

June 2nd, 2013

EFBA GENERAL ASSEMBLY MARCH 20 & 21, 2013 IN IRELAND

MINUTES

Participants :

GERMANY - BVDM: Jan BRÖRING, Heinrich JANINHOFF

FRANCE - AFCOME: Philibert de MOUSTIER – Christophe VILLAIN

NL - NVB : Maarten J. BRAND

UK - AIC : Jo GILBERTSON – Eileen PULLINGER

ITALY – AIF: Pier Luigi GRAZIANO

IRELAND - Kevin Mc ARDLE – Tim O'MAHONI

EFBA secretary general: Pierre-François DUMAS

Interpreter : Marie Pozzo di Borgo

Excused : **PORTUGAL** – INTERADUBO : Ana FRANCO, Fernando FRANCO and SPAIN

1st DAY / MARCH 20

8.30 a.m : opening of the meeting by Maarten BRAND, President of EFBA.
Thanks to Kevin Mc Ardle and Tim O'Mahoni to welcome the EFBA delegation in Dublin. Each member introduces him/herself.

1st POINT: ADOPTION OF THE DRAFT AGENDA

The agenda is adopted. The standard contract and legislation in Brussels issues are added to the agenda

2nd POINT : ACTIVITY REPORTS FROM EACH ASSOCIATION

→ **Kevin Mc ARDLE and Tim O'MAHONY: IFMA and the IRISH market**
(ref PowerPoint).

Kevin Mc Ardle makes a presentation of the Irish association (IFMA) composed of 4 members :

- Goulding chemical
- Grassland fertilizers
- Goulding fertilizers (Kilkenny)
- Target fertilizers

Represents 59% of the total distribution of fertilisers.

No primary manufacturer, all is imported.

Different items on the presentation : key statistics of Republic of Ireland, Irish land use (80% pasture), the market (continuous decline – 260T in 2011/2012), delivery system (20% of bulk, 55% of 500kg big bags (palletised by 4), 25% of 50kg bags (2 tonne pallets)), 200 customers, seasonality of fertilisers in Ireland just like in the rest of Europe, total market 1.210.000 Million tonnes.

Current issues :

- ✚ New EU regulations: 4 working groups heavily impact on manufacturers, need to address them in the name of EFBA.
- ✚ The system of declaration (label) is very difficult to apply for small lots, use pre printed bags. Pier Luigi Graziano adds that the label consists of declaring the main components and demonstrating that use the right amount of the different components and eventually to show that the difference is due to segregation. This is only a suggestion from the working group.
- ✚ High level of tolerances to be introduced makes things difficult.
- ✚ Traceability system is difficult for small producers.
- ✚ To give the origin of each components is compulsory. Remarks are made on the exact meaning of "origin" (misunderstanding), it does not mean country of origin but the origin of the blend itself.
- ✚ New possible tax on plastic packaging.
- ✚ 13,5% of unemployment in Republic of Ireland for a population of 4.5 millions inhabitants.
- ✚ Farm income increased of 48% in 2010: competitiveness improved because of government actions.
- ✚ P and K replaced by P.
- ✚ Common agricultural Policy (CAP reform): fight for flexibility since only the people who farm get the payment, hope to maintain a 1.6 billion budget, productive farms could lose from 3 to 5% of their current pay.
- ✚ In 1984, Ireland produced 7 billion litres of milk like New Zealand, today the same quantity and NZ 19 billion litres.
- ✚ For 2020, a plan is put in place to increase primary production (Ireland produce 1% of total world production; 4th largest exporter of beef, 90% of the production is exported mostly in UK, high quality meat).

➔ **Maarten J. Brand : NVB and the Dutch market** (Overview of the European blending market in 2008-2012).

