September 18, 2014

EFBA GENERAL ASSEMBLY
MARCH 26 & 27, 2014
IN CAEN (FRANCE)

MINUTES

Participants :
GERMANY – BVDM : Heinrich JANINHOFF and Jan BRÖRING,
FRANCE - AFCOME: Philibert de MOUSTIER
NL - NVB : Maarten J. BRAND
UK - AIC : Eileen PULLINGER
ITALY – AIF: Pier Luigi GRAZIANO
IRELAND – IFMA : Kevin Mc ARDLE
EFBA Secretary General : Pierre-François DUMAS
Interpreter : Marie Pozzo di Borgo
Excused : Christophe VILLAIN

1st DAY / MARCH 26

Morning
Visit of one of AGRIAL blending station close to Caen.

2 PM : opening of the meeting by Maarten BRAND, President of EFBA.

Christophe VILLAIN is absent for medical reason, though stayed the evening before with the members arrived at the Novotel Roissy Charles de Gaulle Hotel to spend the night.

1st POINT: ADOPTION OF THE DRAFT AGENDA
The agenda is adopted. The EFBA web site is added to the agenda.

2nd POINT: ADOPTION OF THE DRAFT MINUTES OF THE 2013 MEETING IN DUBLIN
The 2013 minutes is adopted and available owing to a private access on the Web site. Ask Marie for the code created for each member.

3rd POINT : ACTIVITY REPORTS FROM EACH ASSOCIATION

➔ *Heinrich JANINHOFF and Jan BRÖRING : BVDM and the German market*

Bundesverband der Düngermischer e.V.

(Figures of the German fertiliser market are presented (ref PowerPoint))

Comments :

- 2013 was a better year for all three nutrients.
- Consumption per hectare all going down.
- NPK has been decreasing over the last 20 years.
- 80% of the market is K (solid and straight).
- 10 new members in the association.
- The proportion of blenders is going up.
- 2013 was a good year for fertilisation.
- Bulk blending stations concentrated in the North-West and Bavaria.

Study initiated by the German Blenders Association conducted at Osnabrueck University of Applied Sciences by Prof. Dr. Stefanie Bröring, Prof. Dr. Hans-Werner Olfs & M.Sc. Kathrin Böhlendorf.
A part of the study is financed by EFBA (10.000€)
Total sponsoring : 83.000€.
This work will be published and a copy will be sent to each EFBA member.
An English version will be printed after the German version.

Conclusion of the survey :

- ➢ The need for soil and plant adapted fertilizers will increase.
- ➢ Farmers have to be involved in the production of blends (more offers and service).
- ➢ Micronutrients can be added to the blends.
- ➢ Synergy has to be used in some regions (capacity of storage and blending).
- ➢ Be open for new developments (precision farming, N-serve).
- ➢ Extend and modify the knowledge.
- ➢ Environmental developments and their political and agricultural consequences should be recognised and seen as chances and should not be negated.

Prospect of bulk-blending in Germany :

- ➢ The need for soil and plant adapted fertilizers will increase.
- ➢ Backflow of more organic nutrients (livestock, biogas) often needs supplement of mineral fertilizers.
- ➢ Micronutrients will be more added to the blends.
- ➢ Merger of salers lead to greater bulk-blending plants .
- ➢ Trend to fertilization in spring and still low soil nutrients of P and K causes greater demand.
- ➢ Fewer compound fertilizer producers.
- ➢ More blenders are interested in joining our association.

➔ ***Eileen PULLINGER – A.I.C. and the British market*** *(Ref Power Point Fertiliser Statistics 2013)*

aic agricultural industries confederation

Comments :

- Concern on low consumption of potash.
- Sulphur is an issue for UK.
- Extreme weather conditions, still under water since December 2013.
- Impact of the EU fertiliser regulation: Reich established a labelling safety data sheet that goes up to the farmers.
- Safety is a big issue since the accident in Texas. Concern all nitrate fertilisers.

➔ ***Maarten Brand : NVB and the Dutch market***

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

NEDERLANDSE VERENIGING VOOR BLENDERS VAN MESTSTOFFEN (N.V.B.)

