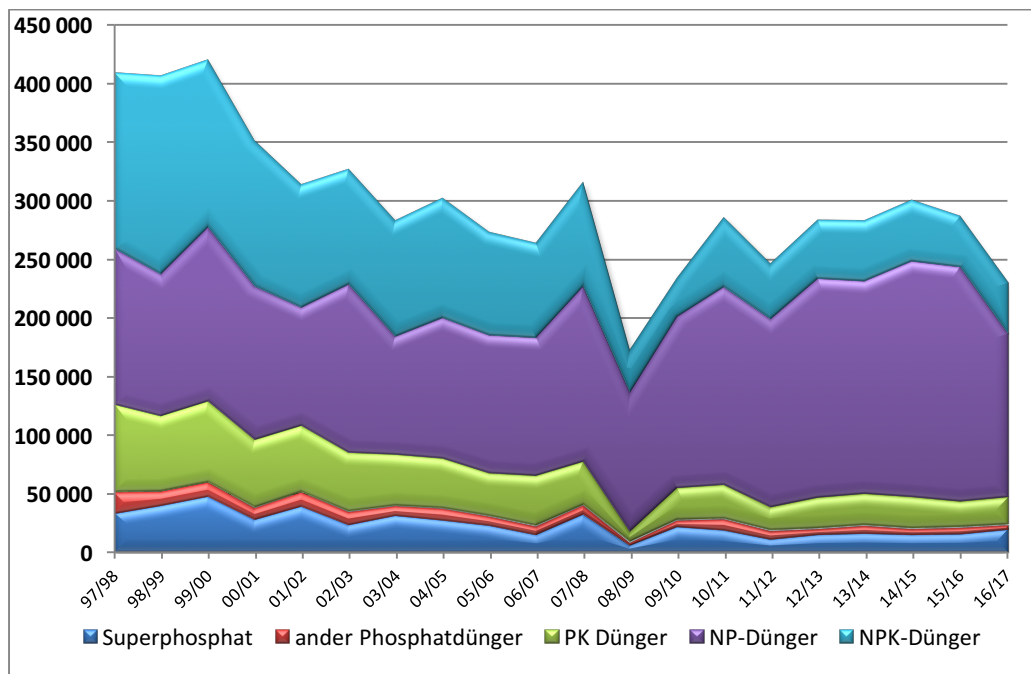
→ GERMANY – BVDM : Dr Jörg-Ulrich DREWS and Jan BROERING and the German market



