

March 31, 2005

**EBA GENERAL ASSEMBLY
MARCH 16 & 17, 2005
IN GEMBLOUX (BRUSSELS)**

MINUTES

Chairman :

Mr. H. HEEGE

Participants :

Germany : J. vor SCHULTE, H. REICH,

France : B. CHABBERT, P. DE MOUSTIER, D. AUBRUN,

NL : M. J. BRAND,

UK : D. HEATHER,

Poland : T. MIELECHOW, A. MODEJ-GRUDNIAK, P. ROZWADOWSKI, A. SZYMAŃCZAK, K. ZAGOZDA

Spain : G. TRENZADO

Guest :

O. MISERQUE

T. WALCKENAER

Interpreter :

M. Pozzo di Borgo

1st DAY

INTRODUCTION

Presentation by each participant:

◄ Mr. H. HEEGE

Agricultural engineer, 10 years Chairman of Bundesverband.

◄ Mr. J. Vor SCHULTE

Studied agriculture in Germany for 33 years, retired 9 months ago, will succeed Mr. Heege as Chairman of Bundesverband.

◄ Mr. Helmut REICH

Secretary of Bundesverband, 40 years in fertiliser in Germany, retired for 5 years.

◄ Mr. B. CHABBERT

Successor of H. BORIES as Secretary-general.

◄ Mr. Pawel ROZWADOWSKI

Director of the board NIEORGANIKA, chemical organisation mainly implied in fertilisers, views some possibility of cooperation between Poland and EBA.

◄ Mr. Kazimierz ZAGOZDA

President of the board FOSFORY Sp., chemical company (phosphore), store sodium hydroxide, sulphur and HCN, includes 10 companies.

◄ Mrs Ana MODEJ-GRUDNIAK

Commercial director of Aurepio Sp, biggest importer of phosphate, trader of Polish fertilisers.

◄ Mrs Teresa MIELECHOW

President of the board of AUREPIO Sp. Main importer of potash in Poland.

◄ Mr. Thibault WALCKENAER

Director of a fertiliser trading company, 45.000T of fertilisers among which 20.000 T of blending.

◄ Mr. Philibert de MOUSTIER

New President of AFCOME, 20 years in the association, farmer in the North of France.

◄ Mr. Dominique AUBRUN

Manager of a small private company in central-West of France, close to La Rochelle, wholesaler for 130.000 T, blend 15.000 T; is in charge of the quality issue in the Afcome organisation.

◄ Mr. Maarten J. BRAND

General-secretary of Nederlands Vereniging voor Blenders van Meststoffen (N.V.B.). Retailer and wholesaler, 33 years in fertilisers, 35% farmers in the Dutch association N.V.B.

◄ Mr. David HEATHER

General-Director of UK fertilisers manufacturers association, head of fertiliser sector in the UK, member of EBA for many years.

◄ Mrs Gabriel TRENZADO

Deputee for M. J. SAGARNA. He is the representative of AGRARIA in Brussels.

Remarks from H. HEEGE :

" Mr. D. HEATHER has received a distinction in the UK as a reward for all the work done in the fertilisers field".

1st POINT : MINUTES OF THE PREVIOUS GENERAL ASSEMBLY

No suggestion. Poland asks if it would be possible to receive a copy of these minutes.

2nd POINT : SUGGESTIONS ON THE AGENDA

No suggestion.

3rd POINT : GENERAL REPORTS

- **EU meetings** :

3 topics : **1/ phosphate**
 2/ chelate for Ireland
 3/ fertiliser blend concerns

1/ previously 16 mg per kilo of P205, amendment to this in November. Limit accorded for 60 mg of cadmium. Limits both for use and for trade. Big discussion. New concept has to be found at the next meeting.

D. HEATHER : "going from 60 mg to 40 mg to 20 mg every 5 years". Most probably 60 mg will be maintained with a labelling requirement so that the consumer will be properly informed.

Material available on the EU site to be downloaded.

2/ Question from Ireland. How many blends exist? Are they all safe? Number of blends with carbonate de calcium? Feeling of confusion. Impression that the representative of the government did not know what was happening. It's up to EBA to supply the knowledge. The publication of the handbook is a good thing. The EU members would like to receive both the new and the previous versions at the end of the year.