(KvK Rotterdam nr. 23092701)

Input from the Netherlands :

Consumption (1000 tonnes of nutrients) : (source : Fertilizers Europe)

	N	P2O5	K2O	Total
2007/2008	251	39	42	332
2008/2009	239	25	29	293
2009/2010	239	24	35	298
2010/2011	235	24	36	295
2011/2012	233	23	39	295

Inland sales of chemical fertilizers (1000 tonnes of nutrients) : (source : NL /LEI)

	N	P2O5	K20	Total
2007	257,5	36,1	45,8	339,4
2008	238,1	26,7	29,3	294,1
2009	225,7	9,9	18,4	254,0
2010	219,5	30,7	5,8	256,0
2011	214,1	14,9	23,0	252,0
2012	213,2			

Inland sales of N, P and K in mixed fertilizers (1000 T of products) : (source : NL/LEI)

	N	P2O5	K2O	Total
2007	36,3	29,5	23,7	89,5
2008	42,8	24,7	15,1	82,6
2009	19,0	8,6	6,3	33,9
2010	20,0	26,9	24,4	71,3
2011	27,3	12,3	6,3	45,9
2012	20,9			

Inland sales of N, P and K in mixed fertilizers and blends (1000 tonnes of products) :

circa	straight	mixed	blend *)		total
2008	863 000	82 000	40 000	4%	985 000
2009	732 000	34 000	85 000	10%	851 000
2010	682 000	71 000	104 000	12%	857 000
2011	704 000	46 000	94 000	11%	844 000
2012			*89 000*	10%	887 000

*) export not included

Nitrogen	% 2009	% 2011	Phosphate	% 2009	% 2011	Potassium	% 2009	% 2011
CAN	75	70	sup/trip	13	18	60pc	53	48
NPK etc	9	14	NPK etc	87	82	NPKetc	13	24
divers	16	16				divers	34	28
total	100	100		100	100		100	100

Comments :

- 3 sources of information : Fertilizers Europe – University (most reliable) – Germany
  =) difference in between the 3 figures.

Quality system :

The system is complete. Four years ago, four members started to apply the system.

One retailer stopped selling fertiliser.

Two wholesalers renounced the quality system (no demand from the market and expected a better return on investment).

Annual meeting end of January 2014. Make the information available to the government. The authorities are eager to get information about the quality system in Holland.

➔ *Pier Luigi GRAZIANO : AIF and the Italian market*

Associazione
Italiana
Fertilizzanti

Figures about AIF and its 230 fertiliser manufacturers among which 8 blended fertiliser companies.

Overview on the European Fertilizer Blending Market in 2008 – 2012

Input from Italy (Italian data are on a calendar year basis) **:**

JAN. 2008 – DEC. 2008		**JAN. 2009 – DEC. 2009**		**JAN. 2010 – DEC. 2010**		**JAN. 2011 – DEC. 2011**		**JAN. 2012 – DEC. 2012**	
consumption in tonnes of products (excl. fluid fert.)									
N	1,474,700	N	1,243,200	N	1,021,500	N	1,019,700	N	1,416,700
P	141,500	P	123,200	P	124,000	P	144,000	P	117,200
K	83,900	K	64,500	K	110,100	K	96,300	K	78,400
NP/NK/PK/NPK	1,076,200	NP/NK/PK/NPK	842,100	NP/NK/PK/NPK	887,000	NP/NK/PK/NPK	947,400	NP/NK/PK/NPK	991,500
Total	2,776,300	Total	2,273,000	Total	2,142,600	Total	2,207,400	Total	2,603,600

Country Italy	E.F.B.A. member	official global fertilizers **consumption** of the COUNTRY (in tonnes of products)	estimated global **blended** FERTILIZERS PRODUCTION of the country (in tonnes of products)	representative **market share** (%) of the national association in the national **blending** business
2008	A.I.F.	2,776,300	300,000	60 %
2009	A.I.F.	2,273,000	180,000	60%
2010	A.I.F.	2,142,600	140,000	60%
2011	A.I.F.	2,207,400	190,000	50%
2012	A.I.F.	2,603,600	190,000	50%
2013	A.I.F.	…	150,000	50%

Comments (ref PowerPoint blended fertilisers in Italy)

- A trend towards smaller companies instead of a few large ones, like in the past, is confirmed.
- The role played by traders is consequently increasing.
- Just a few Italian companies import their own ships.
- NPK formulations very poor in P, K applied just in the North, special products containing nitrification/urea inhibitors, coated granules, secondary and micro nutrients, etc…
- NPK complex fertilisers import have almost disappeared, except for a few special formulations.
- Simple straight fertilisers always increasing.
- Blended fertilisers are almost 90% of compound fertilisers, but the total quantity is decreasing.
- Have lost 28% of the total fertiliser applied in the country.
- Have been suffering of the economic crisis with a high cost of raw material.
- Media would report that fertilizers are not good for the agriculture and tend to promote natural fertilizers instead.
  =) every Association should try to organize something otherwise there will a constant decrease in the next decade.

