

## Best Wishes for the New Year from IFA

# A Year Makes a Positive Difference to the Global Fertilizer Industry

The mood was buoyant when captains of the global fertilizer industry met in Buenos Aires, Argentina, in early December 2006 at the 32nd IFA Enlarged Council Meeting. The report on the North American market was entitled "What a Difference a Year Makes", and this sentiment seemed to apply to the whole sector.

After zero growth in the 2005/06 fertilizer year (roughly from the middle of each year to the next), fertilizer demand was estimated to have risen by 3.3 per cent in 2006 compared to 2005 and forecast to grow by nearly four per cent in 2007,

according to the report presented by Patrick Heffer, Executive Secretary of IFA's Agriculture Committee. Unlike 2005/06 – when nitrogen consumption grew slightly, but the use of phosphate and potash products fell back – farmers are expected to favour potash and, to a lesser extent, phosphate more than nitrogen as they increase their fertilizer applications.

The global market in 2007 will remain tight for nitrogen, phosphate and potash fertilizers. By contrast, a surplus will emerge in the sulphur market during the coming year and is likely to expand thereafter.

*IFA's Council members and senior executives of fertilizer manufacturing companies got an idea of what next year may bring, based on analyses of the situation in various world regions.*



## First Crossroads Conference a Resounding Success

With the theme "Growing markets, nurturing success", the IFA Crossroads Asia-Pacific conference, held in Chiangmai, Thailand, from 13 to 16 November, drew 300 participants from 39 countries and 120 companies. One day during the conference was dedicated to agricultural questions, while another focused on supply and trade issues.

The opening agronomic workshop considered issues related to site-specific nutrient management. A two-part session then looked at fertilizer demand

prospects in growing markets. There was a special focus on Thailand, the host country. North Korea and China also received particular attention. In addition, speakers discussed fertilizer use in horticulture and aquaculture.

Issues related to nitrogen, phosphate, potash and sulphur were examined in four dedicated sessions. The nitrogen session looked specifically at the market implications of emerging environmental and security issues.

IFA Crossroads Asia-Pacific

In his report on supply, trade and supply/demand balances, Michel Prud'homme, Executive Secretary of IFA's Production and International Trade Committee, pointed out what a difference two countries make.

The results in 2006 have been driven almost solely by India and China. Global markets would have been flat without their influence.

China and India together accounted for some two-thirds of the growth in demand for nitrogen this year, and for over 90 per cent of increased demand for phosphate and potash. This would seem to leave global markets extremely vulnerable to agricultural conditions in a couple of countries. In fact, the positive forecast for the coming year takes into account fertilizer demand increases across a wider range of countries, thus providing a broader basis for sustained growth.

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Photos: K. Sukalac

*IFA members and their companions joined folk dancers during the day-long visit to the Estancia Villa Maria.*



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In 2006 IFA published three issues of Fertilizers & Agriculture, in January, May and October.



# Celebrating 40 Years of Fertilizer Industry Development in Brazil

Founded in April 1967, the Brazilian national fertilizer association ANDA (Associação Nacional para Difusão de Adubos), represents all the country's fertilizer production and raw materials companies. ANDA's 125 members range from phosphate mining companies in Central Brazil to small fertilizer mixing operations throughout the country.



Author: Eduardo Daher

In the 1960s, when the Association was formed, attitudes to fertilizers were little changed since the 19th century. They were used on only 30 per cent of cultivated land, and in volumes no greater than 18 kilograms per hectare. The 14 founding companies – Benzenex, CBA, Copas, Copebrás, Fertibrás, Granubrás, IAP, Itáu, Manah, Murakami, Quimbrasil, Take-naka, Ultrafertil and Zanaga – charged ANDA with demonstrating the economic benefits of fertilizer use to agricultural producers.

ANDA's activities at that time were: encouraging agricultural research to increase fertilizers' effectiveness; disseminating the results of research; giving farmers advice on best agricultural practice; and assisting the government in modernization projects involving fertilizers (e.g. erosion control and use of certified seeds). ANDA also served as a forum for companies to share expertise on improving their industrial processes.

## Activities since the 1960s

One of ANDA's first activities was to organize a series of meetings to publicize its mission to agribusiness opinion leaders in the states of Minas Gerais, São Paulo, Paraná and Rio Grande do Sul. In 1969, it initiated an ambitious project – demonstrating the benefits of fertilizer use in the cultivation of rice, corn, beans and cotton on 500 test fields in the south of the state of Goiás, the Minas Triangle (Triângulo Mineiro) and the south of Minas Gerais. This project was later extended to the vast Mato Grosso region. There were 3,000 test fields by 1975. The project was inspired by, and managed in partnership with, the Food and Agriculture Organization (FAO) of the United Nations. FAO had already run similar projects in 17 countries. Some one million agricultural producers in the region eventually took part in 45,000 demonstrations, using fertilizers supplied by ANDA members. Another project partner was ABCAR, the national agricultural development agency, which provided limestone.

