



**AfricaFertilizer.org**  
Fueling the Green Revolution in Africa



Photo by Bob Crook, Umic, Mali (1997)



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## To feed our people, we must first feed our soil

*Olusegun Obasanjo, Former President of the Republic of Nigeria during the Africa Fertilizer Summit – Abuja, June 2006*

Patrice Annequin, IFDC  
Africa Forum, Paris  
3 June 2010

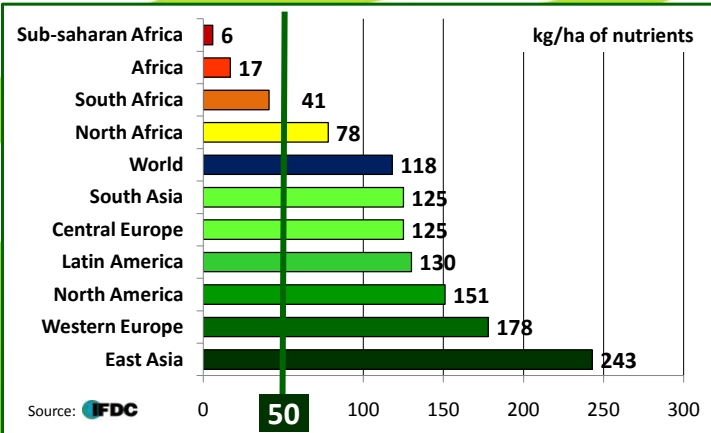


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### Sub Saharan Africa : World's Lowest Fertilizer Consumption Rate



Region	kg/ha of nutrients
Sub-saharan Africa	6
Africa	17
South Africa	41
North Africa	78
World	118
South Asia	125
Central Europe	125
Latin America	130
North America	151
Western Europe	178
East Asia	243

Source: IFDC

2007-2008 Fertilizer Consumption



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## The Africa Fertilizer Summit

2006



- **12 recommendations**
- **An answer to #10:**
  - Improve farmer **access to complementary inputs** (quality seeds, irrigation facilities, extension services, **market information**).
- **A contribution to many others!**

 IFDC  
[www.ifdc.org](http://www.ifdc.org)


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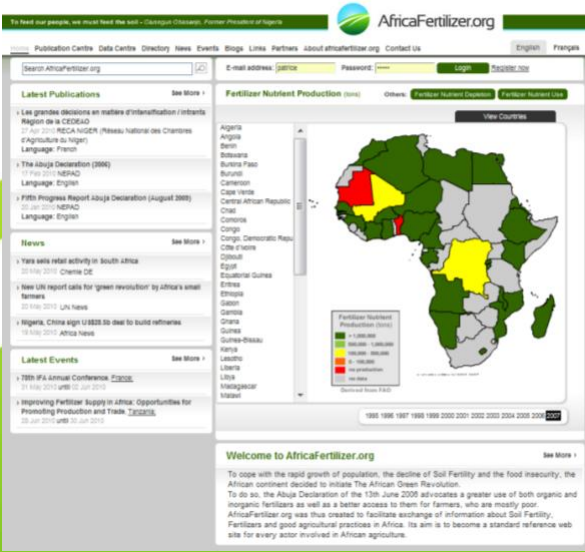
**A new global forum to disseminate and exchange information on fertilizers, soil fertility and related agricultural issues in Africa.**

 IFDC  
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## Web site

- Developed in Ghana
- All countries covered
- Country / region views
- Decentralized content management
- Start-of-the-art database management
- Version 1 launched in March 2010

[www.africafertilizer.org](http://www.africafertilizer.org) | [info@africafertilizer.org](mailto:info@africafertilizer.org)



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## Statistics



- **Fertilizer Production**  
FAO Nutrients & IFA Products
- **Fertilizer Imports & Exports**  
FAO Nutrients & IFA Products
- **Fertilizer Production Capacity**
- **Fertilizer Use per Crop**  
5 countries with IFA
- **Fertilizer World Prices**  
Monthly prices for 5-10 key fertilizers
- **National Fertilizer Retail Prices**  
Monthly prices from 100-150 towns




  


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## International prices for fertilizers in partnership with ICIS

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To feed our people, we must feed the soil - Olusegun Obasanjo, Former President of Nigeria



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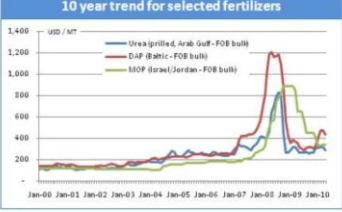
English Français