Consumption (1000 tonnes of nutrients) :				<i>(source : Fertilizers Europe)</i>	
	N	P2O5	K2O		Total
2007/2008	251	39	42		332
2008/2009	239	25	29		293
2009/2010	239	24	35		298
2010/2011	233	24	36		293
2011/2012	233	23	39		295

Inland sales of chemical fertilizers (1000 tonnes of nutrients) :				<i>(source : NL /LEI)</i>	
	N	P2O5	K2O		Total
					339,4
2007	257,5	36,1	45,8		294,1
2008	238,1	26,7	29,3		254
2009	225,7	9,9	18,4		256
2010	219,5	30,7	5,8		

Inland sales of N, P and K in mixed fertilizers (1000 tonnes of products) :					(source : NL/LEI)
					Total
	N	P2O5	K2O		
2007	36,3	29,5	23,7		82,6
2008	42,8	24,7	15,1		33,9
2009	19,9	8,6	6,3		71,3
2010	20	26,9	24,4		

Inland sales of N, P and K in mixed fertilizers and blends (1000 tonnes of products) :					
					total
circa	straight	mixed	blend *)		
2008	863 000	82 000	40 000	4%	851 000
2009	732 000	34 000	85 000	10%	941 000
2010	766 000	71 000	104 000	11%	1 087 000
2011			115 000	11%	
2012			125 000		

*) export not included

2009			
Nitrogen	Phosphate	Potassium	Dolomite
75% CAN		53% 60pc	50% calc.carb.
16% divers	13% super/triple	34% NPK etc	24% dolokal
9% NPK etc	87% NPK etc	13% divers	26% divers

Comments :

- ✚ Should find the consumption of nutrients for each country, interesting data (ref. Fertiliser Europe website). Better figures needed to have a real photograph of the blending.
- ✚ In 2012, 125.000 T of blends, blending is slowly increasing.
- ✚ Maarten Brand proposes to send by email to each participant the information from the LEI (Wageningen University) on the price paid by the farm for the products that are delivered.
- ✚ The map of Holland shows that there are rivers/canal all over the country that allow all transport by boat at low cost.
- ✚ Members of the N.V.B. (18) represent 90% of the blends in Holland.
- ✚ Last year, information on the quality system was given (ref Minutes Portugal 2012). Since then, two new members are implementing the system in the North and the Southwest that means 4 members from all over the country are applying the system. Expect pressure from the government to use the quality system BlendPlus!

→ **Pier Luigi GRAZIANO –AIF and the Italian market**
(ref. Power point blended fertilisers in Italy)

Comments :

- + 260 fertiliser manufacturers, 1200 registered.
- + 8 blended fertiliser companies produce 50% of the total blended fertilisers.
- + The ISTAT figures given are very reliable.
- + The trend in Italy is that some small companies are making specialised formulations. NPK complex fertilisers import is decreasing while simple straight fertilisers are increasing (general crisis due to drought). Farmers prefer to buy straight fertilisers that are cheaper.
- + P is losing share and P deficiency might appear. No change expected in this critical situation in 2013.
- + Pier Luigi Graziano is involved in the working group 4 in Brussels. In his opinion, the quality system of Holland is hard to apply to large countries with many manufacturer and retailers.

→ **Heinrich JANINHOFF and Jan BRÖRING : BVDM and the German market** (ref PowerPoint overview of blending market and research program)

Comments :

- + 2008-2009 was a catastrophic year and the situation is improving since.
- + P205 has the lowest level ever.
- + NPK reduced a lot.
- + Long winter last year, strong frost damage
- + Today, 90-95% is spread while there is still snow in Germany. Although expect some damage on the crops should be ok, adds Jan Broering.
- + The consumption of fertilisers has decreased of 8%. Encourage P and K for nitrification.
- + Another issue is the alternative energy. The government guarantees the price for the next 20 years. Increase to 3200 mw for 2012 (compared to 1608 mw in 1996).
- + BVDM represents 65% of the market; 200 blending stations mainly concentrated in North west in Bavaria.
Nb : KAS =CAN ; Harnstoff = urea, AHL = liquid nitrogen ; andere = others

Fertiliser prices :

- + CAN/KAS 285€/T
- + Urea : 398€/T
- + Liquid nitrogen : 245€/T
- + CAN even cheaper today : 270€/T
- + Prospect : increases of prices and low uses of P, K and Pg.
- + 90% is delivered directly to the farmers (no storage), the mixture is done on demand.

→ **Jo GILBERTSON – A.I.C. and the British market**
(ref. AIC fertiliser statistics 2013 report)

Comments :

- ✚ AIC represents 91% of fertiliser market in the UK. The ammonium nitrate is the main fertiliser. The producers are in the north and Northwest of England.
- ✚ The cost is becoming a major problem (have to import gas and thus become vulnerable especially towards Russia). UK is also experiencing an interesting time with a consolidation of blenders. Used to have Yara with strong base
- ✚ 66% of total ha were allocated to cereal crop ; 50% to grass
- ✚ Overall decrease of nutrient application.
- ✚ There is a real need to educate the farmers, ignorance of what they buy.
- ✚ AIC is waiting to see what will be the European legislation. High heavy metal content affects phosphate.
- ✚ Jo Gilbertson will go to Brussels at the place of Eileen Pullinger by the end of April while Eileen will step back and remain consultant of AIC.
- ✚ At the moment the UK government is concerned of the official definition of the blending. Need to collect what we know from all European countries.