3/ H. HEEGE has been informed by D. HEATHER of how much knowledge is missing in the fertiliser group, both short and long term consideration. European commission directives were produced to reduce the barriers so as to trade with common standards between member states. One item was the ability of the fertilisers to remain stable. AGRILIS sent a letter.

- **Short reports on each country**

UK

Market of fertilisers was not very good with early deliveries of nitrate. The good news was the decrease in the amount of nitrate imported from Russia. The world of farmers is hesitant. It's been an unsettling year.

SPAIN

Please see the presentation enclosed written by Mr SAGARNA and presented by Mr. TRENZADO.

HOLLAND

Please see the presentation enclosed given by Mr. BRAND.

FRANCE

11 MT of fertilisers among which 4 MT of compound and complex blend. 1.3 MT of blends. Market of compound is decreasing. The number of blending stations is stable.

nb : discussion on the reliability of the figures.

POLAND

Mr. Rozwadowski

Please see the document enclosed "*production of fertilisers in Poland*".

Aurepio emphasizes on the situation of the potash market with the limit imposed on the exportation.

Asks for :

- the support of EBA in the potash issue,
- its membership in EBA.

H. HEEGE recalls the status which says that the representation of a country must be composed by the most representatives body of blending.

The discussion on the potash issue between all the participants is postponed to the evening. D. HEATHER advises the Polish participants to get the commission to embark on a review of the measure by contacting their European Union representative as soon as possible.

GERMANY

10 MT of fertilisers (nitrogen, phosphate and potash)

No more NPK in Germany, only 2 plants left. Demand is decreasing. It seems as if the good years will never come back. The farmers are in a bad situation. Will have quickly a dilemma. Weather conditions have been also unfavourable.

BREAK

● **Activity report of 2004**

1/ Handbook of solid fertilizer blending, 2nd. Edition

The second edition of the Handbook on quality is nearly done. No adjunction is suggested.

2/ Granulometric specifications

The fertiliser group of the European Union envisages the possibility of the blends to segregate. They discussed on the granula restriction in a legal way. EBA should make its own proposal. It has the knowledge and the means to influence the industry without the regulation of the institutions.

D. HEATHER talked to the editor of "Fertilisation International" about the handbook. One suggestion would be to go a step further and put a stamp on the quality methods developed in the handbook.

3/ International meeting of AFCOME

The international meeting of Afcome will take place in Nantes in November 23, 24 & 25, 2005; please spread the information to your association.

● **Action plan for 2005** :

1/ Topics at the European Union meetings in Brussels

- CEN standards are to be amended by the commission. This is specified in the Handbook.
- Next meeting in spring in Brussels. Important to notify to the Poles that they should get in touch urgently with their representatives at the commission.

2/ Membership of Poland.

H. HEEGE recalls the rules : one member for each country which must be the most representative in the fertiliser field. It must also be an association not a commercial company. The Poles need some time to decide on how they will organise their membership.

3/ Nomination of a new President

H. HEEGE informs the participants that he has resigned from Bundesverband and introduces his successor, Mr. Vor Schulte.

D. HEATHER explains that he will be unable to take on the presidency of EBA. He foresees big issues in Great Britain in the fertiliser industry which will be very demanding. Though, he will keep on supporting EBA.

D. HEATHER emphasises the need to set up a working group to study not only when H. HEEGE should retire but also:

- to define a profile for the new president,
- to establish the rules of EBA,
- to nominate a vice president
- to study the account of EBA.

NB : Need to make official the adoption of B. CHABBERT as Secretary-general.

● **General survey**

Remarks from D. HEATHER. EBA needs to have a protocole on how the representative of EBA should answer the questions at the European Union commission on fertilisers. The questions can raise from topics never discussed before and the answers given not be acceptable by each member. The topics could be given to the members 2 weeks before the commission gathers and a position be taken by EBA before.

● **EBA account**

Presented by B.CHABBERT. Need to work on a budget for 2005.