AFRICA ▾

### International Monthly Average Prices

(all FOB bulk units, USD/MT)	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	1 month	1 year
N Urea (sprilled, Arab Gulf)	266	262	267	272	258	264	267	306	307	320	313	285	-9%	7%
N Ammonium Sulphate (Black Sea)	106	91	94	104	101	97	97	114	136	149	145	120	-18%	23%
P DAP (Baltic)	313	299	297	310	317	315	303	329	406	473	474	430	-8%	40%
P TSP (North Africa)	245	218	218	240	240	237	225	245	301	374	375	367	-2%	51%
P SOP (in € North-West Europe)	490	600	540	540	516	451	368	365	354	343	341	354	4%	-49%
K MOP (Israel/Jordan)	648	648	568	450	450	450	450	397	333	334	330	338	0%	-48%


#### 10 year trend for selected fertilizers




Data derived courtesy by ICIS  
For more detailed information and data, visit [www.icis.com/fertilizers](http://www.icis.com/fertilizers)

#### Comments for the Month of April 2010

- **The nitrogen market** shows a clear downward trend in urea prices. Business has been slow, but what has traded has done so at lower levels.
- **The phosphates market** is generally stable. The market is looking for direction due to a lack of liquidity, not unusual as this time of the year.
- **The potash market** showed limited activity. Potash prices are considerably lower in comparison to last year. However, product is moving more easily and the market is more active than one year ago as demand has re-emerged.



Make sense of fertilizer prices  
ICIS pricing publishes reports on fertilizers that keep you updated with the latest price assessments, news and market analysis. They enable you to track the market by giving comprehensive coverage of Nitrogen, Ammonia, Sulphur, Potash, and Phosphates.



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## Directories



- Fertilizer Producers 
- Major Importers in Africa 
- Agro Dealers Associations
- Key National Traders
- Regional Organizations
- Regional Projects & Initiatives
- Services to Fertilizer Industry

Projects & Partners

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# Sharing Center

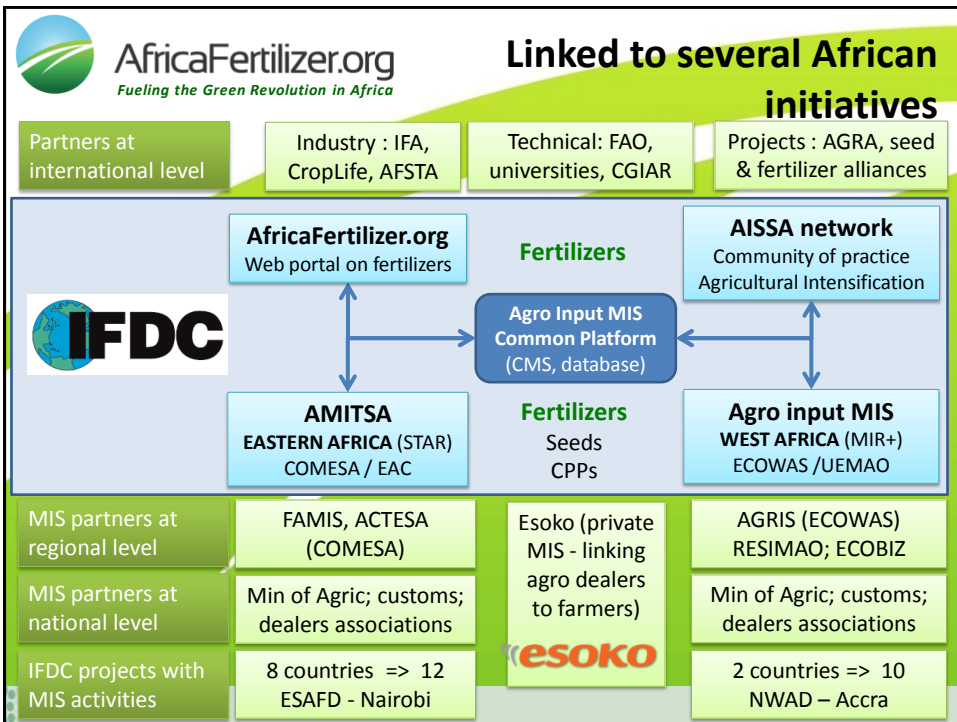


- Publication Center
- Market News
- Major Events
- Links and Partners
- Blogs & Forums
  - Africa Fertilizer Recommendations
  - All 5 progress reports available
  - Next stage : online contributions