→ **Pierre-François DUMAS and Christophe VILLAIN– AFCOME and the French market (ref figures of global market)**

Christophe Villain

Afcome presentation: 21 members all over France who represent 71% of the market. Member size is increasing too.

Afcome actions :

- ✚ Standard contract to be proposed to each supplier.
- ✚ 13th international meeting of Afcome on October 23-25, 2013



Fertilizer deliveries to the distributors 2008/2009 to 2011/2012					
GLOBAL MARKET (KT) *	<i>01 / 02</i>	<i>08 / 09</i>	<i>09 / 10</i>	<i>10 / 11</i>	<i>11 / 12</i>
AN	3 216	3 045	3 056	3 105	2 917
UAN	2 210	2 018	1 983	2 335	1 960
UREA	671	671	625	855	565
Total straight N	6 173	5 993	5 895	6 591	5 720
Total straight P	445	143	299	341	257
Total straight K	768	302	370	559	411
PK	1 086	528	411	646	537
NP/NK/NPK (ex OM)	2 430	1 010	1 230	1 460	1 400
TOTAL COMPOUND	3 516	1 538	1 641	2 106	1 937
TOTAL FERTILIZER MARKET	11 100	8 090	8 311	9 720	8 456
TOTAL AFCOME	2 600	3 543	4 877	5 700	6 300
AFCOME CLOBAL MARKET SHARE	23%	44%	59%	59%	75%
BLEND MARKET (KT) **					
TOTAL France	1 200	600	650	700	700
% BLEND / COMPOUND	34%	39%	40%	33%	36%
AFCOME	500	364	401	451	500
% AFCOME / BLEND MARKET	42%	61%	62%	64%	71%
Number of blending plants	295	250	240	240	240

* UNIFA figures

**Estimate figures

Comments :

- ✚ 9 MT of product in France
- ✚ Afcome : 5 MT distributed
- ✚ 2011/2012 : 700 MT blended in France
- ✚ 240 blending facilities

Global market :

- ✚ AN is the main product.
- ✚ UAN mainly in the North of France.
- ✚ Urea is increasing this year : 700T (2010/2011: 855T - 2011/2012 : 565T).
- ✚ Blend is maintaining its volume.
- ✚ The Afcome global market is expanding owing to 2 new big members.
- ✚ Big increase of sulphur product (ammonium nitrate and urea).

Pier Luigi Graziano adds that the availability of sulphur is an issue.

Pierre-François Dumas indicates that it comes from Roullier, Fertinagro, Ebré (new plant in Spain), and OCI.

Farmers though buy at the very last time.

Jo Gilbertson adds that the farmers are powerful groups that ask for fixed prices.

An answer, according to Pierre-François Dumas, is to settle a common contract.

Germany agrees on that. Need to discuss that subject at the European level and need EFBA help.

Pierre-François Dumas sends to Jon Broering and to all the members the English version of the contract. Can this way use the example of AIC. Yet need the arbitration of the Chamber of Paris.

Jo Gilbertson mentions that do not know the conditions in which this contract is used, will provide the information shortly. Usually, contracts are confidential in the UK. Need to know if it is used or not. Need a more equilibrate contract for fertiliser in the interest of the suppliers too.

This project is one of the main targets for EFBA. At European level, France and Germany are the leaders of this project supported by UK with the influence of Italy and Holland.

→ ***Situation of SPAIN and PORTUGAL***

SPAIN

Pierre-François Dumas says that Spain will not come back in EFBA till the moment they find more benefits in joining. This is the official reaction. It is actually a problem of money since Acefer lost 3 members that went bankrupt.

According to Pierre-François Dumas if informs about the new projects of EFBA that will encourage their come back. Some members are ready to join again.

