

August 18, 2015

EFBA GENERAL ASSEMBLY MARCH 25 & 26, 2015 IN LONDON (UK)

MINUTES

Participants :

GERMANY – BVDM : Jörg-Ulrich DREWS, Heinrich JANINHOFF and Jan BRÖRING,
FRANCE - AFCOME: Philibert de MOUSTIER, Christophe VILLAIN and Estelle VALLIN
NL - NVB : Maarten J. BRAND
UK - AIC : Jo GILBERTSON
ITALY – AIF: Pier Luigi GRAZIANO
IRELAND – IFMA : Kevin Mc ARDLE
BELGIUM - EUROGREN / MEKOSON AGRO : Pierre DETRY
EFBA Secretary General : Pierre-François DUMAS
Invited: Eileen PULLINGER
Excused : Philibert de MOUSTIER
Interpreter : Marie Pozzo di Borgo

1st DAY / MARCH 25

Morning

OPENING OF THE MEETING

Maarten BRAND greets Pierre DETRY, representing the Belgium association, with a special welcome.

Maarten BRAND informs that since April 2014 he has been suffering from a back pain and had some difficulty to keep on the EFBA agenda.

References are made concerning the email sent on March 19, 2015 by the General Secretary in addition to the agenda concerning the EFBA President and General Secretary elections

“Dear All,

As there are some changes in French and German Association : Mr Drews new President in Germany and Mrs Vallin future Sec Gen of the Afcome. This proposal, supported by German, Dutch and French associations, regarding the President, Vice President, and Sec gen election is to be discussed during our next meeting.

Regards.

PF”

This was meant to be a proposal not a “diktat” as it appears to have been considered by some members.

Maarten BRAND emphasizes the need for EFBA to express itself as blenders and distributors specifically toward Bruxelles.

Later on the agenda official elections will be held and decision will be made on who will attend the CEN WG meetings.

Kevin McCardle adds that it is important for EFBA to deal with the right issues, to have a strong voice toward Europe and to communicate efficiently to the different members.

Jo GILBERSON says that another important point is to ensure EFBA has the right person in the right place facing the enormous challenges of Europe. The EFBA opinion has to be heard.

Pier Luigi GRAZIANO informs that the Fertilizer working group has changed since last year. Only European associations are allowed to attend. A member with the capacity to write detailed report should represent EFBA. Kevin McCardle, as a native English, would do it perfectly (prepare/report/circulate information).

Pierre DETRY adds that one reason why he got in contact with EFBA is to feel less apart and get information on the European regulation on Fertilisers.

The German association representatives agree that more information sent by EFBA is a must.

Several members suggest more frequent meetings.

Marteen BRAND concludes by thanking the members for this discussion.

1st POINT: ADOPTION OF THE DRAFT AGENDA

The agenda was adopted.

Pierre-François DUMAS adds that it is a necessity to keep on making clear what EFBA members want to do and who is going to do, including the budget and HR points of view. The Brussels working group, the CEN commission and the financial aspect should be dealt with.

Eileen PULLINGER was unable to attend the last CEN, Pierre-François DUMAS will take in charge the EFBA connection (1300€/year).

Estelle VALLIN will replace Christophe VILLAIN at the next CENT2600 and WG1 on static heap/sampling. Have to check, each time, if Afcome can be represented or not.

The decision is unanimously taken that Kevin McCardle will be the EFBA representative at the WG. Marteen BRAND will inform the commission of the contact name change. A selection of the information received from Brussels will be made by Kevin McCardle before circulating to the members.

A conference call could be organised before each meeting to check the agenda (known six months before) and after to debrief. This way EFBA would be more effective.

Jo GILBERTSON insists that the CEN is often taking into account the YARA position (not involved in most of the issues), that is why a strong blender representation is a must.

At least two other meetings are planned in relation with technical issues, in June and in September/October, in Brussels.

Pierre DETRY will try to organise a meeting with EFIA, the Belgium Association in order to cooperate with EFBA.

A review of the European commission note on the preparation of the future standardisation mandate dated March 9, 2015 is done. It includes an active consultation of the ESOs

(European standard organisations).The analytical methods for the verification of the compliance of organic and inorganic fertilisers are commented by each members.

Comments synthesis :

- The 1a method determination of total N – standards developed under Mandate M335 is an important point concerning organic and inorganic.
- The granulometry of inorganic fertiliser appears useless.
- The meaning of a quantity of fertilisers in a bag : does it mean content or ingredient?
- The rate of nutrient release of coated fertiliser (urea) is at the initiative of YARA : 500.000T. A reaction is needed to counteract.
- The 26 method “quantification of the chelated fraction of micro nutrients” concerns only liquids.
- The 28 method “determination of the total micro-nutrient complexed and the name of the authorised complexing agent should be checked.
- The EN 1579, determination of biuret should be checked too.

NB : TC means “Technical Requirement” ad TS, “Technical Standard”.

Estelle VALLIN proposes to elaborate a list of approved laboratories in relation with the compliance of organic fertilisers with their costs and their delays. Will ask what the CEN/TC PC400 consists of, already in the TC2600 group.

2nd POINT: ADOPTION OF THE DRAFT MINUTES OF THE 2014 MEETING IN CAEN

The French and English minutes are adopted.

3rd POINT : EFBA ACCOUNTANCY

| 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 | | | | | | | budget2014 |
|--|-----------|-------------|-------------|--------------------------|--------------|-------------|------------|
| ITEM | COST 2013 | Budget 2014 | BUDGET 2013 | ITEMS | INCOMES 2013 | BUDGET 2013 | |
| SECRETARY GENERAL (VAT INCLUDED) | 3588 | 5000 | 5000 | MEMBERS SUBSCRIPTIONS | 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 | DOCUMENTATION 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 | | | BALANCE | | | |
| | | | | | | | |
| TOTAL | 17 594,71 | | 17 500,00 | TOTAL | 17 594,71 | 17 500,00 | |

**2015
Budget**

| | |
|-----------------------------------|-------|
| Working group representation | 4800 |
| PRESIDENT TRAVEL EXPENSES | |
| SG TRAVEL | |
| AMINISTRATIVE AND FINANCIAL COSTS | 500 |
| COMMUNICATION+ PUBLISHING | 1000 |
| WEB SITE | 1000 |
| INTERPRETING | 1000 |
| 3 MEETINGS ACCOMMODATIONS | 3600 |
| I.F.S BUDGET | 1500 |
| CONTENGECY | 3000 |
| CEN REPRESENTATION | 4500 |
| SUBTOTAL | 20900 |
| | |
| BALANCE | |
| | |
| TOTAL | |

| Ressources | | membership | Ha (Insee) | | | | | |
|------------------|----------|------------|------------------|-------|---------|-------|----------|--|
| A.IC | 4 260,00 | 1000 | 17000 | 2856 | 3856 | 3900 | -404,00 | |
| BVDM | 2 880,00 | 1000 | 17000 | 2856 | 3856 | 3900 | 976,00 | |
| NVB | 1 730,00 | 1000 | 1900 | 319,2 | 1319,2 | 1300 | -410,80 | |
| AFCOME | 4 490,00 | 1000 | 28000 | 4704 | 5704 | 5700 | 1 214,00 | |
| AIF | 2 800,00 | 1000 | 13000 | 2184 | 3184 | 3200 | 384,00 | |
| IRISH FERTILIZER | | | | | | | | |
| MKT ASS | 2 000,00 | 1000 | 5000 | 840 | 1840 | 1800 | -160,00 | |
| UNGREN | 1 730,00 | 1000 | 1400 | 235,2 | 1235,2 | 1200 | -494,80 | |
| | 19 | | | | | | | |
| | 890,00 | 7000 | | | | | | |
| | | | 14000 euro/83300 | | 20994,4 | 21000 | | |
| | | | 0,168 | | | | | |

Comments :

- What will be charged depends on each organisation.
- The travel expenses of the General Secretary will be paid by the AFCOME.
- Ireland did not charge travel expenses to EFBA.
- Each organisation will pay for the three meetings.
- The travel expenses of Kevin McCardle, considering he is mandated by EFBA to attend the WG in Brussels, will be reimbursed. If any other members wants to go will have to pay his own expenses. The same applies to the CEN though several members attend already.
- Jo GILBERSTON says that need to distinguish academic instruction from political influence meetings. He proposes to make a report on the IFS meetings. Maarten BRAND will represent EFBA for one more year and will give the new EFBA representative name when his mandate is completed.
- The 2015 budget for WG representation will go from 750€ to 1600€ for Kevin McCardle
- The 2015 budget is 20900€.
- A contingency budget of 3000€ in case of emergency shall be previewed.
- The Irish fertilisers payment was not notified on the budget though Kevin McArdle affirms that have been paid in December. Here is his mail dated march 31, 2015
"Dear Pierre Francois, thank you for your prompt response of this morning where you indicated that the IFMA payment "was done" on the 28th of Feb 2015. I was shocked and upset at being told at our meeting that our IFMA payment had not been made. I have since checked from my side and let me detail that saga of events.
 - 22.9.2014 I received and Invoice from EFBA which was incorrect. IFMA annual Sub was charged at €1,500
 - 10.10.2014 When I returned from holiday I emailed you to point out the error. Invoice, Annual sub should read €2,000 not €1,500
 - 10.11.2014 I received the correct Invoice.

- 18.12.2014 I forwarded to you an International Bank Draft (immediate value) for the full amount of the Invoice ie €2,150.
- 26 3. 2015 You Inform the meeting that the Irish Payment is outstanding.
- 30 3 2015
- You inform me by email that the payment "was done" 28. 2. 2015. I am sure you will agree that nobody could be impressed by this series of events. I was embarrassed at the meeting to hear the meeting being told that the 2014 Annual sub from IFMA was not yet paid, when in fact the payment was made in the middle of December.