➔ ***Pierre-François DUMAS - AFCOME and the French market (ref PowerPoint Afcome)***

Comments :

- Two new members (agricultural cooperatives) : AGRIAL and MAISADOUR
- Total Fertiliser market : 9343 T in 2012-2013 ; 1 million increase.
- Afcome represents 75% of the global market.
- The consumption of fertiliser is mainly in Northern France.

French issues :

- Farm income decreased of 19% in 2013, mainly in cereal crop area.
- Pressure from the new Common Agricultural Policy.
- Agricultural Ministry projects for a new "Agro-Ecologie" regulation.
- The government tends to favor all sort of organic fertilizers instead of minerals.
- New CLP and Reach regulation difficult to implement for blenders.

2013-2014 actions

- Working group on a product normalization.
- New handbook on marketing of fertilizers.
- Updating of 2005 quality manual.
- Software and data base for granulometry analysis.
- Participation in standardization working group.
- International meeting next October 2015 in Reims.

➔ ***Kevin Mc ARDLE : IFMA and the IRISH market***

<u>IFMA 2014 members :</u>

- ❖ Goulding Chemicals.
- ❖ Grassland Fertilizers.
- ❖ Grassland Fertilizers (Kilkenny).
- ❖ Target Fertilizers.

Additional suppliers :

- ❖ Yara.
- ❖ Nitrofert.
- ❖ Others.

=) close links with the cooperatives.

<u>Industry profile :</u>

- No Primary Production since IFI closure in 2002.
- 12 Blending & bagging Plants ROI, 3 NI.
- Blending / Packing Operations.
- 60% of Fert. 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 32.7 ha's.

<u>2013 season characteristics :</u>

- ❖ Insufficient over winter fodder stocks 2012 / 2013.
- ❖ Cold wet Spring.
- ❖ No growth until end of April/ early May (2 Months later than normal).
- ❖ 5.5% increase in National herd.
- ❖ Fodder crisis on the farm.
- ❖ 64% of farmers had a fodder shortage.
- ❖ 35.000mt of fodder imported (1st time ever).
- ❖ Demand for feed and fertiliser increased.
- ❖ National fertilizer sales increased by 15%.

Nitrate directive review imposing limitation left difficulty for the farmers on P. Afraid it might affect P and K.

Active program in Ireland to reconsider nitrate, will keep the pressure in terms of P application.

- Increased P limits for grassland stocking rates >85kgs.
- Reduced P limits for grassland stocking rates <85kgs.
- First 300kgs concentrate used/dairy cow discounted when calculating P allowance.
- Reduces availability of P in organic fertilisers to 50% when applied to index 1 and 2 soils.
- Supplementary feeding points must be located at least 20m from waters.
- FYM storage changed from 10m→20m from watercourses.

2014 prospects

- Animal numbers strong (add.1% over 2013).
- Milk price remain strong (37/38 c/L).
- End of milk quotas in 2015.
- Good beef prices (390-410 c/kg.) yet still below European prices.
- Superlevy capped at 28c/l.
- Food harvest 2020 driving expansion : very active campaign to reach the target. Will see what is the impact on fertilisers.
- Fodder position 2014, Jury still out.
- Positive outcome from Nitrate Directive Review.

As a conclusion Marteen BRAND thanks each member for sharing that information not only on the fertilizer market but also on the global agricultural market. That makes this meeting even more interesting.

4th POINT : THE CEN/TC 260 European standardization working group – Eileen PULLINGER

It took place in Madrid in the summer. It consists of individual working groups that report on Fertiliser and liming material. :
1/ Representation of sampling in static heaps
Increasing demand of CEN on method of analysis (problem of heavy metal content in organics with a potential pollution issue).