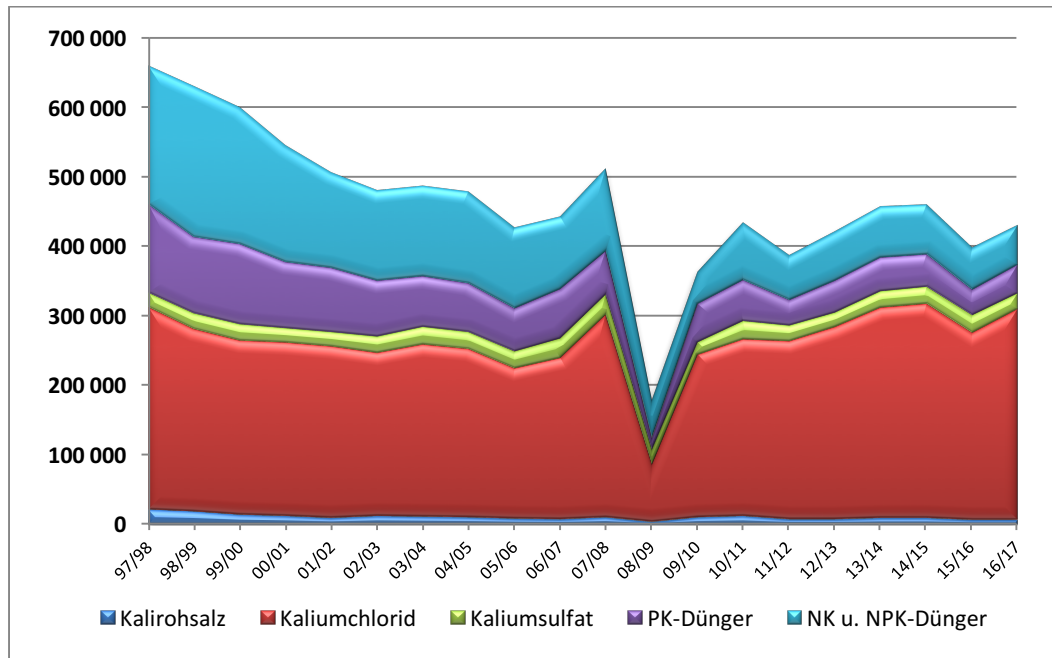
N SALES DEVELOPMENT



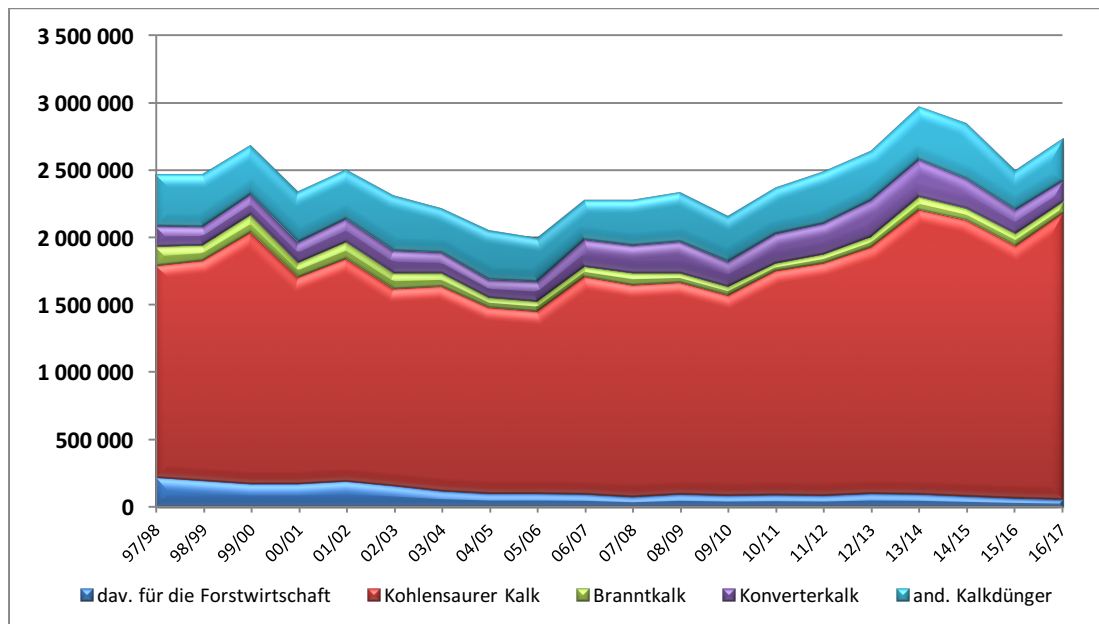
P205 SALES DEVELOPMENT



K2O SALES DEVELOPMENT



CaO SALES DEVELOPMENT





THE GERMAN FERTILISER MARKET

	Consumption of N,P and K in Kt			
	2014/15	2015/16	2016/17	
N	1.822	1.712	1.659	
P ₂ O ₅	0.301	0.289	0.231	
K ₂ O	0.460	0.398	0.430	



→ Jaap BRINK - NVB and the Dutch market

(Overview of the European blending market in 2008-2012)

Our N.V.B. Organisation (2017) :

- Since January 20th 1999 (next year, 25 year celebration)
- 13 Active Members YARA is leaving the association and the Dutch Fertilizer federation
- 5 Contributors
- Board: 3 persons + General Secretary
- 1x per year Annual General Meeting
- 2x per year Newsletter"
- Website: **www.meststoffenblenders.nl**
- Since January 2015, member of « Meststoffen Nederland » (the Dutch Fertilizer Federation). Jaap BRINK is invited to the presentation of their new organization. The federation includes producers, cooperatives and private traders. Jaap BRINK will inform the EFBA President of the development of the DFF
- Difficulty to get statistics since 4 institutes sale the data, that is too many sources.

	TON N	TON P ₂ O ₅	TON K ₂ O
2014	216,291	13,505	57,917
2015	221,988	15,624	51,775
2016	210,557	10,178	57,052
2017			



Source: Meststoffen Nederland (Dutch Fertilizer Federation)

N.V.B. – short report N.V.B. topics 2017

- Better coordination statistics data
- Release website – on hold
- Safety Material Data Sheet – MSDS for Blends
- Go together? N.V.B. <-> Meststoffen Nederland (Dutch Fertilizer Federation)



→ Pier Luigi GRAZIANO : AIF and the Italian market

AIF associates : 200 “fertiliser manufacturers” of which 8 blending fertilizer companies producing about 50% of total blended fertilizers.