I have photocopies of the Bank Draft (No 112601) which is dated 17th Dec and The Registered postal documents dated 18th Dec. I'm sure you will understand if I say " I'm NOT Impressed. "

In order to prevent this kind of embarrassment happening again to any member of EFBA could I respectfully suggest that you circulate a copy of the EFBA accounts to each member in advance of the Annual General Meeting.

Kind regards,

Yours faithfully

Kevin McCardle"

- The index is 0.168€/ha. Pierre-François DUMAS will check if the method of calculation of the member subscription should be amended in the status of the association (article 9).

4th POINT : ACTIVITY REPORTS FROM EACH ASSOCIATION

President and General Secretary elections

Jörg-Ulrich DREWS is proposed by Afcome as President of EFBA considering the status specifying that the presidency is to emanate from the German association. Pier Luigi Graziano is also ready to become President. If one of the two is President the second one should be vice president.

The decision is taken unanimously to nominate Pier Luigi GRAZIANO as President of EFBA since Jörg-Ulrich DREWS rather start by being Vice President, taking some time to adapt to the association before becoming President. The assembly proposes to review the presidency every two years.

Jörg-Ulrich DREWS adds that each members have the same issues and should be properly informed.

Another discussion is engaged concerning the fertilisers WG and the way EFBA is present there. An English native speaker is necessary to understand all the political nuances.

Pier Luigi GRAZIANO refers to the "European Fertilizers Importer Association" (EFIA) represented by a young lady lawyer at WG meeting who asked for a cooperation with EFBA.

Pierre-François DUMAS informs that Christophe VILLAIN's contract in AFCOME ends at the end of 2015. His successor is to be Estelle VALLIN who is to become Director since there will not be a general secretary anymore. Estelle VALLIN has been both working for Afcome for almost three years, in charge of the regulation – safety and policy issues, besides working for two years in a blending plant.

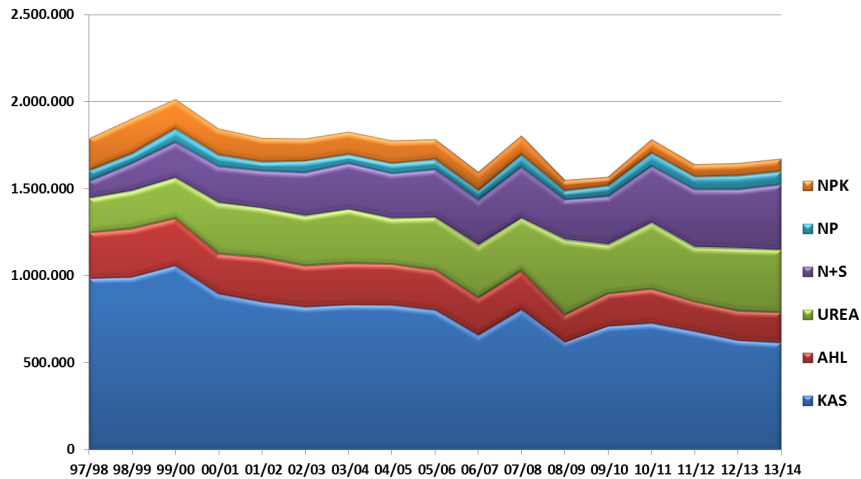
Pierre-François DUMAS will thus remain General Secretary of EFBA for one more year until the next meeting in March 2016 when Estelle VALLIN could succeed him.

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



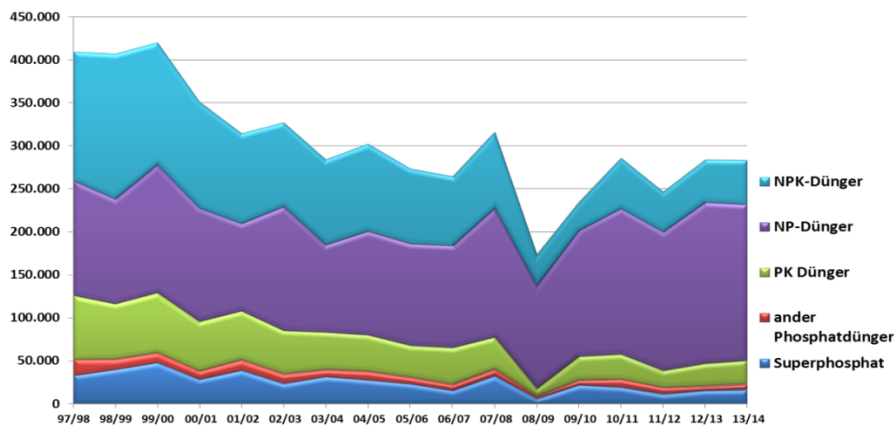
(Figures of the German fertiliser market were presented (ref PowerPoint annexed))

Development N- Fertilizers in Germany Tn



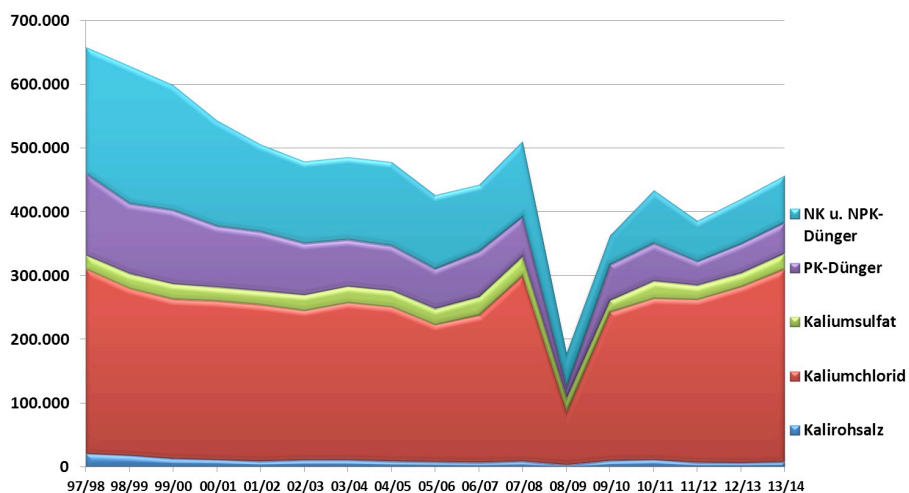
Nb : AHL = VAN /KAS = CAN

Development Phosphate Fertilizers
t P2O5

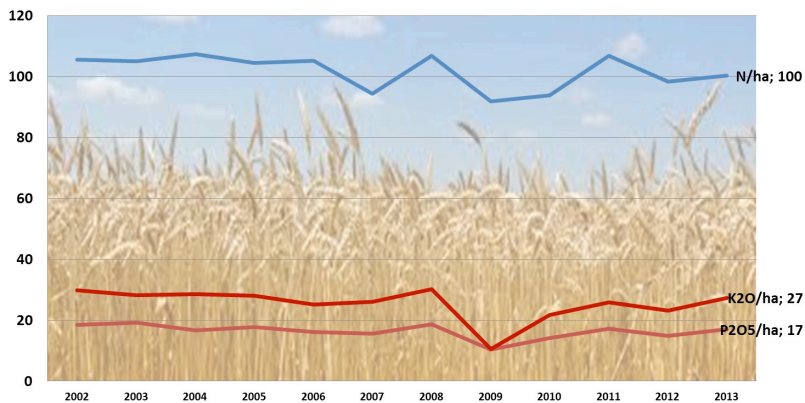


The main part of the development of phosphates is NP/NPK.

Development Potassium Fertilizers in Germany
(in tK₂O)



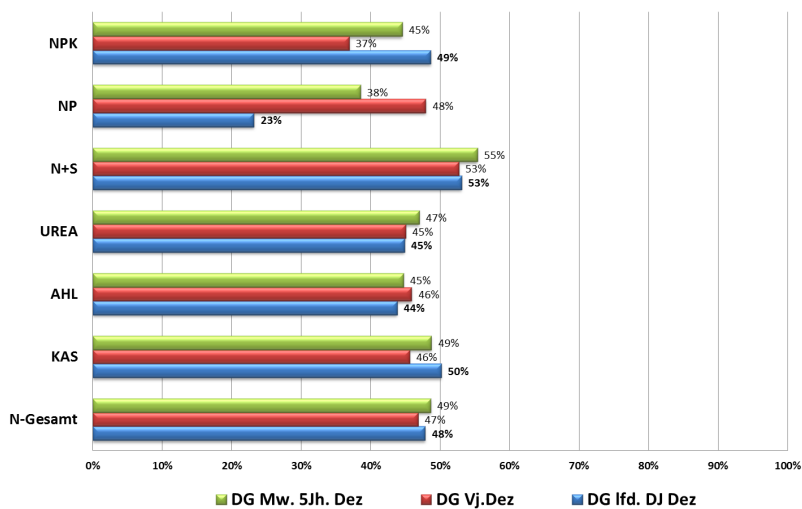
Spreading of Fertilizers in Kg /ha



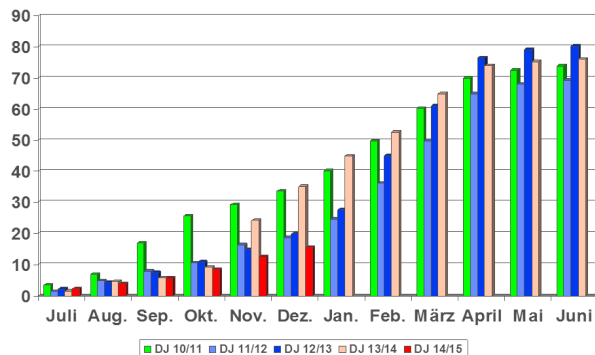
Summing up for 13/14:

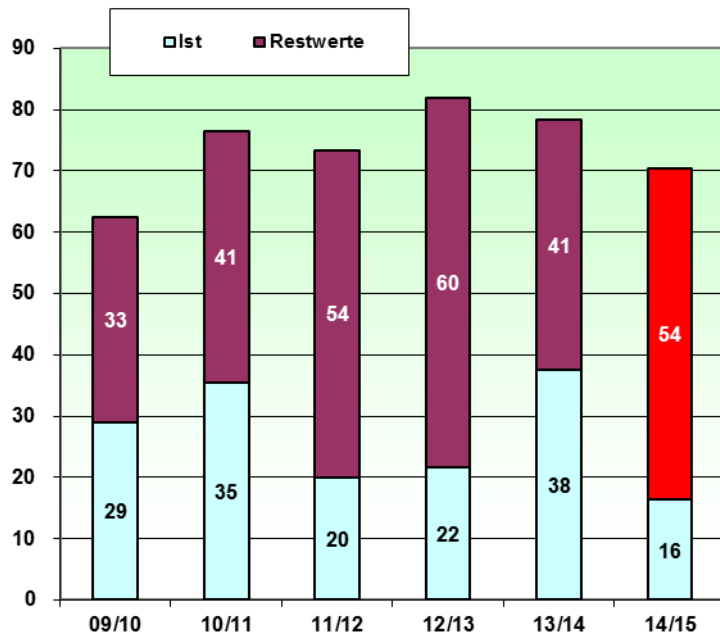
- All mineral nutrients increased compared to the years before.
- Slow start in season 13/14 (uncertainty about prices).
- Strong demand as from October 13, as price policy was clear.
- Practically no winter, therefore a rather early start of the season.
- Steady demand as from January to end of May.
- Partly delay in delivery for CAN.
- Very firm price development for all N fertilizers until the end of the season.

Supply of the Market per End of December in %



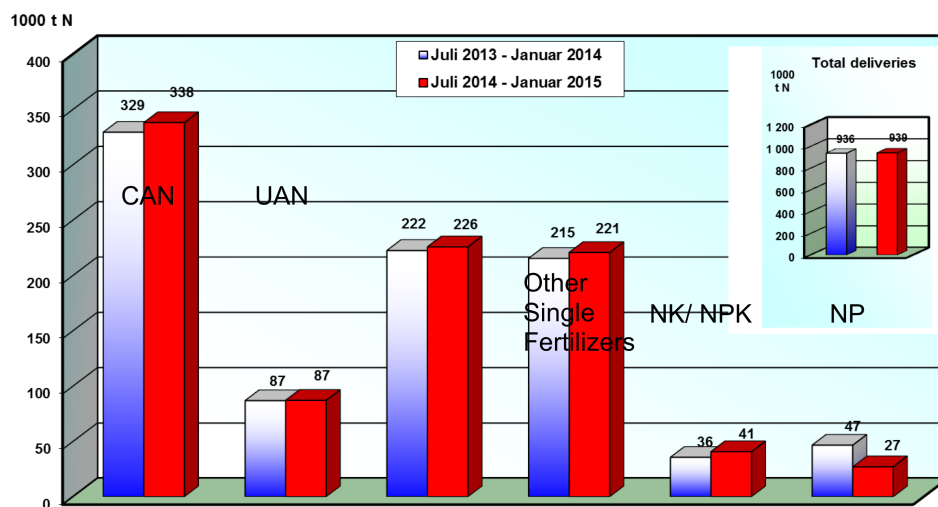
Deliveries of NP Fertilizers and demand





Deliveries Of N-Containing Fertilizers July 14-Jan.-15in Comparison With Previous Year

ISIRI



Fertiliser market 2014-2015

Preview next weeks

- The € will be weak also in short term.
- The intensity with N and NS will not be reduced.
- Producers have orders up till end of March for CAN.
- Urea slightly more compared to last year.
- Catching up for DAP.
- No exceptional stocks at producers.
- Supply and demand make the price this spring.
- Fertilizer prices in the farmers market remain firm.
- Mood in agriculture is good.

→ **Jo GILBERTSON– A.I.C. and the British market** (Ref Power Point Fertiliser Statistics 2014)



Different documents are given :

- The AIC fertiliser statistics 2014
- The FIAS leaflets on fertiliser security, traceability and safety of fertilisers to the farm and on nitrogen fertilisers security
- The FIAS newsletter
- The AIC annual report 2013-2014
- The AIC brochure adding value 2015

A survey is undertaken on 35 sites, 4 are manufacturing sites. Put in context importing nations. 2 MT are imported.

200 distribution sites.

Nitrogen is imported from 12 countries not just Europe.

Last year faced a weather problem, the farmers did not want to sell waiting for the prices to increase. Had no liquidity which put stress on farmers.

The attention is paid on the training of farmers on how to manage. They are not sophisticated enough.

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

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



Overview of the European blending market. Reliable figures published every year.

(source : Fertilizers Europe)

Consumption (1000 tonnes of nutriënts) :

| | N | P2O5 | K2O | Total |
|-----------|----------|-------------|------------|--------------|
| 2008/2009 | 239 | 25 | 29 | 293 |
| 2009/2010 | 239 | 24 | 35 | 298 |
| 2010/2011 | 235 | 24 | 36 | 295 |
| 2011/2012 | 233 | 23 | 39 | 295 |
| 2012/2013 | 201 | 15 | 30 | 246 |
| 2013/2014 | 195 | 13 | 23 | 231 |

Inland sales of chemical fertilizers (1000 tonnes of nutriënts) :

(source : NL /LEI)

| | N | P2O5 | K2O | Total |
|------|----------|-------------|------------|--------------|
| 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 | | | |
| 2013 | 205,3 | 9,1 | 30,4 | 244,8 |

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

(source :
nutrients NL/LEI)

| | N | P2O5 | K2O | Total |
|------|----------|-------------|------------|--------------|
| 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 | | | |
| 2013 | 28,7 | 7,4 | 11,8 | 47,9 |

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

| | straight | mixed | blend *) | total |
|-------|-----------------|--------------|-----------------|--------------|
| circa | | | | |
| 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 | 672 000 | 46 000 | 62 000 8% | 780 000 |
| 2012 | | | 65 000 8,5% | 775 000 |
| 2013 | 655 000 | 48 000 | 68 000 9% | 771 000 |

*) export not included

- 15 members among which 5 wholesalers and 10 retailers spread all over the country.
- Wholesalers were expecting success in the quality system, though it appears that the market is not ready yet. Very few retailers apply the quality system. Without better income the quality system will not be undertaken.
- Big accident in a building block in Holland where two persons died. That triggers a discussion with the government about security (Dutch and Belgium associations).
- Since 2014, producers and wholesalers try to speak in one voice around 4 activities : agronomy, distribution, trade and techniques. One platform with 4 activities with 5 associations involved. This is a new situation in Holland with blenders becoming quite active.
- April 9, 2015 : first meeting to discuss about how to involve the government.

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

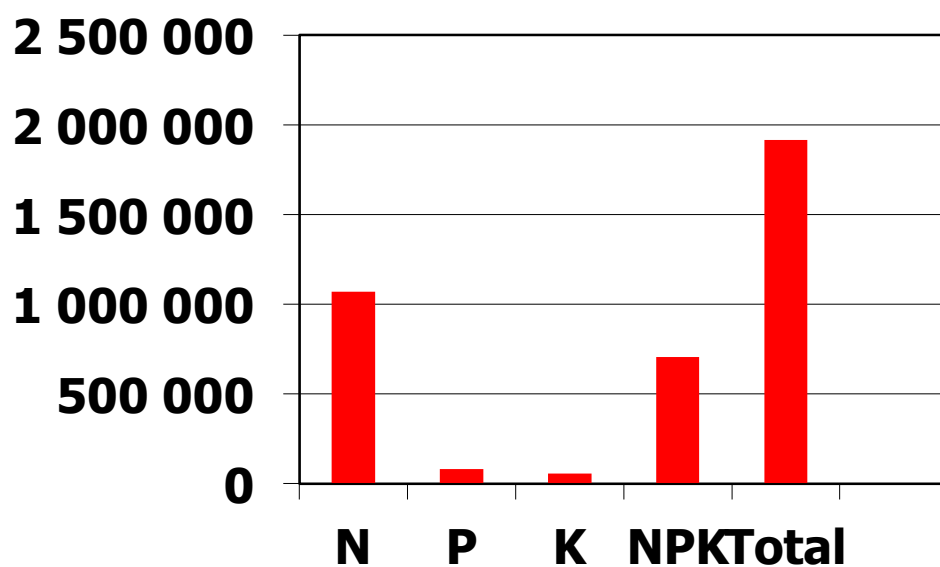


AIF Associates

- 230 “fertiliser manufacturers” of which 8 blended fertiliser companies producing about 50% of total blended fertilisers.
- 25 blending companies in Italy.

