

May 5, 2011

EFBA GENERAL ASSEMBLY MARCH 23, 24, 2011 IN SPAIN

MINUTES

Participants :

FRANCE - AFCOME: Philibert de MOUSTIER

NL - NVB : Maarten J. BRAND

UK - AIC : Eileen PULLINGER

ITALY – AIF: Pier Luigi GRAZIANO

SPAIN – ACEFER : Juan PARDO, Sebastian ROMANO

EFBA secretary general: Pierre-François DUMAS

Interpreter : Marie Pozzo di Borgo

Excused :

GERMANY - BVDM: Jan BRÖRING, Heinrich JANINHOFF

1st DAY / MARCH 23

9.15 a.m Opening of the meeting by Maarten BRAND.

1st POINT: ADOPTION OF THE DRAFT AGENDA

The agenda is adopted.

2nd POINT : ADOPTION OF THE MINUTES OF THE LAST MEETING (April 28 & 29, 2010, in Holland)

The minutes is adopted.

Marteen Brand informs that he received a letter from Joster vor Schulte's wife of thanks for the caring thoughts sent to her.

Pier Luigi Graziano asks Pierre-Françoise Dumas for the Web site to be updated with the AIF references. Pierre-François Dumas explains that it took a long time to put it on line again since the contract had not been renewed by Dominique Aubrun.

3rd POINT : ACTIVITY REPORTS SINCE LAST MEETING

→ Maarten J. Brand : NVB and the Dutch market (ref. documents on IFS)

Composition of IFS:

- 3 officers from UK
 - Council members : 5 from UK, 2 from Netherlands, 1 from France (Philippe Evrard from UNIFA), 1 from Germany (3 years).
- Marteen Brand was asked to become President 2011-2012 but eventually declined the proposal.

The new Secretary is Mr Nigel Binns.

Year 2010 :

- April 15

The details of Noordwijk were given during the 2010 EFBA general assembly.

669/ Official sampling of bulk Fertilizer supplies (UK).

- October 14

Technical meeting.

- December 8 -10

18th IFS conference. Eileen Pullinger attended too and confirms the interest.

The main themes :

- × Physical and chemical characteristics of agricultural soils (UK)
- × Controlled traffic farming (NL)
- × Defining and monitoring good ecological status of water (UK)
- × Treatment and use of wastewater for agricultural irrigation (Palestine/Jordania)
- × Best management principles and techniques to optimise nutrient use efficiency (Germany)
- × Enhancing use of rainwater for meat production on grasslands (NL).

Year 2011 :

- April 14

General meeting and AGM

4 very interesting points :

- × Life cycle assessment methodology for different fertilisers and agricultural production systems (Germany)
- × Nutrient recycling and ecosystem services : progress and prospects (NL)
- × Fertilisers and the EU REACH and classification, labelling and packaging regulations (Italy)
- × European emissions trading system phase III and the EU fertiliser industry (Belgium)

Eileen Pullinger concern is the new issue that a mixture with over 10% nitrogen can be considered as eye irritant which could imply a reclassification. Some companies are looking for evidence so as to prove the contrary and prevent the reclassification.

Yet, the authority agreed not to prosecute as long as companies remain careful on the situation.

Eileen Pullinger adds that only the straight pure AN can be eye irritant and it has already the symbol "!" which informs of its danger.

Pier Luigi Graziano adds : the expression "mixture" means CA according to REACH regulation. It used to be called a "preparation". Have to use the terms "mixture" from now on.

Eileen Pullinger concludes by saying that have no evidence in UK of any mixture causing problem, going down to 10% is ridiculous.

Pier Luigi Graziano shares his concern about the new IFS General Secretary. The IFS since his arrival has a very low profile.

Pierre-François DUMAS informs that he is not allowed to go to Bruxelles until the end of April 2011. Will then attend the WG F and TC260 commissions (In October 2011 in Paris)

All the members confirm the importance to receive all the information from the EU commissions in order to circulate it to the members of the national associations.

Pier Luigi Graziano says that could go instead of Pierre-François Dumas if he is not free to attend the commissions. Emphasizes on the sensibility of the EU commission members. In the past, after a letter was sent leading to some points of misunderstanding, AIF received an answer saying that they agreed there was a mistake. If the comments are correct, the commission takes it into account. They seem to be much more inclined to cooperate now.

Must check if can get all the information from CIRCA directly or by e-mail.

It's important to get the information before the regulation is published, this means must maintain good relationship with the commission.

Eileen Pullinger informs that the supply chain working group is eager to set up a security scheme that includes blending from the distributor, transport up to the farm gate.

Mrs RECOVA left the commission and nobody is taking forward. She is to be replaced.