2/ Liming material
Some products used in laboratories are not registered under Reich
=) concern on the impact.
Laboratory staff is exposed on cadmium which is a health and safety problem. They must be better trained to handle it.
David Heather is part of the sampling / static heap group.

The next meeting is in April in Bruxelles or Vienna.

Marteen BRAND thanks Eileen for attending.

Pierre-François DUMASproposes to attend the April CEN meeting.

=) Eileen PULLINGER sends to Pierre-François DUMAS the program and the invitation.

5th POINT : The IFS activities –Marteen BRAND

The International Fertiliser Society

Officers 2013/2014 : 2 x UK, 1x BE
Council members : 5 x UK, 1x NL, 2x FR,, 1x FI, 1 x NO, 1 x SA(3 years)
M.J.Brand since : 15 April 2010

2012	: Society Open Meeting	London	May	one day
	: Annual Conference	Cambridge	December	two days
2013	: New Spring Conference	Windsor	May	two days *)
	: Winter Conference	Cambridge	December	two days **)

*) Agronomic – Production – Technical – Future Trends
**) Crop Nutrition : Meeting challenges through innovation

2014	: Technical Conference	London	2-3 July	two days ***)
	: Winter Conference	Cambridge	December	two days

***) Developments and Innovation in fertiliser technology

23-24 May 2013 / Spring Conference / Windsor

721 Applications of Laser Gas Detection in the Fertiliser Industry (Canada / USA)
722 Developments in Fertiliser Security (UK)
723 Fertiliser spreading technology (Denmark)
724 Cadmium in European Soils – from accumulation to depletion (Belgium)
725 Urea based NPK granulation – additional insights (India)
726 A new process route to phosphoric acid (Belgium)
727 Phosphate recycling in mineral fertiliser production (the Netherlands)
728 Comparison of the Environmental Impact of Three Forms of Nitrogen Fertiliser (France)
729 Fertilisers and Agriculture : Meeting the Challenges Sustainably (Luc Maene)
730 Impact of shale gas on the fertiliser market (UK)
731 Fertiliser Market Development in Sub-Saharan Africa (South Africa / USA)
732 Phosphate recycling in mineral fertiliser production (Germany)
=) very international conference. Possibility to buy the presentations.

12-13 December 2013 / Annual Conference / Cambridge

733 Quantification of the value of advisory services from fertiliser companies (UK)
734 Method of calculating effects of uneven spreading of fertiliser nitrogen (UK)
735 Review of phosphorus fertiliser advice in Europe : soil testing , calibration and recommendations
736 Soil structure and greenhouse gas emissions (UK)
737 Sampling and geostatistics for precision agriculture (UK / USA)
738 Testing for plant available phosphorus in soils (Denmark)
739 Phosphorus fertiliser applications to cereals : Comparing different methods for phosphorus use efficiency (Ireland)
740 Effects of soil compaction and tillage on nutrient availability and crop productivity (Sweden)
741 Gypsum to improve soil structure and to reduce phosphorus loss (Finland) i.f.s.proceedings € 15,00

Supporting the Cambridge conference : An interactive Poster Session, 2012 : 17, 2013 : 31 covering a wide range of fertiliser and plant nutrient-related topics.
The Fertilizers Europe and European Fertiliser Blenders Award 2012 (Ipad4) is sponsored by Fertilizers Europe and the European Fertiliser Blenders Association.
Winner 2012 : Dr Lizzie Sagoo of ADAS Boxworth (UK)
Winner 2013 : A. (Debby) van Rotterdam of Nutrient management Institute. the Netherlands.
Award presented by the E.F.B.A. President at the Conference Dinner. F.E. : € 150 / E.F.B.A. € 150

6th POINT : *– EFBA website - Marie Pozzo di Borgo*

Thank you to let Pierre-François know how many Quality manuals in English are still available in each association.

Some presentations are still uncomplete :
- ✓ Kevin Mc ARDLE
- ✓ Jo GILBERTSON
- ✓ Pierre-François DUMAS
- ✓ Jean-Christophe VILLAIN
- ✓ Philibert de MOUSTIER.