Mineral fertilisers in Italy 2013 (t)

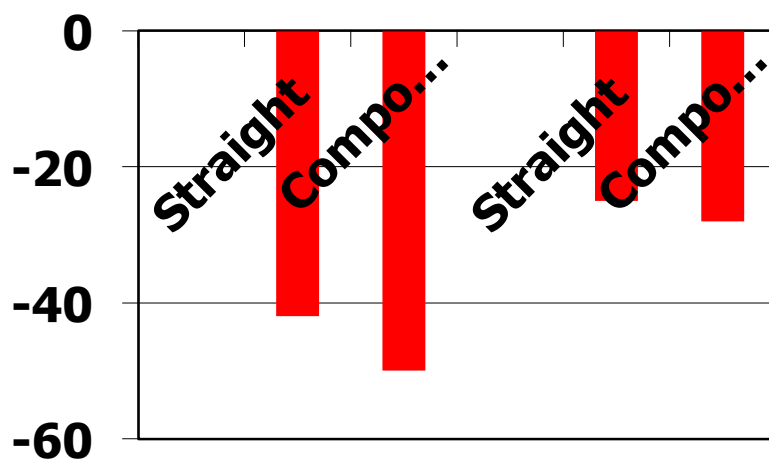
Official data



Big difference between N and complex F.

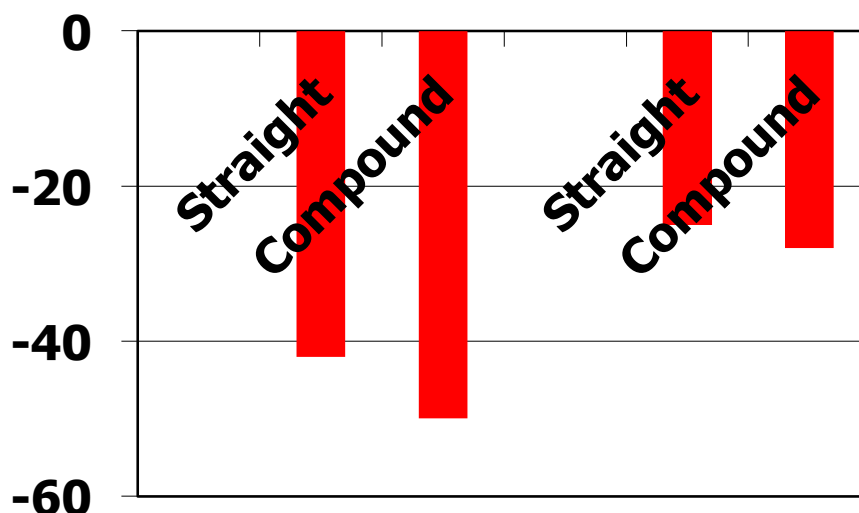
Fall in mineral fertilisers use in Italy

Official data, 2002-2012 and 2012-2013 (%)



Decline in fertilizer use, the negative trend keeps on.

Blended fertilisers in Italy 2008-2012 (t)



Blended fertilizers since 2013 stabilized under 150.000 T, the forecast is roughly the same for 2015.

The cost of P and K is increasing a lot and became not reachable to the farmers budget. This is a nonsense to stop applying P and K. It is important to communicate and offer technical assistance.

Comments :

- A trend towards "speciality" formulations (nitrification/urease inhibitor, coated granules, secondary and micronutrients, etc...) is confirmed.
- Companies involved in blending are still the same, small companies disappearing and increasing role of traders.
- NPK complex fertilisers almost disappeared, except for the niche area of special formulations (e.g.: Nitrophoska) or products used on particular crops (e.g.: NPK 15-15-15 on maize before sowing).
- Farmers prefer simple (including DAP) and blended fertilisers, always looking for the cheapest product. Simple and blended fertilisers sum up to about 80-85% of the market.
- Urea is the only product still used on a large scale, P and K are very often forgotten.
- Significant danger in the near future of widespread P and K deficiencies.
- Great need of technical assistance services on plant nutrition as well (not just for pesticides, seeds, etc...) and a better and more scientific approach to fertiliser.

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



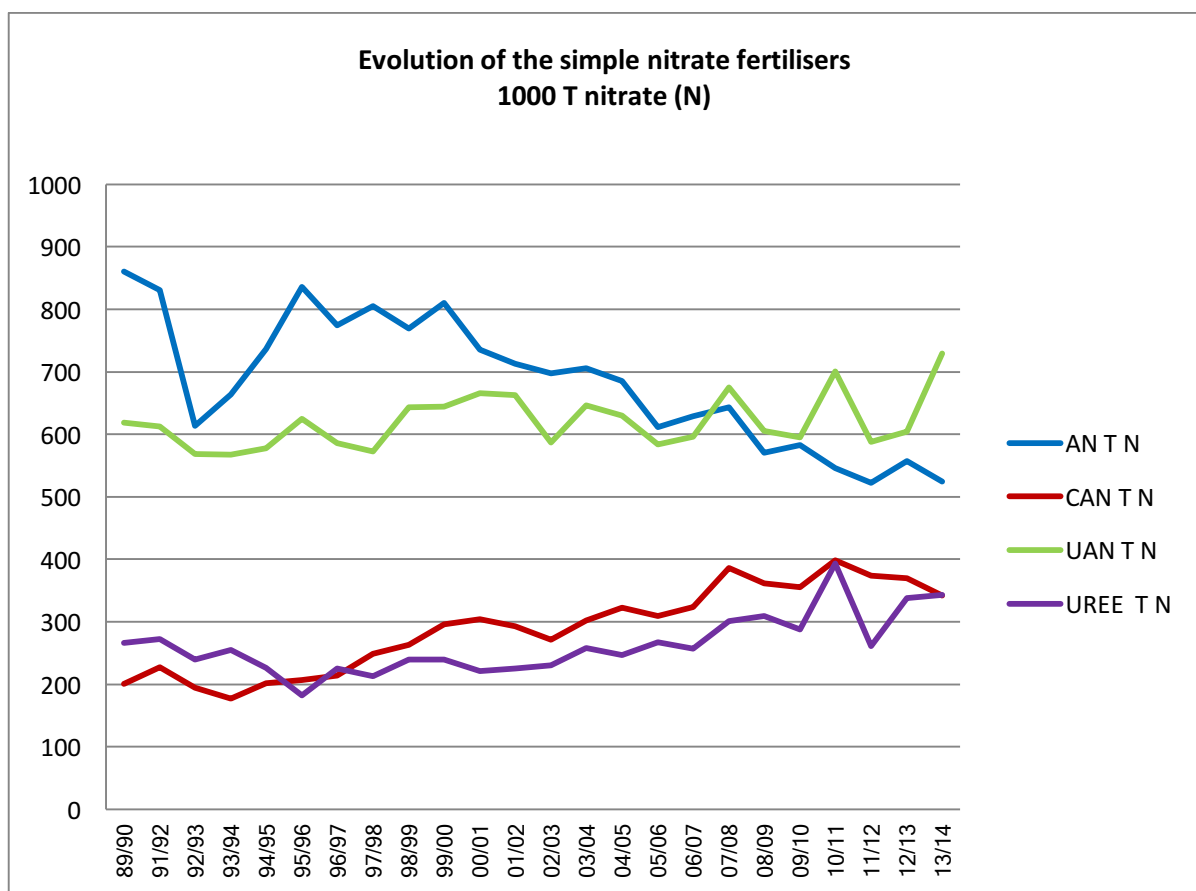
Key figures :

- 23 members in the Afcome who represent 75% of the French mineral fertiliser market.
- 16 coopératives or Cooperative groups
- 7 private merchants or wholesalers

| | Fertilizer deliveries to the distributors 2008/2009 to 2013/2014 | | | | | | |
|-------------------------------|---|---------|---------|---------|-----------------------------|---------|---------|
| GLOBAL MARKET (KT) (1) | 01 / 02 | 08 / 09 | 09 / 10 | 10 / 11 | 11 / 12 | 12 / 13 | 13 / 14 |
| AN | 3 216 | 3 045 | 3 056 | 3 105 | 2 917 | 3 027 | 2 834 |
| UAN | 2 210 | 2 018 | 1 983 | 2 335 | 1 960 | 2 015 | 2 382 |
| UREA | 671 | 671 | 625 | 855 | 565 | 732 | 743 |
| Total straight N | 6 173 | 5 993 | 5 895 | 6 591 | 5 720 | 6 021 | 6 232 |
| Total straight P | 445 | 143 | 299 | 341 | 257 | 325 | 271 |
| Total straight K | 768 | 302 | 370 | 559 | 411 ⁽⁹⁰³ (3)) | 972 (3) | 919 (3) |
| PK | 1 086 | 528 | 411 | 646 | 537 | 608 | 515 |
| NP/NK/NPK (ex OM) | 2 430 | 1 010 | 1 230 | 1 460 | 1 400 | 1 421 | 1 432 |
| TOTAL COMPOUND | 3 516 | 1 538 | 1 641 | 2 106 | 1 937 | 2 029 | 1 947 |
| TOTAL FERTILIZER MARKET | 11 100 | 8 090 | 8 311 | 9 720 | 8 456 | 9 473 | 9 489 |
| TOTAL AFCOME | 2 600 | 3 543 | 4 877 | 5 700 | 6 300 | 6 800 | 7 000 |
| AFCOME CLOBAL MARKET SHARE | 23% | 44% | 59% | 59% | 75% | 72% | 74% |

(1) UNIFA figures

(3)K-Mg & S-Mg fertilizers
included



| | | | | | | | |
|----------------------------------|--------------|------------|------------|------------|------------|------------|------------|
| BLEND MARKET (KT) (2) | | | | | | | |
| TOTAL France | 1 200 | 600 | 650 | 700 | 700 | 730 | 730 |
| % BLEND COMPOUND | 34% | 39% | 40% | 33% | 36% | 36% | 37% |
| AFCOME | 500 | 364 | 401 | 500 | 550 | 570 | 570 |
| % AFCOME / BLEND MARKET | 42% | 61% | 62% | 71% | 79% | 78% | 78% |
| Nbr of blending plant | 295 | 250 | 240 | 240 | 240 | 240 | 240 |
| (2) Estimate figures | | | | | | | |
| | | | | | | | |

The decrease of compound fertilizers is balanced by the increase of blended fertilizers.
The flexibility to the farms contributes to influence the prices.