The budget for the Secretary-general is over target. The members ask to be informed regularly of the evolution of the account. A question is asked by M. REICH to know why the secretary-general expenses have increased this year. Mr. CHABBERT explains this by the fact that M. BORIES had to travel more often in order to work on the second edition of the handbook.

BALANCE SHEET AT 31/12/2004

ITEM	ASSETS	ITEM	LIABILITIES
OWING TO EBA			
DEBTORS MEMBERS	3 159,41	FREE CAPITAL	15 704,60
DEBTORS OTHERS	0,00	BALANCE	8 323,31
OWED BY EBA			
BANKS AU 31/12/04	29 656,89	CREDITORS OTHERS	11 553,21
		<i>BALANCE</i>	<i>-2 764,82</i>
TOTAL	32 816,30		32 816,30

PROFITS AND LOSS FROM JANUARY 1th to DECEMBER 31th 2004

ITEM	COSTS 2004	BUDGET 2004	ITEM	INCOME 2004	BUDGET 2004
ADMINISTRATIVE COSTS	153,61	1 000,00	SUBSCRIPTION MEMBERS	15 802,82	15 780,00
TRAVEL EXPENSES	5 520,10	5 000,00	VIREMENT MONTVIRON	450,17	0,00
ADMINISTRATIVE SECRET.	2 200,00	2 000,00			
COMMUNICATION	850,00	1 000,00			
FINALISATION HAND BOOK	1 500,00	0,00			
RENT	600,00	600,00			
SECRETARY GENERAL	5 400,00	3 200,00			
INTERPRETING	1 444,28	1 500,00			
OTHERS	100,00	600,00			
WEB SITE	1 249,82	818,00			
				16 252,99	
<i>BALANCE</i>		<i>62,00</i>	<i>BALANCE</i>	<i>2 764,82</i>	
TOTAUX	19 017,81			19 017,81	
		<i>15 780,00</i>			<i>15 780,00</i>

BUDGET 2005

ITEM	COSTS	ITEM	COSTS
ADMINISTRATIVE COSTS	500	BUNDESVERBAND SUBSCRIPTION	2880
TRAVEL EXPENSES	5000	NVB SUBSCRIPTION	1730
ADMINISTRATIVE SECRET.	2000	CCAЕ SUBSCRIPTION	2420
COMMUNICATION	1000	AIC SUBSCRIPTION	4260
RENT	600	AFCOME SUBSCRIPTION	4490
SECRETARY GENERAL	5000		
INTERPRETING	1500		
OTHERS	100		
WEB SITE	1300		
			15780
RESULTAT			1220
	17000		17000

2nd DAY

Presentation by O. MISERQUE of the new version of the Handbook. Please see the slides enclosed.

The Handbook includes new research. Chapter 5 has been totally changed. There is a new chapter on segregation and spreading.

P. de Moustier is surprised that the influence of the wind has not been sufficiently emphasized while talking about spreading.

He also suggests that a leaflet be created to the attention of the fertiliser users and the farmers so as to inform them briefly of the good practices without technical terms. This job could be handled by O. Miserque. Different versions should be edited.

H. HEEGE is to read the Handbook by the end of March and give his remarks to O. Miserque.

M.J.BRAND proposes that the Handbook be presented during the next International fertiliser society meeting in the United Kingdom on April 14, 2005.

The question remains on how many copies should be printed.

Another point is the safety and compatibility of blending components. EBA should not overlook any problem. Need to be sure there is no negative aspect and give advices in accordance. H. Heege notes that EBA should have more contacts with the US and possibly organise a visit on the spot.

D. AUBRUN said that D. HEATHER was in charge of Chapter 6 of the handbook. All the amendments have been done. D. AUBRUN speaks about the cigar burner test and suggests that EBA gives a guideline. The members must exchange documents on this subject.

● **Agenda**

The meeting of the working group is scheduled on July 4, 2005 at the Forum Val de Loire in Paris at 9 a.m. An invitation will be sent by Mr. Chabbert.

The next general assembly will take place on March 15 & 16, 2006; will have to decide the meeting place.

Annexes

- 1/ Production of fertilisers in Poland
- 2/ Potash problem in the EU
- 3/ Short report blending in the Netherlands
- 4/ New handbook of quality by O. Miserque
- 5/ Spain report