The prices are more or less the same as last year and the farmers have managed to absorb the increase of the cost. Traders are making confusion on the prices on the market, influencing negatively. The green policy also affects the fertilisation practice which is a main concern for fertiliser manufacturer.

Mineral fertilizers in Italy 2016 (official data)

- Straight:
 - N 1,231,767 t (+13.1%)
 - P 129,061 t (+13.5%)
 - K 73,638 t (- 4.4%)
- Compound
 - NPK 729,296 t (+14.6%)
 - NP 242,891 t (+19.2%)
 - NK 17,168 t (+12.2%)
 - PK 71,996 t (+46.6%)
- Total : 2,163,762 t (+ 9.5%)

Blended fertilizers in Italy 2006-2017 (t x 1000)

– 2006: 250	- 2015 : 150
– 2007: 330	- 2016 : 140
– 2008: 300	- 2017 : 150
– 2009: 180	- 2018 : 150?
– 2010: 140	
– 2011: 190	
– 2012: 190	
– 2013: 150	
– 2014: 150	
– 2015: 150	



Comments

- In the latest few years, the situation seems to be stabilised.
- Compound fertilisers almost just blends, no more complex (except probably for 15-15-15 and, of course, DAP).
- N:P:K range wider, more formulations with secondary and micronutrients, as well as containing coated granules and inhibitors.
- Companies involved in blending are almost the same, while trader's activity is more and more affecting the market.
- Volatility of prices seems less important than in the past for farmers, while green policies are increasingly affecting fertilisation practices.



→ Estelle VALLIN - AFCOME and the French market

The French market : Fertilizer deliveries in France from 2008/2009 to 2015/2016

GLOBAL MARKET (KT)*	08 / 09	09 / 10	10 / 11	11 / 12	12 / 13	13 / 14	14 / 15	15 / 16	16/17
AN	3 045	3 056	3 105	2 917	3 027	2 834	2 858	2 592	
UAN	2 018	1 983	2 335	1 960	2 015	2 382	2 270	2 333	
UREA	671	625	855	565	732	743	783	980	
Total straight N	5 993	5 895	6 591	5 720	6 021	6 232	6 318	6 277	
Total straight P	143	299	341	257	325	271	259	304	
Total straight K**	302	370	559	411 (903)	972	919	665	588	
PK	528	411	646	537	608	515	480	451	379
NP/NK/NPK (+OM)	1 010	1 230	1 460	1 400	1 421	1 432	1 460	1 335	
TOTAL COMPOUND	1 538	1 641	2 106	1 937	2 029	1 947	1 940	1 786	
TOTAL FERTILIZER MARKET	8 090	8 311	9 720	8 456	9 473	9 489	9 184	8 957	
TOTAL AFCOME	3 543	4 877	5 700	6 300	6 800	7 000	6 500	6 100	
AFCOME GLOBAL MARKET SHARE	44%	59%	59%	75%	72%	74%	71%	68 %	
BLEND MARKET (KT)***									



TOTAL France	600	650	700	700	730	730	700	680	
% BLEND / COMPOUND	39%	40%	33%	36%	36%	37%	36%	38%	
AFCOME	364	401	500	550	570	570	550	531	

Who are we? Professional organisation bringing together cooperatives and private companies working in the field of fertiliser distribution and blending (Bulk Blending).

75% of the market for mineral fertilizers distributed in France which means more than 6 million tons of fertilisers and over 600.000 tons of which are blended fertilisers

22 members including 15 cooperatives or union of cooperatives and 7 distributors or private wholesalers.