The idea is to set up a scheme for the whole of Europe. UK suggests a European benchmarking scheme with a basic level.

Eileen Pullinger speaks about two systems in case of risk of explosion :

- A marker to detect ammonium nitrate,
- A research program to train honey bees to detect invisible marker on ammonium nitrate (ex. Afghanistan).

↪ Eileen Pullinger sends the details of this project to all the members.

Eileen Pullinger will ask if Pierre-François Dumas could be allowed to attend the commission on precursors.

**→ Eileen PULLINGER – A.I.C. and the British market
(ref. AIC fertiliser statistics 2010 report)**

No specific statistics available for blenders. Try to get as much figures as possible from the farmers themselves but do not get an answer from all of them.

One of the issues in UK is that the farmers are still using nitrogen (limited efficiency) and less PNK. This year for the first time the analysts are looking at soils : optimum level for phosphate is 58% and for potassium 40%.

Likely to be a switch from ammonium nitrate to urea. The problem with urea is that it does not store very well because of the climate and also must check soil conditions. Urea is more adapted in dry countries. A revision of the fertiliser regulation is going on in the UK. Eileen Pullinger will send the report to Juan Pardo who is interested on the subject.

**→ Pier Luigi GRAZIANO – ARVAN-AIF and the Italian market
(ref. A.I.F. letter dated April 1, 2010)**

The situation is not good at all. The consumption of all fertiliser has decreased significantly since 2009. Cannot expect significant change soon.

AIF still have 9 company members. Just one company changed its name and is now called "Agrium Italia". AIF represents 65% of the blenders.

Many issues to handle including environmental issues, cost level of agricultural products. Yet, people in fertiliser companies are not complaining as much as could expect with regard to the situation. They just wait for better time.

Eileen Pullinger remarks that they sell less but with higher prices that compensate the loss of income. Also can note that none of the companies has closed in UK, France or Spain.

Marteen Brand asks what is the opinion of the member of AIF on their membership : Pier-Luigi Graziano answers that AIF proposes to join with special conditions : pay more fees but receive information from EFBA.

All the figures of Italy are available on the web site : www.istat.it

↪ **Each EFBA members should give the web sites where could find the statistics of its own country.**

→ **Pierre-François DUMAS – AFCOME and the French market**

- Afcome represents 60-65% of the **market share**. The members are getting bigger and bigger. The tonnage remains more or less the same (500.000 T).

- Afcome has been working for 2 years on a **standard contract**. The idea is to establish a European contract in fertiliser exchanges like it exists for cereals. It would be a kind of protection both for producers and buyers.

Eileen Pullinger adds that this kind of contract exists in UK and will send one example to Pierre-François DUMAS.

Juan Pardo says that in Spain most of the fertiliser distributors in the North of Spain are also cereal buyers who are used to standard contract. Two are used but both are in English. Since not everybody understands English, they tend not to use it.

Marteen Brand will ask the Germans since they are well known to often use contract.

There is no contract in Italy.

- The **Afcome international meeting** is to take place on October 12-13, 2011 in Toulouse. The main theme is the impact on our activities of big production of urea from Egypt, Morocco and Tunisia. The movement from the Black Sea to the Mediterranean Sea and its consequences on the fertiliser market.

Eileen Pullinger adds that if the UK government has a concern about the increase of urea use, it will impose something to restrict it. The advice is to invite an environmental speaker to the Afcome meeting, maybe from the European commission.

↳ Think about a scientific. Will send to Pierre-François Dumas his references.

In Italy, Pier-Luigi Graziano says that the importation of urea from North Africa is a good thing. This movement could be an advantage for Italy.

Juan Pardo adds that should mix different opinions : technical aspects and farming point of view, there is a time for urea and a time for ammonium nitrate. In Northern Spain will be faithful to CEN even if the prices increase.

In UK, the ammonium nitrate follows the urea market prices. The government knows the danger of the urea with a much cheaper price.

Pier-Luigi Graziano will ask a friend who owns a blended plant and who knows well the issue related to urea market if would be available. Though he has no experience as a speaker could prepare the data.

AFTERNOON

→ **Juan PARDO – ACEFER and the Spanish market**
(ref. PowerPoint of the Spanish market and agriculture enclosed)

Figures of 2 associations :

- Manufacturers
- Wholesalers, producers (Acefer)

Can have every month import with very accurate figures.

Fertiberia closed one of its plants in December 2010 because it was too close to the city.

4th POINT : EFBA ACCOUNTANCY

(ref. Balance sheet dec. 2010, profit and loss 2010, draft budget 2011)

A better budget than last year.