3 possibilities for EFBA:

- 1/ Contact directly Acefer
- 2/ Contact suppliers of blenders units : the President of EFBA has liste of 40-50 contacts.
- 3/ Wait for Acefer's own initiative

Pierre-François is expecting that Acefer will take the initiative in near(?) future. EFBA must keep on working. Acefer will follow the benefits of EFBA. We will wait; no special action for the moment. EFBA needs Spain.

PORTUGAL

An email with the figures was sent to Maarten Brand. Portugal was very positive after the last meeting. On February 19, Maarten sent an email referring to the 2013 general assembly.

On March 14, he got a phone call from Fernando FRANCO informing him of the uncertain situation of INTERADUBO, we shall wait and see till the end of April. Problem paying the fees as the amount was based on a single company membership. Interadubo will continue its activity but on a smaller scheme. Marteen will keep the contacts with Portugal.

Overview on the European Fertilizer Blending Market in 2010– 2012

Consumption in tones of products

F.U.	2010	2011	2012
N	46%	43%	44%
P	3%	4%	4%
K	1%	2%	2%
NP/NK/PK/NPK	50%	51%	50%
Total	< 460.000	< 420.000	<385.000

Country	E.F.B.A. member	(estimated) 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
2009	INTERADUBO	<400.000	14.000	85 %
2010	INTERADUBO	< 460.000	20.000	70%
2011	INTERADUBO	<420.000	18.000	70%
2012	INTERADUBO	<385.000	15.000	90%

Other potential member countries (Maarten Brand) :

- Belgium : 40-50 blenders, contacts are increasing ; still not organized
- Denmark : research / Maarten
- Poland : no priority
- Austria : 20 blenders; research / Maarten

LUNCH

AFTERNOON

3rd POINT : EFBA ACCOUNTANCY

(ref. Balance sheet and profit and loss dec. 2012, profit and loss 2012)

BALANCE SHEET ON 2011/12/31			
ITEM	ASSETS	ITEM	LIABILITIES
OWING TO EFBA		FREE CAPITAL ON 2012/01/01	21 178,45
DEBTORS MEMBERS			
AIC	4 360,00		
INTERADUBO	1 100,00		
OTHER DEBTORS			
PAGES JAUNES		OTHER CREDITORS	
BRAND	1 199,96		
BANK ON 2012/12/31	22 553,86		
BANQUE POPULAIRE OCCITANE ALBI		FREE CAPITAL ON 2012/12/31	22 553,86
BALANCE		BALANCE	6 659,96
TOTAL	29 213,82	TOTAL	29 213,82

PROFIT AND LOSS 2012 FROM JANUARY 1ST TO DECEMBER 31ST					
ITEM	COST 2012	BUDGET 2012	ITEM	INCOMES 2012	BUDGET 2012
SECRETARY GENERAL (VAT INCLUDED)	5740,8	4784	MEMBERS SUBSCRIPTIONS	13 000,00	17 160,00
PRESIDENT TRAVEL EXPENSES	362,41	3000	A.IC	0,00	4 260,00
SG TRAVEL	958,22		BVDM	2 880,00	2 880,00
AMINISTRATIVE AND FINANCIAL COSTS	136,2	420	NVB	1 730,00	1 730,00
COMMUNICATION+ PUBLISHING			AFCOME	4 590,00	4 490,00
WEB SITE		2037	AIF	2 800,00	2 800,00
INTERPRETING		1000	ACEFER	0,00	0,00
ANNUAL MEETING ACCOMODATIONS IN LISBOA	4709,66	5500	INTERABUDO	0,00	1000
I.F.S BUDGET	3205,62	2000	IRISH FERTILIZER MKT ASS	1 000,00	
			ACCOMODATION REFUNDS	500,00	700,00
			A.IC	0,00	100
			BVDM	200,00	200
			NVB	100,00	100
			AFCOME	100,00	100
			AIF	100,00	100
			ACEFER	0,00	0
			INTERABUDO	0,00	100
SUBTOTAL	15112,91	18741	SUBTOTAL	14 000,00	18 560,00
BALANCE	-1 112,91	181,00	BALANCE		
TOTAL	14 000,00	18 922,00	TOTAL	14 000,00	18 560,00

Comments :

- + Balance : 6659.96€
- + Pierre-François Dumas spent 6 days in Brussels more than what was budgeted.
- + ISF/TRAVEL expenses put together in 2013
- + Cost of the website on the 2013 budget : 2900€
- + AIC payment of fees is missing + Acefer and Interadubo
- + Yearly cost for the maintenance of the web site : 600€ to Marie
- + Fees of 1000€ for IFMA for the 6 months membership 2012 then 2500€ in 2013 and 3000€ in 2014 (agreed in mail August 24th, 2012)

Discussion on the calculation of the fees to be paid by member association. That is the amount of blended fertiliser declared by each associations multiplied by a factor = amount in €. An alternative was to compare in terms of size the different organisations.