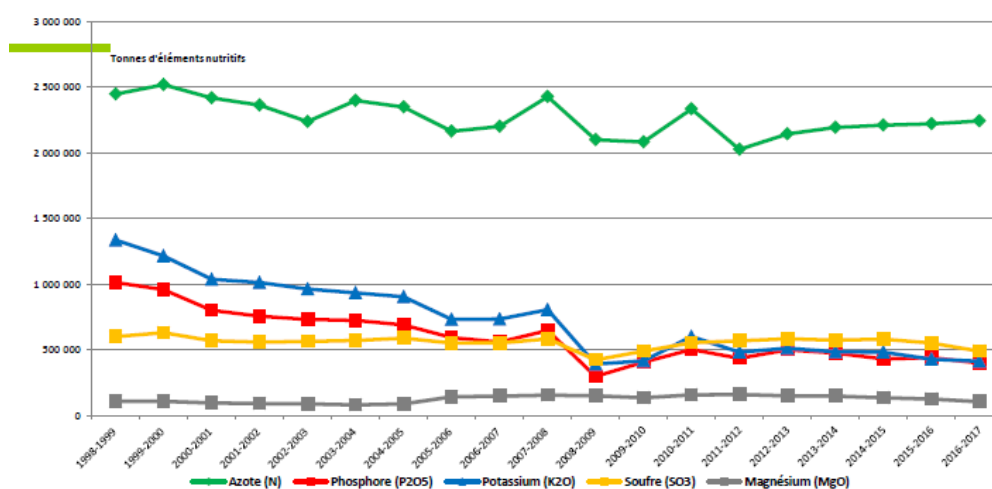
How are we organised? The AFCOME is structured around 3 expertise centers through which federative and value-added key missions are developed.

AFCOME as :

- *regulatory expertise center*
- *quality excellence center*
- *sharing and mutualisation center*
-

Chiffres clés :

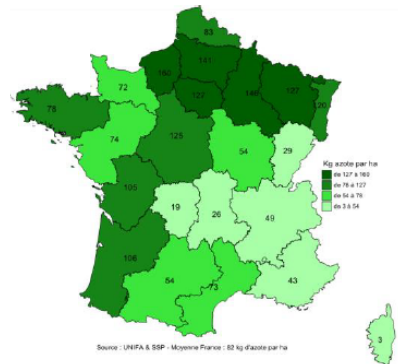
CAMPAGNE 2016-2017	Kt de produits	% / 2015-16	% / Moy 3 dern. camp.
ENGRAIS SIMPLES N	6 334	+ 1 %	1 %
ENGRAIS SIMPLES P	327	+ 7 %	17 %
ENGRAIS SIMPLES K & MG	593	+ 10 %	- 8 %
ENGRAIS COMPOSÉS PK	379	- 16 %	- 21 %
ENGRAIS COMPOSÉS NP NK NPK & ORGANO-MINÉRAUX	1 228	- 8 %	- 16 %
TOTAL ENGRAIS	8 861	- 1 %	- 2 %
AMENDEMENTS MINÉRAUX BASIQUES	2 194	- 17 %	- 22 %
TOTAL ENGRAIS + AMENDEMENTS	11,1 Mt	- 5 %	- 7 %



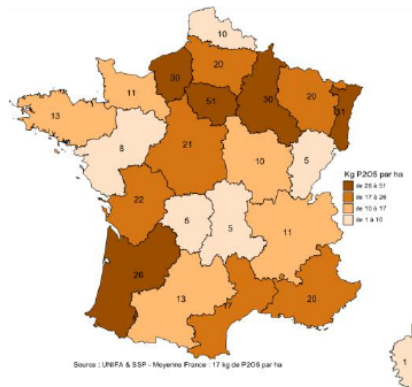
CAMPAGNE 2016-2017	Quantités d'éléments nutritifs (en kT)	% / 2015-16	% / Moy 3 dern. camp.
AZOTE (N)	2 248	1 %	2 %
PHOSPHORE (P ₂ O ₅)	402	- 10 %	- 10 %
POTASSIUM (K ₂ O)	421	- 4 %	- 9 %
MAGNÉSIUM (MgO)	105	- 14 %	- 20 %
SOUFRE (SO ₃)	490	- 11 %	- 13 %



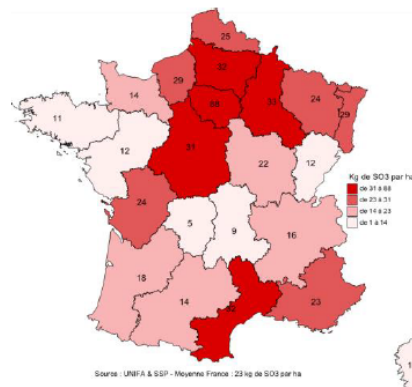
Average mineral nitrogen input : 82 kg N/ha



Average mineral phosphorus input : 17 kg P₂O₅/ha
(average on 3 years 2014-2015 to 2016-2017)