E.F.B.A.
PUECH MEGE
81120 FAUCH France
www.european-blenders.org

BALANCE SHEET ON 2010/12/31

ITEM	ASSETS	ITEM	LIABILITIES 2011
OWING TO EFBA		FREE CAPITAL ON 2010/01/01	18193,65
DEBTORS MEMBERS			
	AFCOME 5301,20		
		BALANCE (PROFIT AND LOSS) ON 2010/12/31	5301,20
OTHER DEBTORS		FREE CAPITAL ON 2010/12/31	18391,42
BANK ON 2010/12/31		OTHER CREDITORS	
BANQUE POPULAIRE OCCITANE ALBI	18391,42		
TOTAL	23692,62		23692,62

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PROFIT AND LOSS 2010 FROM JANUARY 1ST TO DECEMBER 31ST

ITEM	COSTS	BUDGET	ITEM	INCOMES	BUDGET
	2010	2010		2010	2010
SECRETARY GENERAL (VAT included)	4 066,40	11 000,00	MEMBERS SUBSCRIPTIONS	18960,00	18960,00
TRAVEL EXPENSES	2 317,22	6200	A.I.C	4260,00	4260,00
ADMINISTRATIVE AND FINANCIAL COSTS	268,64	100	BUNDESVERBAND (BVDM)	2880,00	2880,00
COMMUNICATION+PUBLISHING+POSTAGE			NVB	1730,00	1730,00
WEB SITE		1000	AFCOME	4490,00	4490,00
INTERPRETING	1462,35	1200	AIF	2800,00	2800,00
Annual Meeting Accomodations in Amsterdam	5470,92		ACEFER	2800,00	2800,00
I.F.S. budget	3089,1	2000	OTHER INCOMES		
			ACCOMODATIONS REFUND	3213,60	
			FINANCIAL INCOMES		
SUBTOTAL	16 674,63	21500	SUBTOTAL	22173,60	18960,00
BALANCE	5 498,97		BALANCE		2540,00
TOTAL	22 173,60	21500	TOTAL	22173,60	21500

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PROFIT AND LOSS 2011 FROM JANUARY 1ST TO MARCH 1ST

ITEM	COSTS	BUDGET	ITEM	INCOMES	BUDGET
	2011	2011		2011	2011
SECRETARY GENERAL (VAT included)		4 784,00	MEMBERS SUBSCRIPTIONS		18960,00
TRAVEL EXPENSES		3000	A.I.C		4260,00
ADMINISTRATIVE AND FINANCIAL COSTS	29,6	420	BUNDESVERBAND (BVDM)		2880,00
COMMUNICATION+PUBLISHING+POSTAGE			NVB		1730,00
WEB SITE	697,27	2037,98	AFCOME		4490,00
INTERPRETING		1000	AIF		2800,00
Annual Meeting Accomodations in GRANADA		5500	ACEFER		2800,00
I.F.S. budget	500	2000	OTHER INCOMES		
			ACCOMODATIONS REFUND		
			FINANCIAL INCOMES		
SUBTOTAL	1 226,87	18 741,98	SUBTOTAL	0,00	18960,00
BALANCE		218,02	BALANCE		0,00
TOTAL		18 960,00	TOTAL	18960,00	18960,00

New EFBA address : PUECH MEGE – 81120 FAUCH

Balance sheet on December 31, 2010 : 18.391,42€ in bank. 23.000€ when budget is done.

Have to see what EFBA will do concerning the German research program.

The system today is based on the tonnage of each countries but it appears quite difficult to obtain exact figures.

Have not changed the tonnage for each member country since 2002.

Marteen Brand advises to keep the figures frozen in the prospect that Portugal joins EFBA. Must discuss this point next year during the EFBA annual meeting.

The presence of EFBA in the fertiliser working group in Brussels is also discussed. One of the EFBA members must be present in the group where blended fertilisers are discussed so as to move early enough. Must check the themes and decide who should go.

**→ Heinrich JANINHOFF - BVDM and the German Market :
(ref. Email sent to Marteen Brand who makes the presentation)**

- Marteen Brand in 2010 attended for the first time the annual meeting : 120 people, all blenders with some from Denmark and Austria as guests with some "financial" members who represent most of the contribution.

Heinrich Janinhoff was nominated President and Helmut Reich vice President. Marteen Brand will attend the next meeting in February 2012 too.

The research program budget is 82.000€ for 3 years. At that time, 11000€ are left to be found. The project was very close to Joster vor Schulte. Will need one more year to find the right qualified student and adjust the study.

The Germans will contact the French and UK Association only if need extra financing. Marteen Brand will ask Heinrich Janinhoff to send the details concerning the advancement of the program.