Ex. Afcome/AIF =big organisation

AIC/BVBM = same size

Also estimate that the cost be affordable

Jan Broering checked and agreed on the budget.

4th POINT : VALIDATION OF 2013 BUDGET AND THE LAST GENERAL ASSEMBLY MINUTES

DRAFT BUDGET 2013

PROFIT AND LOSS 2012 FROM JANUARY 1ST TO DECEMBER 31ST							
ITEM	COST 2012	BUDGET 2012	BUDGET 2013	ITEM	INCOMES 2012	BUDGET 2012	BUDGET 2013
SECRETARY GENERAL (VAT INCLUDED)	5740,8	4784	5000	MEMBERS SUBSCRIPTIONS	13 000,00	17 160,00	
PRESIDENT TRAVEL EXPENSES	362,41	3000	3000	A.IC	0,00	4 260,00	4260
SG TRAVEL	958,22			BVDM	2 880,00	2 880,00	2880
AMINISTRATIVE AND FINANCIAL COSTS	136,2	420	500	NVB	1 730,00	1 730,00	1730
COMMUNICATION+ PUBLISHING				AFCOME	4 590,00	4 490,00	4490
WEB SITE		2037	3000	AIF	2 800,00	2 800,00	2800
INTERPRETING		1000	1000	ACEFER	0,00	0,00	
ANNUAL MEETING ACCOMODATIONS IN LISBOA	4709,66	5500	3000	INTERABUDO	0,00	1000	
I.F.S BUDGET	3205,62	2000	2000	IRISH FERTILIZER MKT ASS	1 000,00		1000
				ACCOMODATION REFUNDS	500,00	700,00	
				A.IC	0,00	100	
				BVDM	200,00	200	
				NVB	100,00	100	
				AFCOME	100,00	100	
				AIF	100,00	100	
				ACEFER	0,00	0	
				INTERABUDO	0,00	100	
SUBTOTAL	15112,91	18741	17500	SUBTOTAL	14 000,00	18 560,00	17 160,00
BALANCE	-1 112,91	181,00		BALANCE			
TOTAL	14 000,00	18 922,00		TOTAL	14 000,00	18 560,00	

Comments :

- ✚ Heinrich Janinhoff points out the research program payment. 2 invoices of 3.500€ were paid, 3200€ remain unpaid.
- ✚ In 2013, Pierre-François Dumas will spend less time in Brussels.
- ✚ Mix President expenses and ISF on the same budget line, 2013 budget : 5000€ (3000€ + 2000€).
- ✚ Minutes from 2005 available on the private space of the EFBA website. Ask to Marie for pass words.

Comments :

General Secretary and President of Afcome are to be nominated every 3 years. Originally the President was from Germany and the General Secretary from France.

General secretary :

Pierre-François Dumas agrees to remain 1 more year General secretary for a period of transition with Christophe Villain (Permanent Director of Afcome). Pierre-François Dumas will go to Brussels if necessary. When necessary Maarten Brand will go to the Brussels meetings (is member of the working group also). This period will have no impact on the budget.

The assembly agrees on electing the future General Secretary next year.

President :

Maarten Brand has been president for 3 years. Election should be organised. Leave it up to next year,

Yet Maarten Brand points out that this will be his last period as President.

5th POINT : Heinrich JANINHOFF - advancement of the research program

(ref Power Point : comparison of different fertiliser systems with regard to plant nutritional, ecological and economical efficiency)

The research program is a scientific work mainly sponsored by the German blender association. It consists of a comparison of different systems. Prof BRÖRING (marketing aspect), Prof Hans-Werner (research) and Katrin BÖHLENDORF (Master of science in agriculture) are involved.

Total budget : 83.700€

The general framework of the research program is presented to the members. Heinrich Janinhoff, after the agreement of professor BÖHLENDORF (must check in April if ok to send the figures before their publication) will send it to each members who, once having had a look at it, will be able to send back all the questions to be asked.