Web editors | Contributors

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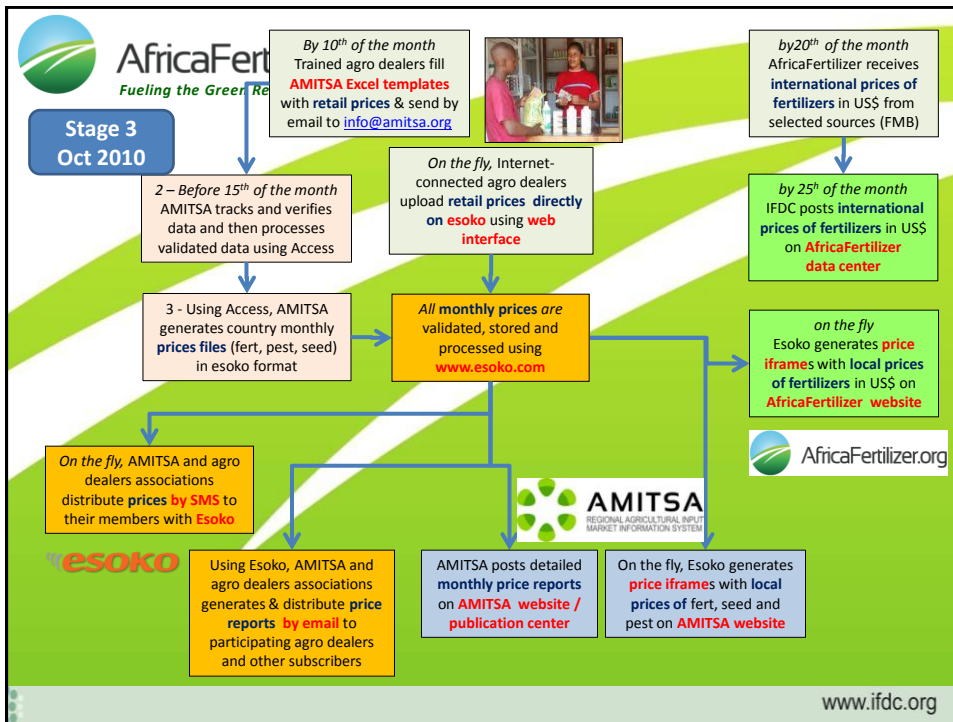
## AMITSA

- EAC & COMESA
- 2010 : 8 countries
- 2,5 staff in Nairobi
- DGIS + H.F. funding
- 135 agro dealers in 65 distribution centers
- First reports in 04/2010
- Commitment
- Expectations
- Partnerships

[www.amitsa.org](http://www.amitsa.org) | [info@amitsa.org](mailto:info@amitsa.org)



[www.ifdc.org](http://www.ifdc.org)





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## AISSA



- A community of practice on agricultural intensification
- All SSA countries
- Coordinated by Dr Victor Clotey, with 10 editors
- DGIS / SAADA funding
- Support to 1000+ & CASE approach
- Launched end of 2009

[www.aissa.org](http://www.aissa.org) | [info@aissa.org](mailto:info@aissa.org)



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## Agro dealer programs



**ECOWAS | UEMOA**  
1000+ | MIR+

**Ghana**  
GADD | FTM | GAABIC

**Nigeria**  
NADS | AND | FEPSAN

**Uganda**  
UNADA | EADN

**Kenya**  
AGMARK | EADN

**Rwanda**  
RADD

**Great Lakes**  
CATALIST

**Tanzania**  
TAGMARK | EADN


**Mozambique**  
MIM

**Malawi**  
RUMARK

**Zambia**  
ADAPT



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## Promotion

<p><b>Promotional materials</b></p> <ul style="list-style-type: none"> <li>○ Brand &amp; Graphics</li> <li>○ Banners, posters</li> <li>○ Flyers, call cards</li> </ul>	<p><b>Events &amp; exhibitions</b></p> <ul style="list-style-type: none"> <li>○ OCP/FMB conference</li> <li>○ IFA conference</li> <li>○ 2 more planned for 2010</li> </ul>
<p><b>Media</b></p> <ul style="list-style-type: none"> <li>○ Press release at launch</li> <li>○ Fertilizer Focus / G8 advertorial</li> <li>○ MediaGlobal (UN) article</li> </ul>	<p><b>Web presence</b></p> <ul style="list-style-type: none"> <li>○ Web referencing</li> <li>○ RSS feeds (in/out)</li> <li>○ 450,000 hits since 01/2010</li> </ul>