Pierre-François Dumas has to check if EFBA already paid 500€ to the program in 2009.

- EFBA has to elect a new President. Marteen Brand discussed about the presidency in Hanover. The tradition is that the General Secretary is from France and the President is from Germany. Cannot oblige the Germans to take on the presidency. The decision is to give one more year to the Germans. Marteen Brand remains president till 2012 with Heinrich Janinhoff as vice President.

Here is a copy of the mail sent by Heinrich Janinhoff : "Let me first start with a sad event. Our President and the President of EFBA, Dr. Joster vor Schulte died in August last year after a one year lasting fight against cancer.

I received all your sincere condolences and passed them on to his family.

Jan Bröring, Helmut Reich, my predecessor and Prof. Heege attended the funeral in Hofgeismar, his hometown. After the death of Joster we had to decide about how to proceed. In a board meeting we found a new construction. I have the function of an executive board member with two deputies: Jan Bröring as representative of the private blenders and Anton Krömer, still member of our board, for the cooperatives. Anton Krömer is the manager of a big cooperative in the North-West.

At our general assembly in February in Hanover we made this suggestion and the members agreed. We had 105 participants and Maarten Brand as representative of EFBA at our general assembly.

You can find the fertilizer consumption on the transparencies. Perhaps Maarten can explain the main figures. I will mail them to you all after the assembly.

Research Program: The points for fertilizer blending plants in the contest of fertilizing systems

Joster as the initiator of the research had the contact to the University in Kiel and Prof. Hartung but when there was no reaction until autumn last year, we decided to speak with other agricultural Universities all over Germany. The University of Osnabrück troubled most and they still have 3 candidates. We have to choose one. Jan and I arranged an appointment, 1. May to start with the project. Osnabrück has good contacts to the agricultural University of Wageningen in the Netherlands. Here Prof. Omta (I think Maarten knows him) agrees to have also a look after the work. So the research program gets more international. In Osnabrück Prof. Bröring (Marketing) and Prof. Olfs (Plant nutrition) are responsible.

Finally Jan and I wish you a good assembly and stay in Granada. Sorry that we cannot be with you. But it does not make sense to arrive in the evening, when the work is done. Iberia was delayed 7 hours. Regards Heinrich”.

→ Juan PARDO – INTERADUBO (Portugal)

(ref. Email send to Pierre-François Dumas from Mr Fernando Costa)

Interadubo is a member of the Portuguese association for fertilisers. They are looking for a new association. Juan Pardo knows this independent company for years. The company is located in the North of Lisbon. It's also member of IFS.

The idea is to do the same as for Italy (Arvan).

Marteen Brand will get in touch with Mr Costa and try to visit him in Portugal or at the IFS meeting in London.

Mr Pardo could send a letter saying his commitment to create a national association in one year. Could thus be accepted in EFBA as honorary member. If it becomes member as a company would pay the same amount as Holland

Contact :

fernandocosta@interadubo.com

www.interadubo.com

Marteen Brand will ask Heinrich Janinhoff about the Polish contact.

5 th POINT : any other business

- Juan Pardo presents a leaflet published by the Ministry of agriculture. 5000 were sold in one month.

- None for UK and France

- Regarding the study of the actual web site, a discussion is engaged on the need or not to have a new Web site. The questions of who is going to keep it up to date and of the cost it implies are asked.

Juan Pardo suggests to ask the blender producer of software to finance it in exchange of advertisement. The risk, according to Eileen Pullinger is for EFBA to be no longer independent.

Philibert de Moustier emphasizes that nowadays for any kind of information the habit is to look for it on the Web.

It is decided to add to the budget 3000€ for the renewal of the website and 600€ for the caring of the Web site each year. This last mission is devoted to Marie Pozzo di Borgo.

EFBA is still engaged for one year with La Poste (till December 2011). The new site should be on line for the next general assembly in March 2012.

Pierre-François Dumas adds that should detail what expect to find on the EFBA web site. The payment for the quality manual is accepted (should check how many are left).

6th POINT : next meeting

If not possible in Portugal should find a place in France.

**The next general Assembly is to take place on
March 21 & 22, 2012.**

2nd DAY / MARCH 24, 2011

Morning

HEROGRA FERTILIZANTE visit at GRENADA

www.herogra.net

(ref. document with the history and products of the company)

Introduction by Ana Romero, daughter of the President, in charge of the financial department.

Juan José Romero, the son, is of the 4th generation to manage this 100 year old company, little family business at the beginning.

A video is shown with a presentation of the performing computer system (automation).

A discussion is engaged. Each EFBA member association is presented.

Visit of one hour of the Herogra installations.

Afternoon

Visit of the Alhambra.

END OF THE MEETING