Should communicate on the average costs notified in the research program though need to have more details on how they were calculated.

Pierre-François Dumas asks if he could attend the presentation of the research program to the German and Dutch members and also if Professor BÖHLENDORF could come to the international meeting of Afcome in Beaune in October 2013. A presentation to the Dutch blenders is planned for January 2014.

Maarten Brand suggests to put it in the IFS agenda for Cambridge 2014 and adds that EFBA must be convinced about quality as the public might be critical. Pier Luigi adds that it would be more efficient to present this project in an event that is not organised by members of EFBA. The delay is negligible.

6th POINT : **Maarten J. Brand - IFS work presentation**

(ref. Note The International Fertiliser Society)

The International Fertiliser Society

Officers 2012/2013: 3 x UK

Council members : 3 x UK, 2x NL, 1x FR, 1x IT, 1x BE, 1 x FI, 1x DK (3 years)

M.J.Brand since April 15, 2010

P.L. Graziano : 1999-2004 president 2002/2003 and since 2011

2011 : Society Open Meeting - London – in April one day
: Autumn Technical Meeting –London – in September one day
: Annual Conference – Cambridge –December two days

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

10 th May 2012 / Society Open Meeting / London

704 Implementing environmental requirements in fertiliser use and future challenges from resource efficiency.

705 The European fertiliser regulation

706 Fertiliser Product Stewardship : European and Global Initiatives.

707 A world scale fully integrated Phosphoric Fertiliser Complex.

708 How not to ship fertilisers.

6 – 7th December 2012 / Annual Conference / Cambridge

709 Wheat screening for nitrogen and phosphorus efficiency – producing 20t/ha by 2020.

710 Recent evidence of nitrous oxide emission from arable cropping in the UK.

711 Recent advances in understanding the role of K and Mg in mitigating abiotic stress in crops.

712 Practical advice for slurry application strategies for grassland systems.

713 Development of a novel technology for delivering soil applied micronutrient fertilisers to crops.

714 Phosphorus budgeting at a regional – national scale

715 Nutrient resource management in the future

716 Innovating in crop nutrition to support potential yields

717 Can phosphorus fertilisers from processed wastes become a competitive alternative for conventional mineral phosphorus fertilisers?

718 Agronomic potential of mineral concentrate from processed manure as fertiliser.

719 Role of catch crops in reducing nitrate leaching.

i.f.s.proceedings € 15,00

NEW : Supporting the Cambridge conference : An interactive Poster Session.

A total of 17 posters were presented, covering a wide range of fertiliser and plant nutrient-related topics.

The Fertilizers Europe and European Fertiliser Blenders Award 2012

(Ipad 4) was sponsored by Fertilizers Europe and the European Fertiliser Blenders Association and presented to the winner Dr Lizzie Sagoo of ADAS Boxworth at the Conference Dinner by EFBA President Maarten Brand. (F.E. : € 150 / E.F.B.A. € 150)

Comments :

Discussion last year on the attractiveness of the IFS meetings.

Tim O'MAHONI, IFMA, used to be Vice president of IFS.

In 2013, 2 meetings, one in Windsor in spring and one in Cambridge in winter.

The last Cambridge meeting was a big success, the 2014 (?) edition would be the right place to present the research project.

Can see photos on the IFS website; this is an opportunity to promote EFBA to the 120 attendees

The decision is taken to give an award in Cambridge in December too.

7th POINT : Christophe VILLAIN – granulometry survey and handbook revue (ref PowerPoint)

Granulometry survey

French project to develop a system to record the characteristics of products. The actual table on excel is not reliable. Software of analysis and a data base is proposed that will be ready end of April. The suggestion is that all the members use this same system.

This is a good tool to discuss with the supplier especially in case of claims and to increase the quality of material.

Maarten Brand asks : "will members be enthusiastic?"

The first step would be to implement the quality system on the Dutch model.

The data base is operational for 1 member at the moment as a try then will be developed with 3-4 other members. The concrete result will be presented during the next general assembly. The members wait and see.

Pierre-François Dumas adds that the granulometry standard is meant to check and keep things under control. The idea is to create a **shared** data base since the data already exist and allow to see which products reach the standard. This could end up with an official certification too.

Christophe Villain asks if could have the details of the Dutch certification. Maarten Brand will send it.