The agronomic interest of the product, with prescription, has also a positive effect. The technicians pay attention to the way the product is spread (wide). Have to work with specialised institution in France. Speak to producers of spreader with lower granulometry.

6/ The Role of Estelle VALIN is to



French issues in 2014/2015

Farm income decreased of 6% in 2014 after 19 % in 2013, mainly in cereal crop area (- 40%...)

Lower production prices, farm costs and environmental regulation

Agricultural ministry project for a new "Agro-Ecologie" regulation : the plan Ecophyto provides to reduce by 50% the use of pesticides by 2018 !

The government tends to favor all sorts of organic fertilizers from waste recycling instead of minerals fertilizers

Development of specialty products like Urea with urease inhibitor, products with inhibitor nitrification, coated products etc.

New CLP and Reach regulation difficult to implement for blenders.

The actions of the AFCOME in 2014/2015 :

Regulatory and technical Commission :

Training for Afcome members:

Product regulation, product labeling, CLP/Reach and SDS

Organic fertilization : agronomy and regulation

Working group : “Diagnostic tool for compliance and best practices”
Develop an Afcome charter for all process including blending production.

Participation in standardization working groups

- CEN TC 260 : WG1 – EN 1482 -3 : Sampling of static heaps (ready end of 2015)
- BN Ferti : French standardization and regulation.

Collaboration with IRSTEA (French research institute) : modeling of spreading wide width for blended fertilizers.

Updating of the handbook for quality of solid fertilizer blending : to be ready for International meeting in October.

Software and data base for Granulometry analysis : distribution of the software from next April.

Economic commission :

General AFCOME meeting :

- Hubert KAMOLA Managing Director Pulawy Grupa Azoty
- Stephen MITCHELL - FMB
- François DELTOUR Managing Director d'EUROCHEM France
- meeting with leading manufacturers of spreaders.
- Meeting with Agritel, French consultant for risk management for cereals and fertilizers

Further development of the project of standard contract for the improvement of commercial relationships between Afcome members and their providers.

Development of the Afcome Web site :

- Regularly updating for news and commissions working papers
- News letter once a month summarizing key information for members and soon for partners (EFBA, ARA, CAAR, ANDAV etc.).

International commission :

- ☐ FeRN Meeting (Fertilizer retailer network) in Brasil and USA with ANDAV, ARA and CAAR.
- ☐ French agriculture tour 15th to 21st october for ARA, ANDAV and CAAR
- ☐ Organisation of the 14th International Afcome meeting in REIMS.

The 14th international meeting of Afcome will take place on October 21-23, 2015, in REIMS. Presentation on innovation, Africa and China are on the programme. All EFBA members are kindly invited, the invitation are to be sent shortly.

- More than 350 participants : all actors in the sector, producers, suppliers, service providers and distributors.
- The meeting deals with different themes:
 - Economy :
 - Fertilizer market development
 - The energy market and fertilizers
 - Agronomy and regulation :
 - Innovation, digital and precision farming
 - New products, bio stimulant, agronomic additives
 - Spreading program for blended products
 - International market and distribution :
 - the development of the fertilizer market in Sub-Saharan Africa
 - Blended fertilizer in Ethiopia
 - Agriculture and nitrogen fertilizer consumption and production in China.

- Exchange between all in the exhibition hall

- Official statistics from UNIFA, true figures except the urea one which is under evaluated.
- Big decrease of straight
- The 10 years old quality manual needs to be updated.

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



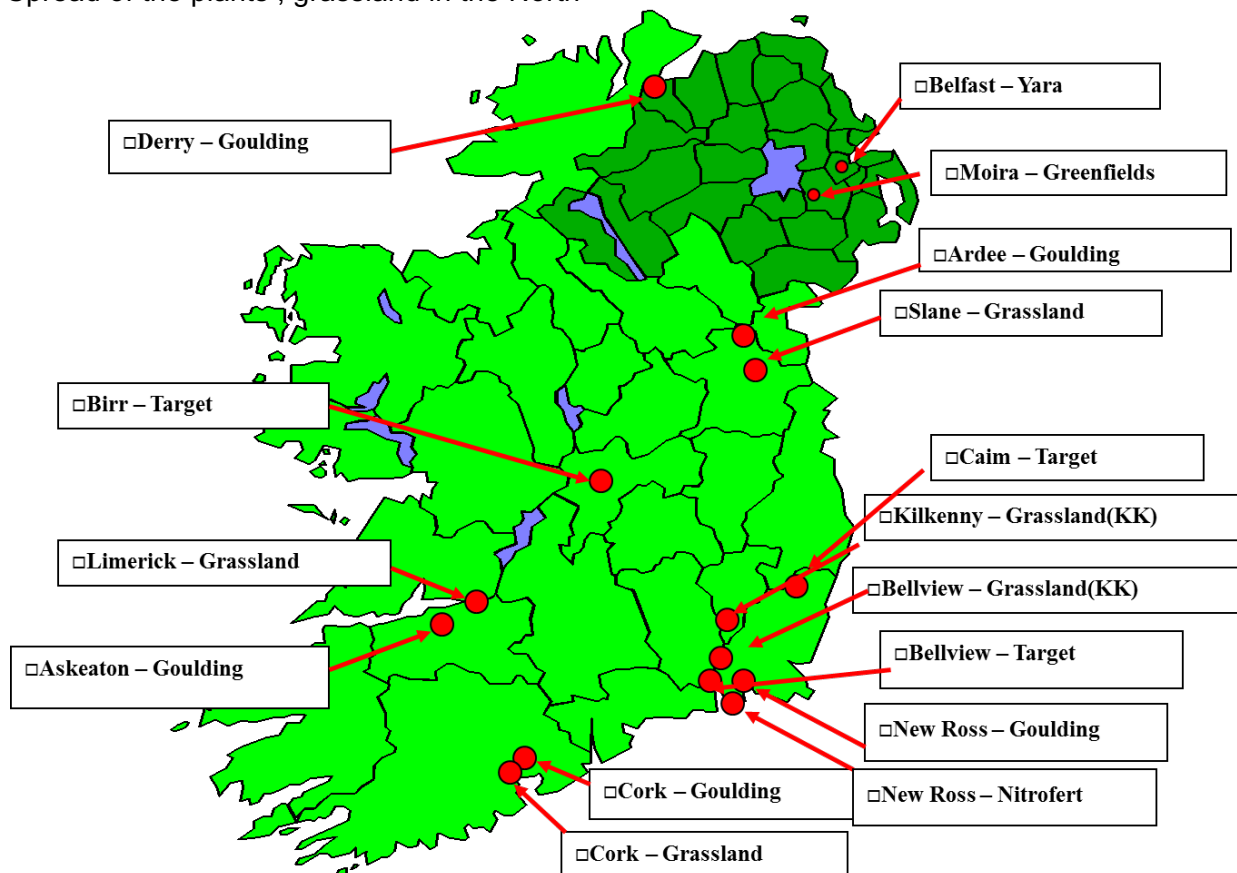
The 4 members are :

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

Industry profile (the average size is growing)

- 12 Wholesale 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.

Spread of the plants ; grassland in the North



Characteristics of 2015 season :

- ❖ Normal Over winter Fodder levels,
- ❖ Normal Start to the Growing Season,
- ❖ 1% increase in National herd,
- ❖ 3% increase in 1yr old plus animals,
- ❖ Increase in the National Kill & Live exports,
- ❖ Nett adult Herd position largely similar to 2013,
- ❖ Cereal acreage flat,
- ❖ Fertilizer volume decrease of 5.7%.

Overview of Market ROI

| Year | Total Tonnes |
|------------------|------------------|
| 2013/2014 | 1,402,000 |
| 2012/2013 | 1,487,000 |
| 2011/2012 | 1,220,000 |
| 2010/2011 | 1,267,000 |
| 2009/2010 | 1,420,000 |
| 2008/2009 | 1,170,000 |
| 2007/2008 | 1,240,000 |
| Year | Total Tonnes |
| 2006/2007 | 1,330,000 |
| 2005/2006 | 1,440,000 |
| 2004/2005 | 1,480,000 |
| 2003/2004 | 1,530,000 |
| 1995/1996 | 1,920,000 |

Grassland v Arable in Ireland

| Grassland | 90 | 85 | 66 | 76 | 82 |
|-----------|--------|----|----|----|---------|
| Arable | 10 | 15 | 34 | 24 | 18 |
| | % ha's | %N | %P | %K | Overall |