Average mineral sulfur input : 23 kg SO₃/ha





Market 2017 (source Insee)

- Agricultural production recovers in 2017 (+2,7 %) without however offsetting the drop of 2016 (-6,6%).
- Vegetal production increases only slightly (+0,3% after 3 years of decline) : the strong growth of volumes is largely neutralized by price decline.
 - ⇒ Cereals harvest recover strongly this year as climate conditions were favourable to yields while cultivated areas surfaces remain the same.
 - ⇒ Oleaginous harvest also strongly increases with historical record for rapeseed and sunflower despite smaller cultivated areas.
 - ⇒ The end of quotas on beetroots on October 1st 2017 led to a significant increase of cultivated surfaces.
- Agricultural inputs :
Augmentation of energy costs but feed costs remain the same.
Combining a reduction in the consumed volumes (- 7,2 %) and prices (- 12%), the spending in fertilizers and amendments drops of 18,3 % this year after a diminution of 5,5% in 2016.
 - ⇒ Volume diminution especially for compound fertilizers (- 16,8%)
 - ⇒ Increase for straight P fertilizers

Actual campaign

- Still difficult economical context for farmers → gloomy mood with cash flow problems
- Bad climate conditions with a lot of rain followed by very cold weather → first fertilizer input still ongoing
- Purchase orders focused on straight fertilizers, step back for compound fertilizers.
 - ↳ As usual, priority is given to nitrogen fertilizers (estimation +20%)
 - ↳ Comeback of P fertilisers and also slight increase of K fertilisers
- Amalgam between plant protection products and mineral fertilisers
- Opposition between mineral fertilisers and organic fertilisers
- Increase of regulatory pressure with new regulations coming into force :
- Separation of advisory and sales for plant protection products which might be extended to all agricultural inputs
- Air quality (manure and Urea based fertilisers)

AFCOME main actions in 2017

- Deployment and training on the detailed index/catalogue of mandatory requirements and good practices for each step of the distribution, packaging and/or blending process developed by AFCOME.



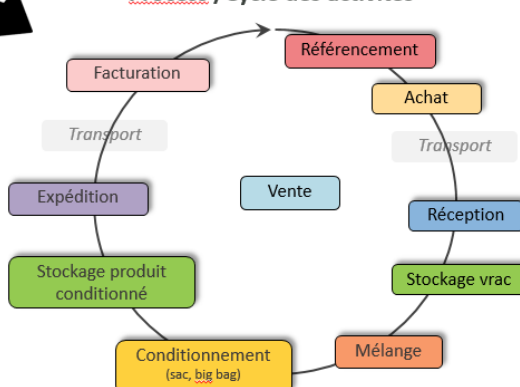
Cadre général de la mise en marché des engrais



L'Indispensable

Les Engrais, les Fertilisants : « Je maîtrise »

Process /Cycle des activités



Référencement	Achats	Vente	Facturation	Réception	Stockage	Mélange	Conditionnement	Expédition
Détail de l'étape								
Réglementation et bonnes pratiques applicables								
B. Sacherie								
<ul style="list-style-type: none"> Spécificités de la réglementation transport marchandises dangereuses Conformité technique de la sacherie Sacs pré-imprimés (étiquetage conforme) 								
Transport : <ul style="list-style-type: none"> Code des transports, arrêté du 29 mai 2009 modifié dit « arrêté TMD », ADR (ED 6134 – INRS), RID, ADN, IMDG ADR Chapitre 6.5 : homologation sacherie Arrêté du 4 décembre 2012 relatif au poids total roulant autorisé des véhicules terrestres à moteur (40-44t) 								
Étiquetage de mise en marché (Code rural et de la pêche maritime Articles L.255-1 à L.255-13) : <ul style="list-style-type: none"> Autorisation de mise sur le marché (restrictif, durée 10 ans, 1 produit) Ou Règlement CE 2003/2003 (dénominations de type, étiquetage + méthodes d'échantillonnage + tolérances) Ou Normes NF U (dénominations de types, étiquetage) + arrêté 7 juillet 2005 (tolérances) Ou autre spécifié à l'article L.255-5 								
Dossier thématique AFCEME : Règles de mise en marché des engrais minéraux <ul style="list-style-type: none"> Guide des principales règles de mise sur le marché des fertilisants (informations générales), AFCEME Référentiel de bonnes pratiques des engrais minéraux solides, 1^{re} partie – Étiquetage, ANPEA Normes en consultation sur le site de l'AFNOR 								
Étiquetage de danger :								