Suggestion to each member to add to his own signature the EFBA website address : www.european-blenders.org

7th POINT : the European Commission DG Entreprise and the Fertilizers WG – Pierre-François DUMAS

(Ref PowerPoint New approach applied to the revised fertiliser regulation (obligations of economic operators)

Meeting on March 17, 2014 of the fertiliser working group.
The next meeting is to be in June with a finalised version of the approach.
Eileen PULLINGER will attend on behalf of AIC (to replace Joe GILBERTSON).
The aim is to reach a full harmonization of the fertilising materials market at European Union level.
Pierre-François DUMAS insists that EFBA asserts its position toward the Commission.
A discussion is engaged on whether or not blenders should be considered as manufacturers (ref. to the official definition: "*a natural or legal person who manufactures a fertilising material or has a material designed or manufactured, and markets that material under his name or trademark".*
Everybody agrees that an EFBA letter should be sent to the Commission with separate letters from each member association before the end of April 2014.
=) That should give a larger impact.
At the same time, each member association informs its own government about the negative consequences of such a vision.

An email is also sent to Eric LIEGEOIS to ask about the blenders status (eric.liegeoix@ec-europa.eu). On the basis of his answer, the next step is to send the letters. Pierre-François DUMAS sends a draft.

8th POINT : EFBA ACCOUNTANCY

(ref. Balance sheet, profit and loss dec. 2013, draft budget 2014)

BALANCE SHEET ON 2013/12/31			
ITEM	ASSETS	ITEM	LIABILITIES
OWING TO EFBA		FREE CAPITAL ON 2013/01/01	22 553,86
DEBTORS MEMBERS			
OTHER DEBTORS			
PAYPAL	407,02	**OTHER CREDITORS**	
		DUMAS	806,05
BANK ON 2012/12/31			
BANQUE POPULAIRE OCCITANE ALBI	22761,68	FREE CAPITAL ON 2013/12/31	21 955,63
BALANCE		BALANCE	1 213,07
TOTAL	23 168,70	TOTAL	23 168,70

PROFIT AND LOSS 2013 FROM JANUARY 1ST TO DECEMBER 31ST							
ITEM	COST 2013	Budget 2014	BUDGET 2013	ITEM	INCOMES 2013	BUDGET 2013	Budget 2014
SECRETARY GENERAL (VAT INCLUDED)	3588	5000	5000	MEMBERS SUBSCRITIONS	17 160,00	17 500,00	
PRESIDENT TRAVEL EXPENSES	3750	4000	3000	A.IC	4 260,00		4260
SG TRAVEL	1601	2000		BVDM	2 880,00		2880
AMINISTRATIVE AND FINANCIAL COSTS	319	500	500	NVB	1 730,00		1730
COMMUNICATION+ PUBLISHING				AFCOME	4 490,00		4490
WEB SITE	3900	1000	3000	AIF	2 800,00		2800
INTERPRETING	2079,92	1000	1000	IRISH FERTILIZER MKT ASS	1 000,00		2000
ANNUAL MEETING ACCOMODATIONS	2471,1	3000	3000	DOCUMENTA-TION SOLD	434,71		400
I.F.S BUDGET			2000				
RESEARCH	3200						
CEN REPRESENTATION	431,01	1000					
SUBTOTAL	21340,03	17500	17500	SUBTOTAL	17 594,71	17 500,00	
BALANCE	**-3 745,32**		0,00	BALANCE			
TOTAL	17 594,71		17 500,00	TOTAL	17 594,71	17 500,00	

Comments :
Shall confirm 2014 budget.
Next year only two meetings in Bruxelles (instead of 6 in 2013).
The cost of the website creation will not be on the 2014 budget.
Jan Broering checked and agreed on the budget.

9th POINT : ELECTION OF THE PRESIDENT AND THE GENERAL SECRETARY

Heinrich JANINHOFF intends to retire at the end of the year and will not be President of the German association anymore.

He spoke to his successor Mr. DREWS who could become the President of EFBA by next year.

Maarten BRAND knows Mr DREWS, and since has put an end to his political career agrees on remaining President one more year before the nomination of Mr DREWS.

On the level of the General Secretary, Philibert DE MOUSTIER confirms that Pierre-François DUMAS is in a position to assume one more year in this function.

Jon BROERING is confirmed Vice President of EFBA.

10th POINT : ANY OTHER BUSINESS

Maarten BRAND proposes to present the German research program during the next IFS meeting in Cambridge through a poster or a presentation.

Shall ask the professor.

11th POINT : next meeting

The next general Assembly is to take place on March 25 and 26, 2015 in London

END OF THE MEETING