Fertilizer use by product

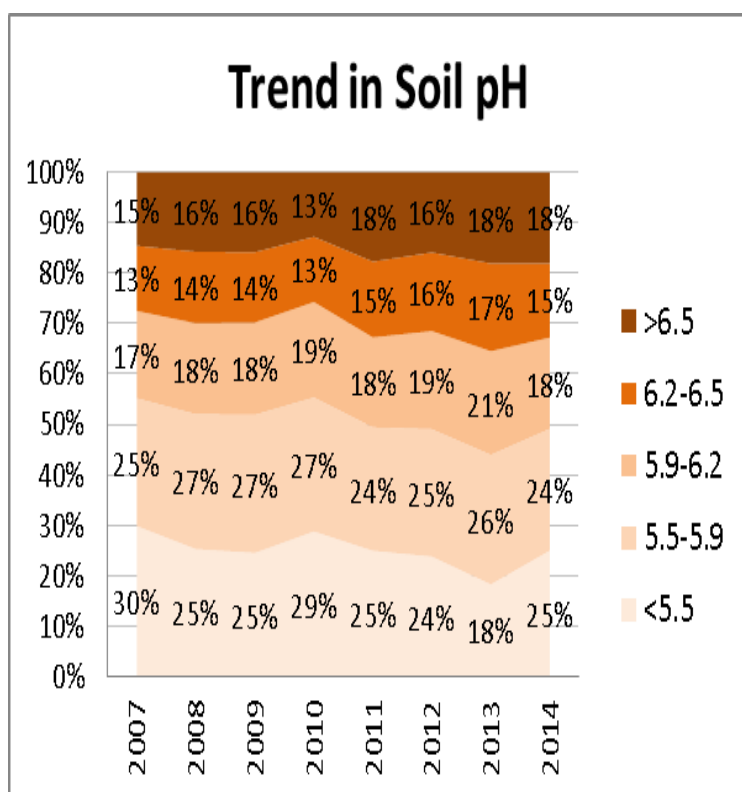
| Product | % of Market |
|---------|-------------|
| CAN | 43 |

| | |
|----------------------------|-----|
| Urea | 5 |
| Hi N –NPKs, (27s, 24s ...) | 28 |
| NPK's (18s, 10's ...) | 22 |
| PK's (0's) | 1 |
| P (straight) | 0.3 |
| K (straight) | 0.7 |

Fertilizer Sales - Nutrient tonnes

| Year | N | P | K |
|------|---------|--------|--------|
| 2010 | 362,000 | 29,340 | 75,000 |
| 2011 | 314,000 | 28,775 | 73,000 |
| 2012 | 300,000 | 27,421 | 81,000 |
| 2013 | 353,000 | 37,000 | 93,000 |
| 2014 | 332,000 | 36,000 | 94,000 |

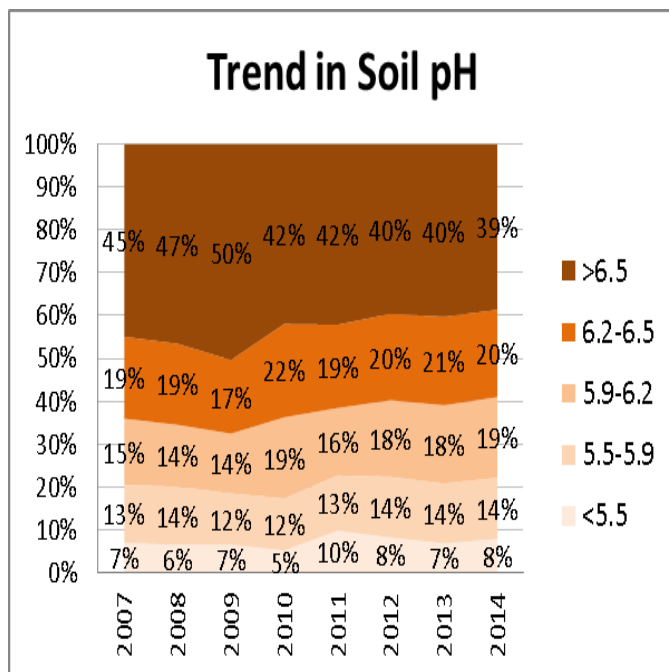
Soil pH in Grassland Soils 2014



67% of soils pH <6.2

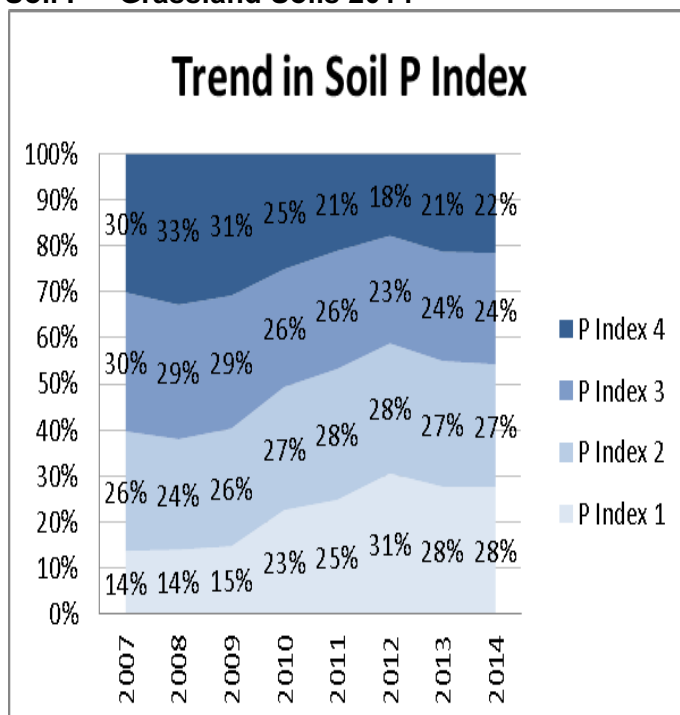
Dairy – 64%
 Drystock – 69%
 Major Concern! Target soil pH 6.3

Soil pH - Tillage Soils 2014



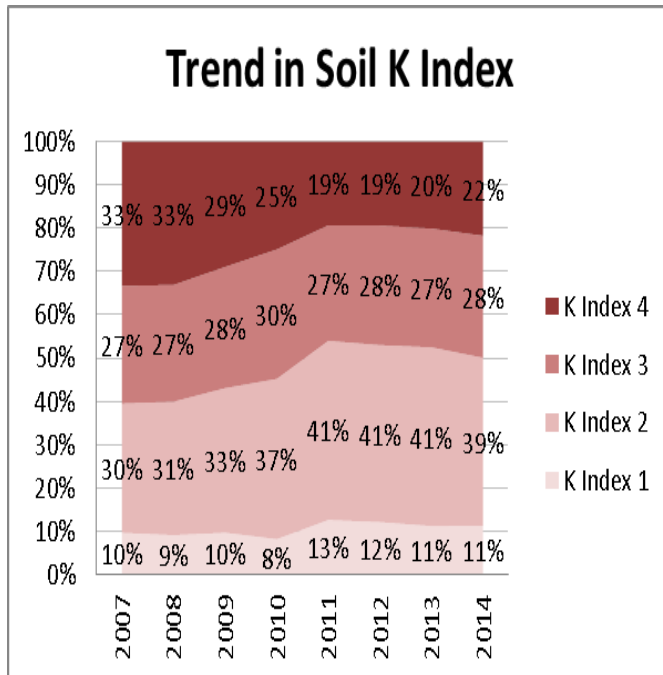
- 60% of Soils pH <6.5
- Major benefits from Liming
- Target Soil pH 6.5

Soil P – Grassland Soils 2014



- 55% of Soils Index 1 & 2
- Stabilized in last 2 years
- Target Index 3

il K - Grassland Soils 2014



- 50% Soils in Index 1 & 2
- Slight Improvement since
- 2013. 52% down to 50%

Soil Analysis in Summary

- 11% of soils tested have good overall fertility.
- 35% Grassland soils / 40% Tillage soils have pH at or above target.
- Soil P has stabilized in the last 2 years.
- Soil K has shown some improvement in the last 2 years

Food Harvest 2020 - Ireland

Assembly of all the stakeholders in Agricultural Production

- Farm Organisation Presidents.
- Food Marketing Organisations.
- Food Industry Chiefs / Senior Management.
- Fisheries & Forestry Organisations.
- Consumer & Retail Organisations.
- Economists, Accountants, & Bank Strategists
- Environmentalists.
- Congress of Trade unions representative
- Secretariat,

Food Harvest 2020 - Targets

Using reference 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)