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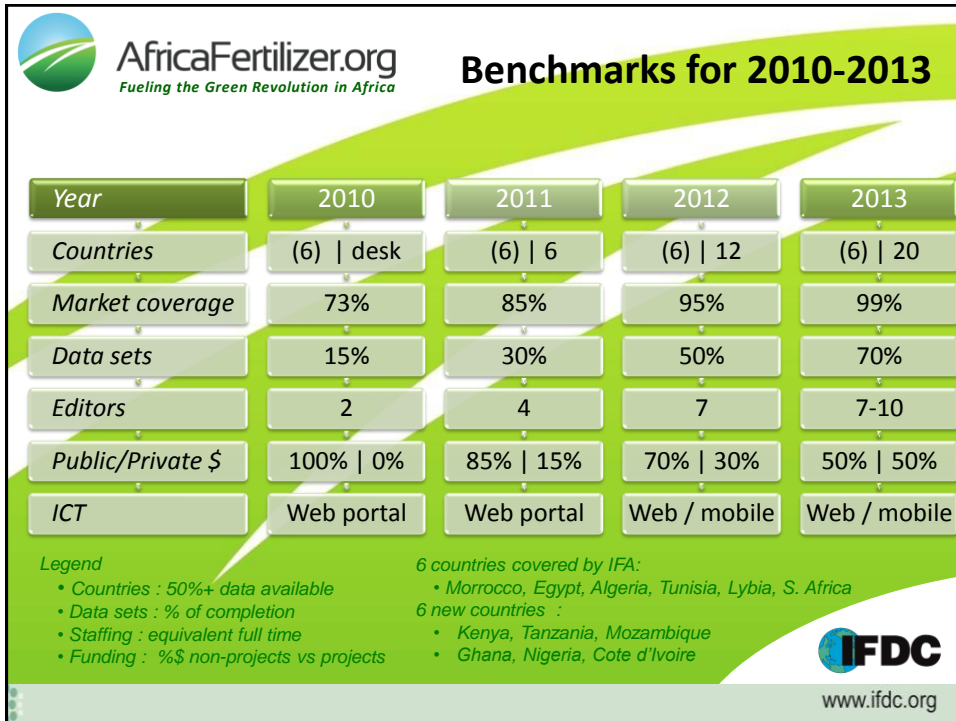


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## Project management

<p><b>Funding (IFDC)</b></p> <ul style="list-style-type: none"> <li>○ DGIS through SAADA-B 2006-2010 program</li> <li>○ Initial budgets : \$100k in 2009, \$150k in 2010</li> </ul>	<p><b>Staffing (IFDC)</b></p> <ul style="list-style-type: none"> <li>○ One coordinator (30%)</li> <li>○ One database assistant (50%)</li> <li>○ ICU support from HQ &amp; field projects</li> </ul>
<p><b>Major investments</b></p> <ul style="list-style-type: none"> <li>○ Web development</li> <li>○ Data acquisition</li> <li>○ Promotion</li> </ul>	<p><b>Management strategies</b></p> <ul style="list-style-type: none"> <li>○ Decentralized maintenance</li> <li>○ Shared contents</li> <li>○ Shared costs</li> </ul>

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## Challenges

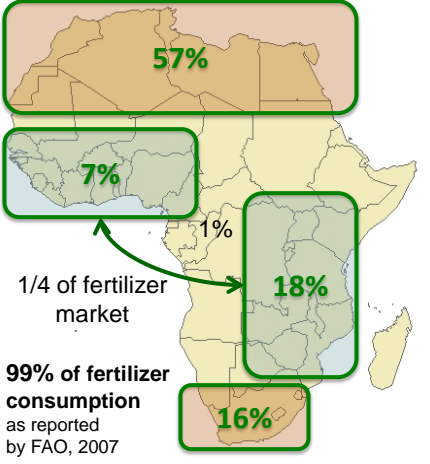
- **It takes time and it takes (some) funding**
  - ✓ Need for innovative funding / partnerships
  - ✓ Anchor in long term processes
- **Getting and processing data**
  - ✓ Support for methodologies / technical assistance
  - ✓ Support for opening access to key sources
- **Analyzing and sharing information**
  - ✓ Support for promotion, PR, media presence
- **Getting the right feedback**
  - ✓ Need for strategic advices

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## Opportunities



57%

7%

1%


18%

16%

1/4 of fertilizer market

99% of fertilizer consumption as reported by FAO, 2007

- **With public support**
  - AU, NEPAD and RECs
- **Private sector need**
  - Farmers & groups
  - Agro dealers, traders & associations
- **Public sector need**
  - Policy making
  - M&E
- **Support to projects**
  - Value chains, food security, soil health, last mile delivery



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## Sharing Information on Fertilizers in Africa with Private and Public Partners


























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