Handbook : code of good practice

The chapter of compatibility needs to be updated. Different in the French and the English versions. A global update is necessary. Chapter 6, could add documents related to rules of marketing, transport and storage.

In 2014, could update the handbook but have to assess if it is useful and what would it cost. Will have to find sponsors too. Who does it?

Everybody think about it since there is not enough competencies to achieve that before the end of the year. A decision is to be taken before the next meeting.

After the international meeting of Afcome, Christophe Villain will have time to send a proposal to start the work, France takes the initiative.

Maarten Brands says that the research program, the blending award and the update of the handbook are good opportunities for EFBA. Will have to evaluate if a printed version is actually compulsory.

8th POINT : Marie Pozzo di Borgo – EFBA website

(ref power Point)

Do not hesitate to send to Marie photos of fertilisers and blend-installations.

The following member portraits (description in 3 to 5 lines of the professional experience in fertilisers) are missing:

- ✓ Ana FRANCO
- ✓ Fernando FRANCO
- ✓ Kevin Mc ARDLE
- ✓ Jo GILBERTSON
- ✓ Pierre-François DUMAS
- ✓ Jean-Christophe VILLAIN
- ✓ Philibert de MOUSTIER

A 600€/year is granted to Marie to maintain the website

Private codes are created to each member to get access to the minutes and internal documents.

Links are to be checked by each member country website.

Domain name www.european-blenders.org is renewed for 1 year.

Other subjects :

Pierre-François Dumas – European Commission DG enterprise and the Fertiliser WG

Pierre-François Dumas reports on the fertilizer working group and notes that it is impossible as a technician to influence.

Jo Gilbertson adds that each member state should see with his own official to influence the agenda. It is important to make sure ones country is represented.

Pierre-François Dumas adds that EFBA must be part of the CEN working group, yet it appears that we have to pay to enter the group.

2 ways :

- Through a national body
- External representant (have to pay).

Christophe Villain says that he takes part to the French normalization program on the sampling aspect.

Pier Luigi Graziano says that the commission first did not understand the technical problem only focused on the political aspect. There is a problem of insufficient technical preparation of the commission. Will need professionals and that could be a good opportunity.

Pierre-François Dumas will check the cost. The question remains of who is going to attend. Have to be there to counteract the decisions that are wrongly taken.

Action : Maarten and Pierre-François

9 th POINT : next meeting

**The next general Assembly is to take place on
March 26 and 27, 2014 in France.**

2nd DAY / MARCH 21, 2013

Morning

Visit of **GRASSLAND FERTILIZERS** in SLANE

Welcome by Kieran MURPHY, Group commercial manager and the production manager, Dennis Bleakley.

Kieran MURPHY, Group commercial manager

Grassland was founded in 1960 by SUHP family.

1990 – sold to GREENCORE

2009 – converted to unlimited company

Dec 2012 joint venture with TIMIAC – 50/ 50 by February 2013

TIMIAC has a distribution system in Ireland, since 1997 sells speciality fertilisers, not terribly successful, did not have the system of distribution to get into the market.

Other entities: CORK LIMAK in the South and LIMERIK in the West. Cover all the East coast.

Start the bagging in December to minimize the stock.

3 types of bags :

- 50kg :26%
- IBC 1/2T : 61%
- Bulk : 13%

Sales :

- 50kg :18%
- IBC 1/2T : 60%
- Bulk : 22%

Increase of big bags considered as very efficient.

Product categories :

- Straight : 46%
- mediumNPK: 23%
- high NPK : 29%
- PK : 2%

Straights :

- 80% CAN/S
- 18%: urea (big drop in 2012)
- 1% MOP
- 1% DAP/TSP

Raw materials

Sources from all over the world, factories close to Ports.

Suppliers : EUROCHEM, OCI, URALCHEM, FERTIBERRIA, GCT (Tunisia), KALI, YARA, AMEROPA.

No delivery to the farmers

Dennis Bleakley, production manager

GRASSLAND AGRO

3 sites, product 13T

- 64% 500kg bags
- 18% 50 kg bags
- 18% bags

20KT Specialy tailored mixtures

120KT proprietary products

Traditionally put big bag on pallets

Visit of the GRASSLAND PLANT

AFTERNOON

Visit of Dublin: St Patrick church, center of Dublin, the port and the Guinness center

END OF THE MEETING