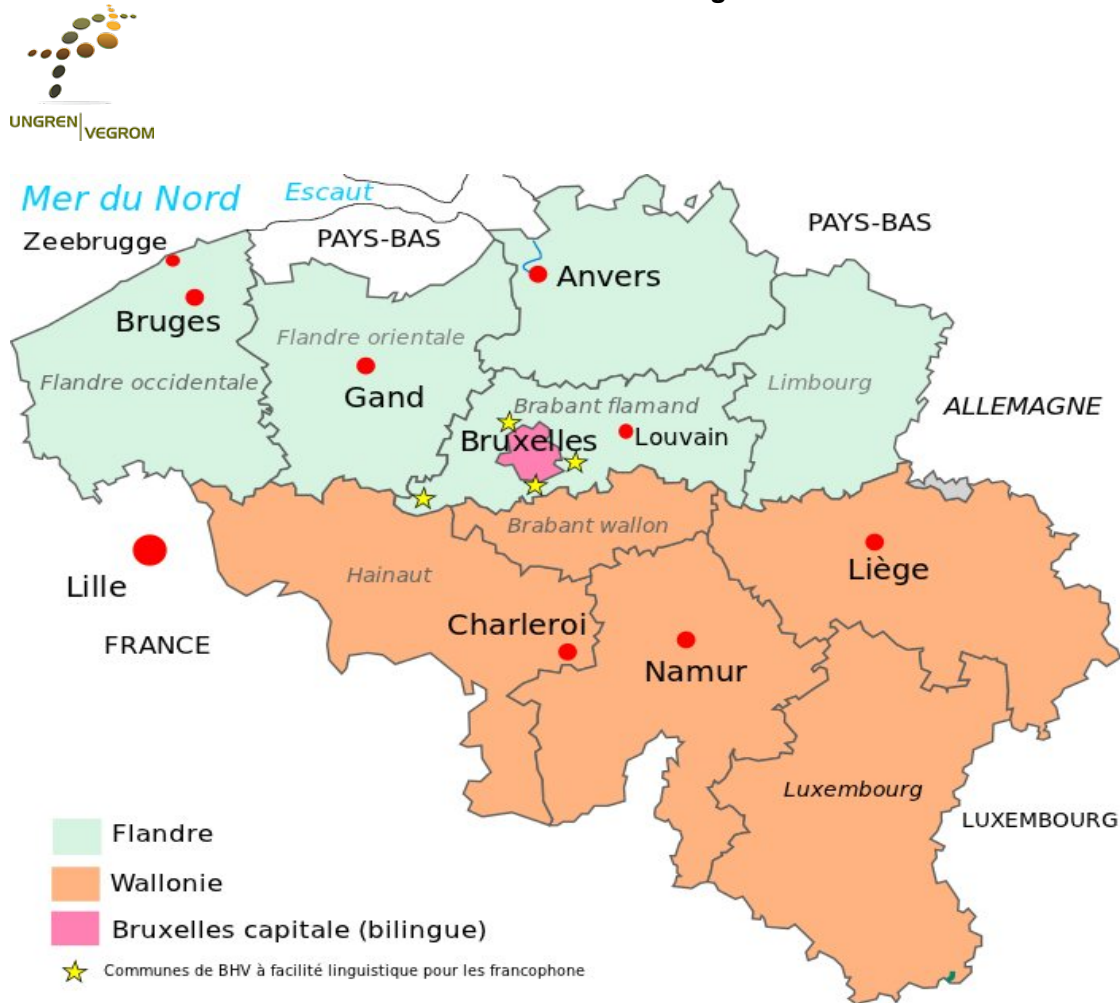
Food Harvest

- Farmers are maximising output from grassland.
- Milk Quota system ends 1st April 2015.
- Big push to lengthen the Grass grazing season
- Dairy Herd expected to increase by 30% to 1.4m dairy cows
- The new revised Beef target is already close to being met.
- FH 2020 will present Environmental Challenges

Outlook for 2015

- Animal numbers will increase significantly.
- Dairy Herd expected to increase by 10%.
- End of milk quota system will drive growth.
- Beef prices (390-410 c/kg).
- Beef Output will remain flat.
- Food Harvest 2020 will continue to drive expansion in the Sector.

→ **Pierre DETRY : UNGREN/MEKSON and the Belgium market**



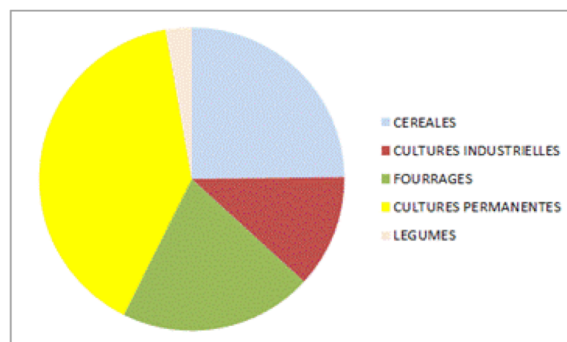
POTENTIEL AGRICOLE BELGE

Belgian agricultural potential

| | Belgique | | Wallonie | Flandre | | GDLux | | BeLux |
|----------------------|-------------------|--|------------------|-------------------|--|----------------|--|-------------------|
| EXPLOITATIONS | 39 904 | | 13 738 | 26 166 | | 2 167 | | 42 071 |
| | | | | | | | | |
| SAU | 1 337 205 | | 726 397 | 610 808 | | 131 105 | | 1 468 310 |
| | | | | | | | | |
| BOVINS | 2 579 210 | | 1 273 573 | 1 305 637 | | 193 037 | | 2 772 247 |
| Vaches laitières | 492 428 | | 212 578 | 279 850 | | 43 746 | | 536 174 |
| Vaches allaitantes | 473 298 | | 297 981 | 175 317 | | 40 116 | | 513 414 |
| PORCS | 6 193 957 | | 360 012 | 5 833 945 | | 89 158 | | 6 283 115 |
| VOLAILLES | 36 259 339 | | 5 073 996 | 31 185 343 | | 102 914 | | 36 362 253 |

POTENTIEL AGRICOLE BELGE

| | Belgique | Wallonie | Flandre | GDLux | BeLux |
|-------------------------------|----------|----------|---------|--------|---------|
| CEREALES | 329 392 | 185 443 | 143 949 | 28 839 | 358 231 |
| Blé | 201 605 | 130 124 | 71 481 | 12 997 | 214 602 |
| Maïs | 71 159 | 6 499 | 64 660 | 219 | 71 378 |
| CULTURES INDUSTRIELLES | 168 221 | 93 945 | 74 276 | 5 408 | 173 629 |
| Colza | 12 605 | 11 461 | 1 144 | 4 668 | 17 273 |
| Betteraves sucrières | 62 257 | 40 548 | 21 709 | 32 | 62 289 |
| Chicorées | 6 733 | 5 474 | 1 259 | 0 | 6 733 |
| Lin | 6 130 | 3 216 | 2 914 | 0 | 6 130 |
| Pommes de terre | 79 753 | 32 680 | 47 073 | 634 | 80 387 |
| FOURRAGES | 270 481 | 88 194 | 182 287 | 25 868 | 296 349 |
| Maïs | 175 504 | 56 741 | 118 763 | 13 055 | 188 559 |
| Prairies temporaires | 81 263 | 26 254 | 55 009 | 11 668 | 92 931 |
| CULTURES PERMANENTES | 516 402 | 337 116 | 179 286 | 59 912 | 576 314 |
| Arboriculture-Vignes | 16 171 | 1 554 | 14 617 | 1 512 | 17 683 |
| Prairies | 495 024 | 335 061 | 159 963 | 67 400 | 562 424 |
| LEGUMES | 39 697 | 12 325 | 27 372 | 62 | 39 759 |



BELGIAN MINERAL FERTILISER MARKET (average 2013/2014)

| | |
|-----------|--------|
| CAN | 350KT |
| N+S | 75 KT |
| UNA | 200 kT |
| NP/NK/NPK | 100kT |
| Others | 175kT |
| Total | 900kT |

Belgian mineral fertilizer market

Producers-Ports

| | |
|-----------------|--------------|
| Tessenderlo: | SOP |
| Prayon | P,PK |
| Eurochem | N,NS,NP,NPK |
| Yara | N,NS,UAN |
| Rosier | NS,NPK,PK |
| Timac | NS,NPK,PK |
| OCI (= NI) | N,NS,UAN,AS |
| Port of Gent | N,K,NP,P,UAN |
| Port of Antwerp | N,K,NP,P |

UNGREN / VEGROM

Creation in 1940 (75th anniversary)

Roles : article 2 : the union is meant to protect and develop the professional interests of its members. In order to reach this goal, it will tend :

- To develop among its members a real spirit of fellowship and to establish a loyal and sincere collaboration between the producers and importers of fertilisers.
- To establish, organize and manage, at the profit of its members, any propaganda and control body of nature to develop and clean up the fertilizer market.

Members : 17

Companies identified as wholesalers toward the industries.

Sales toward the traders and / or the farmers

90% of the distribution in chemical fertilisers

Membres / **Members**

| | | |
|-------------------|-----------------------|-------|
| • Aveve | Coop | NI |
| • Walagri | Coop | Fr |
| • Scorithom | Coop | NI |
| • Pillaert nv | Prv | NI |
| • Mekoson | Prv | Fr |
| • Scam | Coop | Fr |
| • Scar | Coop | Fr |
| • Janssens-Smeets | Prv (Van de Reidt NL) | NI |
| • Fertagro | Prv | NI |
| • Fertibat | Prv | Fr |
| • Timac | Indust. | Fr |
| • Rosier (LAT) | Indust. | FR/NL |
| • Aegten Nv | Prv | NI |
| • Seynaeve NV | Prv | NI |
| • Triferto | Prv | NI |
| • De Dobbeleere | Prv | NI |
| • Versis | Coop | Lux |

ACTIVITIES

Management of issues related to our activity and distribution of information

Contact with the authorities and other associations (Afsca, Synagra, Belfertil...)

Distribution of official information toward the traders (regulation, security problems, new law, labeling...)

Writing of self control guide

G-035 with the industry

G-038 for the traders

Writing security flyers and labeling issues

UNGREN / EFBA

- Representing Belgium in a European association focused on our activities.
- To be represented in front of the European authorities or other owing to your delegation.
- Share our problems and our solutions

4th POINT : THE CEN UPDATE OF THE EXPLOSIVE REGULATION – Eileen PULLINGER

CBRN-E Stakeholder Group

The EU Chemical, Biological, Radiological and Nuclear Warfare Group

- Terrorist threat detection and identification
- Warning and reporting
- Physical protection
- Hazard management
- Counter measures and support
- Research & training
- Inter-agency communication.
-

CBRN-E Stakeholder Group aims to enhance the security of explosive materials to address the threat from terrorists. Fertilisers are near the top of their agenda due to their use in IEDs. The CBRN-E Group oversees the work of the Standing Committee on Explosives Precursors which drafted and implemented the Explosives Precursors Regulation.

All these Groups have Action Plans. DG Home Affairs has been integrating these plans.

EU Explosives Precursors Regulation 98/2013

- Implemented 2nd September 2014
- Requires Member States to restrict sales of certain substances and mixtures that can be used for the illicit manufacture of explosives
- MSs must set up licensing or registration procedures for sales of certain substances to the general public.

-

The reporting of suspicious transactions/enquiries from both public and professional users is now mandatory

Sales of Precursor Chemicals to the General Public : restriction

- Members of the public must be registered or possess a valid licence before being supplied with 7 regulated substances above a concentration threshold: hydrogen peroxide, nitromethane, nitric acid, sodium chlorate, potassium chlorate, sodium perchlorate, potassium perchlorate. (Annex 1)
- B-2-B transactions are exempt from this requirement.