- Trainings on marketing of blended fertilizers (marketing and danger labelling + storage + transport)
- Work on traceability of fertilizers from producer to farmer (scope extended to logistic and risk management)
- Work on new regulations to come :
- Ammonia emissions from nitrogen-based fertilizers → new regulation in France on may 11th 2017
- Toxicovigilance → mandatory declarations of CLP classified blends to come in UE (annex VIII of CLP) but which already applies in France (comes into force on January 1st, 2019 for all CLP classified blends with low concentration range) → WG on that topic
- Explosives precursors → meeting with all stakeholders to identify concrete implementations problems and work on solutions (possible inter-professional guidebook)
- International Meeting in Avignon in November 2017 which was a real success

BREAK



→ **Kevin McARDLE : IFMA and the IRISH market**

Irish Fertilizer Manufacturers Association brief overview

- No Fertilizer Primary Production in Ireland.
- IFMA – 4 Member companies.
- IFMA – The Fertilizer Industry Representative Association.
- Liaises with Dept. Of Agriculture.
- Health and safety.
- Farming Organisations.
- Farming Press.
- EFBA.

Industry profile

- 12 Wholesale Blending & bagging Plants ROI, 3 NI.
- Blending / Packing Operations.
- 60% of fertiliser. Sales in 2 months. Little forward buying.
- 200 Retail locations.
- Over 70% of Product goes direct from plant to farm.
- 139.000 family farms.
- Average farm size 35 ha's.

Is it difficult to be accurate on the amount of blending.

The BREXIT is likely to be a real challenge. Indigenous economy is growing in Ireland, one of the highest in Europe.

Land use in Ireland :

CROP	M / HA'S	% of total
PROD. GRASSLAND	4	58
ROUGH GRAZING	0,50	7
ARABLE	0.30	4
TOTAL AGRICULTURE	4.80	69
FORESTRY	0.75	11

Agricultural land use

CROP	M / HA'S	% of total
PROD. GRASSLAND	4	83.3
ROUGH GRAZING	0,50	10.4
ARABLE	0.30	6.3
TOTAL AGRICULTURE	4.80	100
FORESTRY	0.75	11



National herd trends 2012 – 2017

			%
000 head	2012	2017	change
Total herd	6.754	7.363	9
Dairy cows	1.141	1.433	26
Other cows	1.149	1.081	-6

Arable in Ireland 2015 – 2017

000 ha's	2015	2016	2017
Wheat	65	68	67
Oats	23	23	24
Barley	203	189	180
Total cereals	292	281	272
Potatoes	9	9	9

Overall fertiliser usage in Ireland 2012 – 2017

	2012	2013	2014	2015	2016	2017	Change
Overall							
tonnage	1,231,285	1,486,977	1,402,878	1,395,399	1,411,913	1,552,809	26
Total N	296,536	353,020	331,782	330,959	339,104	369,089	24
Total P	27,421	37,261	35,584	36,551	37,075	41,893	53
Total K	81,179	92,853	93,812	94,242	95,558	108,694	34



Fertiliser use by product 2012 – 2017

Product	% of Market
CAN	35 / 34
Urea	6 / 7
CCF	25 / 26
All Blends	33 / 32
P (straight)	0.3 / .3
K (straight)	0.7 / .7

Food harvest 2020 targets

Using references years 2007 - 2009

- Milk Target : 50% Growth. (Volume)
- Beef Target : 20% Growth (Value) Revised to 40%
- Sheep Target : 20% Growth (Value)
- Pig Target : 50% Growth (Value)

2009 – 2016 Agri Food Exports €7.8B - €12.2B (56%)

Food wise 2025

Objective.

- Increase Value of Food Export by 85% to €19 Billion.
- Increase value added in Agri food, fisheries, Wood products by 70% to €13 Billion.
- Increase Primary Production by 65% to €10 Billion.
- Create 23,000 jobs in the Agri & Agri food Supply chain.
- Total Agri Exports €7.8B 2009 - €12.2B 2016

Main sectors domestics versus exports

	Domestic	Export
Dairy Sector	29%	71%
Beef Sector	16%	84%

Summary of exports

Billion / €	2009	2015	2016
United Kingdom	€3.7	€5.1	€4.8
EU excluding UK	€2.5	€3.5	€ 3.7
Rest of the World	€1.6	€3.4	€3.7
Total	€7.7	€12	€12.2



Outlook and challenges

- Foodwise 20/25 still very active involved in growth.
- Dairy Industry still growing.
- Beef sector still growing.
- Arable sector stable.
- Green house gas issue will have to be addressed.
- Brexit could / will become a real challenge.
- Fertilizer Market predicted to grow again next year.

→ Herwig OPDEBEECK and the Switzerland market **EXAKT**

Herwig OPDEBEECK thanks each member for his first participation to the EFBA General assembly. The agriculture isolated has a situation very different from other countries.

Overview of the fertilizer consumption. This year 200.000 T, 1M ha of crop land. A big percentage will have to be imported. 500.000 T of compound.

A big dilemma going on about organic agriculture with regards to the the cadmium present in certain phosphates. Our slogan is "You get what you see".

Statistique par numéros tarifaires

No du tarif	Désignation	2016/2017 en tonnes		2015/2016 en tonnes		en rapport à 2015/2016 en tonnes		en %
		effectif	N	effectif	N	effectif	N	effectif
2834.2100.011	Nitrate de potassium	779.13	100.93	697.53	90.12	81.60	10.81	11.70
2834.2900.011	Nitrate de calcium et de magnésium	328.10	46.10	475.82	69.10	-147.72	-23.00	-31.05
3102.1000.011	Urée	20'579.48	9'404.42	20'063.90	9'212.12	495.58	192.30	2.47
3102.2100.011	Sulfate d'ammonium	7'297.36	1'374.78	6'259.03	1'282.70	1'038.33	92.08	16.59
3102.2900.011	Sulfonitrate d'ammonium / autres	3'963.72	964.69	874.34	228.91	3'089.38	735.78	353.34
3102.2900.013	Autres sels doubles et mélanges	586.56	199.42	589.24	200.35	-2.68	-0.93	-0.45
3102.3000.011	Nitrate d'ammonium	48'105.64	12'267.11	44'176.09	11'779.08	1'929.55	488.03	4.37
3102.4000.011	Mélanges de nitrate d'ammo. et de carb. de cal.	60'869.78	15'946.12	56'965.42	14'942.06	3'804.34	1'004.06	6.69
3102.6000.011	Sels doubles et mélanges	1'322.43	205.00	995.50	154.32	326.93	50.68	32.84
3102.8000.011	Mélange d'urée et Nitrate d'ammonium	864.26	259.26	187.20	56.16	677.06	203.10	361.68
3102.9010.011	Nitrates de calcium et de magnésium	2'235.25	440.22	764.60	150.13	1'470.65	290.09	192.34
3102.9000.013	Autres engrais azotés	7'268.28	1'516.63	12'519.11	2'587.14	-5'230.83	-1'070.51	-41.78
3105.2000.011	Engrais composés	49'241.33	8'104.78	45'713.00	5'800.86	3'528.33	303.92	7.72
3105.3000.011	Phosphate diammonique	3'789.62	682.17	2'757.74	496.43	1'031.88	185.74	37.42
3105.4000.011	Phosphate monoammonique	-592.21	-71.08	9.55	1.14	-601.76	-72.22	-8'301.15
3105.5100.011	Engrais composés N et P	4'528.02	872.60	3'774.47	732.50	753.55	140.10	16.96
3105.5900.011	Autres engrais composés	1'553.47	207.49	1'319.63	198.68	233.84	8.81	17.72
3105.9000.013	Autres engrais et engrais composés	4'967.51	1'087.29	2'648.57	532.42	2'318.94	554.87	74.39
Total		215'507.71	51'607.93	200'910.74	48'514.22	14'596.97	3'093.71	7.27

nb : Jörg Ulrich DREWS will send an email to Prof Heege regarding the figures of production of blends: total blend/ blending factories / average production / delivery of products. Should speak with an exact overview of the European blending market not on specific countries. Should have the total amount of fertiliser and the percentage of blended fertilisers. Each member country will send to Jörg Ulrich DREWS his national figures.



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- **Pierre DETRY – UNGREN and the Belgium market**

Mail sent to Pierre DETRY to ask if any information was to be forwarded to the members. Marie got no answer so far.