Reporting of Suspicious Transactions, Losses and Theft

- Suppliers to both the general public and to businesses must report suspicious transactions, disappearances and thefts (at all concentration levels) of any of the 8 following reportable substances listed in Annex 2 to their National Contact Point.
- AN
- acetone
- hexamine
- sulphuric acid
- potassium nitrate
- sodium nitrate
- calcium nitrate

Guidance

- A Guidelines document, a poster, guidance leaflet and a form to report suspicious transactions, disappearances and thefts have been posted on the DG Home Website. These are in English only
- The Commission will not be translating these. Member States must do this themselves.
- Italy, Netherlands and Sweden have already done this. Other Member states are still working on this.

Reporting of Suspicious Transactions, Disappearance and Thefts: Italy

Member states are required to set up a contact point where companies can report suspicious transactions, disappearances and thefts.

National Contact Point for Italy: Ministero dell'Interno, Direzione Centrale della Polizia Criminale, Servizio S.C.I.P., call +390646542182 or precursori@dcpc.interno.it

Complying with the Regulation

Identify which of your products are affected by suspicious transaction reporting requirements. Implement a system that reminds sales staff that a product requires suspicious transaction reporting.

Be clear with staff about what constitutes suspicious behaviour.

Make sure staff knows how to record suspicious transactions. Prepare a training manual.

Explain to staff how to refuse a sale.

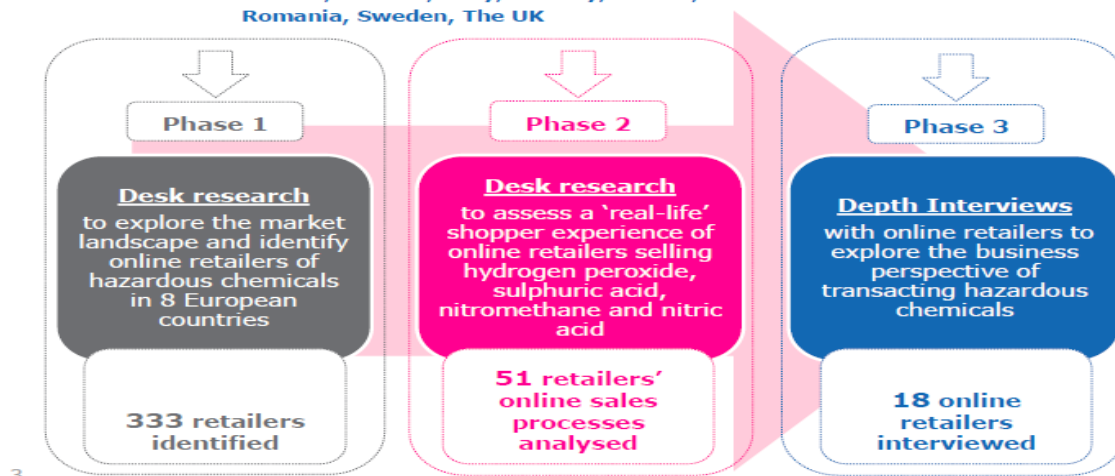
Procedures and Penalties for Non-compliance

- Set by each Member State. Can be licensing or registration and penalties for non-compliance will vary from state to state.
- In the UK a licence is required. Obtainable from the Home Office, the licence lasts for 3 years and costs £39.50. A maximum purchase quantity is stipulated.
- Failure to obtain a licence incurs a penalty of up to two years in prison
-

Failure to report a suspicious transaction up to 3 months in prison.

UK funded research into internet sales

- **Multiple research methodologies**
- **3 distinct, interdependent research phases**
- **8 countries** – Greece, Holland, Italy, Norway, Poland, Romania, Sweden, The UK



- Research company are engaged with Ebay and Amazon.
- UK is preparing a Code of Conduct for online sellers which will
- be made available to all Member States

PREVAIL

The PREVAIL (Precursors of ExplosiVes: Additives to inhibit their use including Liquids). EU Project designed "to inhibit the use of some common materials for use as precursors to explosives and to allow for easier detection".

- by adding inhibitors to prevent them from being used to manufacture IEDs
- by adding markers to allow for easier detection

JIEDDO : Joint Improvised Explosives Device Defeat Organisation, USA

Proposals include:

- Introducing colorants
- Make fertilisers less detonable
- Tighter security measures
- Better awareness,
- Education & training

Global Shield

World Customs Organization is targeting 14 designated explosive precursor chemicals (including 5 fertilisers) in its battle against IEDs It has developed detection kits to detect such chemicals

A 'Duty Belt Kit' is able to identify whether a substance is an explosive precursor in a few seconds. If there is a positive reading, the suspect material is checked in more depth.

Project Watchmaker :

- Launched by Interpol in October 2014, the Project's aims are to establish a database of known and wanted persons involved with the manufacture and use of IEDs.
- Interpol will issue 'Global Alerts' on any transnational movement of bomb makers.

IFA 'Protect and Sustain

- Enhanced security controls. Three certification levels. IFA members from developed nations expected to join highest level - which is based on EU (Fertilizers Europe) Product Stewardship security standards.
- IFA set up dedicated Task Force (of national experts) on Fertilizer Security. Meetings with JEIDDO, OSCE, WCO.

'Message Map' (awareness campaign) on Fertiliser Security.

OSCE

Organization for Security and Co-operation In Europe

- Series of roundtable meetings 2012-2014 to enhance implementation of Preventative Measures of the Terrorist Bombings Convention. (Funded by Australia & Germany).
- Austria
- Armenia
- Kosovo
- Bosnia
- Kyrgyzstan
- Tajikistan
- Kazakhstan
- Mongolia
- Fertiliser security high on the agenda at all these meetings.

6th POINT : The IFS activities –Maarten BRAND

Officers 2014/2015 : 2 x UK, 1x BE

Council members : 5 x UK, 1x NL, 2x FR, 1x FI, 2 x NO, 1 x BE

M.J. Brand : 15 April 2010 – April 2016

2-3 July 2014 / Technical Conference / London

10-11 December 2014 / Agronomic Conference / Cambridge

- 742 Sulphur Availability from Organic Materials applied to winter wheat
- 743 Environmental constraints on new plant construction in the USA
- 744 History, development, status and opportunities for Kiln Phosphoric Acid
- 745 Detection and localisation of leakages in toxic/flammable chemicals pipelines using distributed fibre optic sensors
- 746 Sulphuric acid technology: past, current and future developments
- 747 Ammonia technology development from Haber-Bosch to current times
- 748 Management of fluorine in phosphoric acid production
- 749 First practical experience with robot inspection of ammonium storage tanks
- 750 Towards fertilisers for improved uptake by plants
- 751 Assessing the carbon footprint of fertilisers at production and full LCA
- 752 in press
- 753 Spatial variation of soil mineral Nitrogen as a guide to sampling for site/specific management
- 754 Assessment and prediction of nitrogen mineralisation and its effect on crop productivity
- 755 Improved phosphorus fertilisation based on better prediction of availability in soil
- 756 Chlorophyll a fluorescence / a novel tool for diagnosis of manganese deficiency in crops
- 757 Changing concepts for the efficient use of phosphorus in agriculture
- 758 Long/term trials comparing production efficiencies of conventional and improved cropping Systems
- 759 Effect of soil pH on emissions of nitrous oxide

- 760 Comparison of urea and ammonium nitrate in long/term trials \pm synthesis of ten years of Experimentation
- 761 Comparing heavy metal contents in crops receiving mineral fertilisers and animal manure
- 762 Ammonia volatilisations after application of fertilisers and organic products : potential for Updating emission factors

Copies of all Society Proceedings are available at £ 12,50 ea. from International Fertiliser Society,

www.fertiliser-society.org

Proceedings Menu : by number / authors back to 1947

Production / storage-transport-distribution

Production / manufacturing processes / blending

Legislation Quality control / sampling Safety

Supporting the Cambridge conference : An interactive Poster Session, 2012/2014 : 17 - 31 - 35. covering a wide range of fertiliser and plant nutrient-related topics.

The Fertilizers Europe and European Fertiliser Blenders Award (I pad 4) is sponsored by Fertilizers Europe and the European Fertiliser Blenders Association. (F.E. : € 150 / E.F.B.A. € 150)

Winner 2012 : Dr Lizzie Sagoo of ADAS Boxworth (UK)

Winner 2013 : A. (Debby) van Rotterdam of Nutrient management Institute. the Netherlands.

Winner 2014 : P. (Patrick) Forestall of Teagasc. Awards were presented at the Conference Dinner.

23-24 June 2015 / Technical Conference / London

10-11 December 2015 / Agronomic Conference / Cambridge ifslondon

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

Some presentations are still uncompleted :

- ✓ Kevin McARDLE
- ✓ Jo GILBERTSON
- ✓ Pierre-François DUMAS
- ✓ Jean-Christophe VILLAIN
- ✓ Philibert de MOUSTIER
- ✓ Estelle VALLIN.

Will to increase the coordination between the EFBA website and those of the different associations.

7th POINT : ANY OTHER BUSINESS

None.

8th POINT : next meetings

The next EFBA meetings will be held in Brussels on :

- **September 22, 2015** from 9 am to 6 pm : Pierre DETRY is looking for a meeting place.
- **January 12, 2016** : meeting in the prospect of the WG

The next EFBA general assembly will be held :

- **April 12, 2016**, in Bologna (Italy). Pier Luigi GRAZIANO is taking care of the organisation. The dinner will be the day before the meeting.

END OF THE MEETING