TOPICS TO BE DISCUSSED

10 – EFBA HANDBOOK

BVDM considers that the handbook should be free only for members of the European association. People outside the association should not get it without payment. The two should not get the same service. On the other side, France thinks that it is just an update of the 2005 version. Only the new version should be invoiced. For Ireland, it is a tool toward quality blending. It shows that there is a science behind blending, must have a positive attitude and not let believe that there are things to be hidden. Yet since it is a .pdf it remains difficult to prevent the circulation even though it is specified that it is a copy write not to be transferred. As a conclusion, the cost of not having the handbook is far more important than how much should pay for it. The French version has been postponed because of Estelle VALLIN's assistant illness. The Word document could not be open anymore and had to type it again. Jörg-Ulrich DREWS suggests to give it to a translation agency. BVDM paid for the German version, AFCOME has to pay for the French version then.

Result: Germany will charge for the PDF 150€ for parties who are not member of the blenders association

11 – EFBA's homepage : what could be improved?

Each member will look through the website and send to Marie his remarks and ways of improvements.

12 – Information passed on to external people / organization

Some companies contacted Jörg Ulrich DREWS to give advices like "PriceWaterhouseCoopers", for a new company which is entering the German market. No contact on the phone or interview should be accepted. Consultancy fees as much as 100€ per hour should be invoiced.

Jörg Ulrich DREWS received also a letter with the same questions that were left without any answer for free.

Jo GILBERTSON too refuses to give any information that could give a competitive advantage, just general information.

Estelle VALLIN agrees on that point of view.

13 – Members from outside countries

Everybody agrees on the need to integrate new countries in the EFBA association not only for the budget but also for the development of the fertiliser market.

One of the ideas was a presentation at the ABEAN meeting.

Eastern countries are investing millions of Euros to catch up with 20 years of development beyond. Should think about working with Russian companies. It will have to be a Russian association since one company cannot represent a country. Jörg Ulrich DREWS will be in Russia soon. Their might a judicial issue since according to the status only European countries through an association can subscribe to EFBA. Jörg Ulrich DREWS did not find that in the status, Estelle VALLIN will check that. It might be necessary to create a separate membership.



Moreover could suggest to the Danish to attend one of the EFBA meeting and also to join the German association. This way can be represented and will not have to change the status. Jörg Ulrich DREWS already tried to win Danish members, but they are not interested

Need to have a good follow-up in between each EFBA members in order to be efficient, discussion and exchange of information is major.

14 – Custom duties – ABEAN working for reduced taxes for DAP MAP in future urea ammonia and ammonium nitrate – position of EFBA

This concerns all products. Estelle VALLIN had a meeting in France and only talked about DAP and urea. A majority decision was taken to go back to the same DG tax. The investigation was completed with Russian companies and 5 companies in Europe. Europe keeps asking why has to pay all those duties.

ABEAN appears to be quite inefficient, very impatient. The question is asked to know if EFBA should be involved in that issue. A national position should be clear rather than a European one.

15 - Nutrient circulation (phosphate)

Phosphorus platform

As part of the promotion of the circular economy at both German and European level, contact was made with the German phosphorus platform in Frankfurt. Closer cooperation between the two organizations in the future was agreed. Samples are available. Dr. Daniel Frank reported briefly under the item miscellaneous in the German members meeting. Currently, the production quantities are still too low to be able to deliver products to blenders. The management emphasized that cooperation in particular also offers logistical advantages, since both the sewage treatment plants, which ultimately supply the raw materials for the granulates, and the blending stations are distributed throughout Germany.

16 – Argus partnership proposal

EFBA was proposed to become partner. If it is a way to promote each member should accept. No cost is involved. Should first have a discussion with Eastern countries.

Estelle VALLIN has experienced ARGUS meeting and thinks it is not in the scope of EFBA. The AFCOME find interest and some member already attend the meetings.

Jörg Ulrich DREWS will send an email telling that we discussed this point at the EFBA GA and the decision was taken at the majority not to become partner.

17 - Any Other Business

A discussion is focused on YARA membership in the German association after a newsletter was sent by them putting in question the quality of blends. The decision is adopted unanimously to stop the cooperation with YARA.



18 – Next meeting

The next EFBA GA should take place in Switzerland regarding the latest membership. Herwig OPDEBEECK will be able to confirm in a few months. Will make a list of the different places and propose some dates to be approved. The dates for the working group meetings have to be set too.

Thanks again to Jörg Ulrich DREWS for the great organization of this meeting in Dusseldorf

End of the annual meeting