Farmers, who could compare yields from fertilized and non-fertilized soils at field days, learned to make cost-benefit calculations (e.g. “each cruzeiro spent on fertilizer means a two-cruzeiro profit”). ANDA's agronomists gave presentations on new fertilization techniques as well as supporting themes that included pest control, planting times and crop management. In 1972, some 4,000 agricultural producers attended field days in the state of Minas Gerais.

The project's success led to its introduction in north-eastern Brazil, from the state of Bahia to the state of Maranhão. The Association set up 300 fertilizer trials and planted 1,500 demonstration fields for cotton, corn, manioc, pineapple, rice and beans. In 1997, at the request of the Banco do Nordeste, which was financing the project, it was extended for three years and six crops were added: sugar cane, soy, citrus, castor beans, onions and sorghum. The



ANANDA agronomy day in Fernandópolis, SP, 1968

number of fertilizer trials increased to 750 and the number of demonstration fields to 3500. In its six years in north-eastern Brazil, the ANDA/FAO/ABCAR project benefited 347 municipalities in nine states.

Some 90,000 agricultural producers across 15 states attended ANDA field days during the ten-year period 1969-78 and 8000 fertilizer trials were organized. By letting farmers discover the usefulness of fertilizers for themselves, the intensive campaign was instrumental in making sure these products caught on.

As ANDA marks 40 years of achieving unqualified success in terms of its original mission, it is setting its sights on other, equally important activities. Its main objectives are now to diffuse information on the correct use of mineral fertilizers and to safeguard the image of the products and the industry. The Association is the official fertilizer sector representative in dealings with authorities, with a focus on:

- Defending the sector's interests in the elaboration of legislation governing the production, commercialization and use of fertilizers;
- Assisting in the elaboration of policy and regulations governing mineral fertilizer producers.

## Communication is Key

Since its inception, ANDA has produced technical reports, manuals and other publications of importance to the sector. A basic part of its mission is to disseminate state-of-the-art crop nutrition technologies to drive agricultural production. It organizes courses, seminars and talks for agronomists, agricultural engineers, technicians and people providing various services to agricultural producers.

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The FAO/ANANDA/AVBCAR/BNB project covered 13 states from 1969 to 1976.



## from principle to practice

*This article is part of a series that explores how IFA members integrate concepts such as sustainable development into their business strategy and daily activities.*

# From Enriching Land to Enriching Lives

*By William J. Doyle, President and Chief Executive Officer, PotashCorp*

The connections between proper fertilization and food production are well established. Science – and generations of applied research – have demonstrated that when we replenish nutrients in soils, we improve the quantity and quality of food produced around the world.

In recent years, PotashCorp has taken a broader view of what we do. Our focus now extends beyond our capacity to enrich the land and stretches to our ability to enrich lives.

This is a fundamental premise of our sustainability efforts, which have grown from a conceptual desire to “do the right things” to a specific series of programmes designed to better serve our stakeholders, to improve our operating practices and, ultimately, to bring greater value to our customers and our business.

As our programme evolved, it provided insight into our relationships with key stakeholders and their views on sustainability. We learned that many of them are taking their own actions to improve safety and environmental practices, build their communities or enrich the lives of people connected with their operations.



*Willard Agri-Service's Dave White consults with Pennsylvania dairy farmer Micha Meyers about how to increase his yields and reduce agricultural run-off. The work that Willard is doing to show that more efficient farming is beneficial to both farmers' finances and the environment is spotlighted on PotashCorp's Enriching website.*

Many of the agricultural retailers who sell our fertilizer products have remarkable stories to tell. As part of our sustainability programme, we are helping them do that.

### Enriching Our Customers

That is the premise behind *Enriching*, a new customer-focused initiative that will shine a spotlight on some of the best practices in sustainability we see across our sector.

This programme will gather and share examples from our North American customer base, building momentum for the further adoption of sustainability programmes.

The cornerstone will be a new website – [www.potashcorp/enriching.com](http://www.potashcorp/enriching.com) – with stories, videos and features about customers with programmes that have been effective in improving their economic, social and environmental or safety performance.

For example, The Andersons, a major PotashCorp customer based in Maumee, Ohio, USA, saw that grain-bin accidents were the cause of up to 10 deaths per year in their region. The company believed it could make a difference in local communities, so it developed specialized rescue equipment and a training programme for this type of farm accident. They then provided free training to emergency responders in the states of Ohio, Michigan and Indiana in an effort to improve rescue techniques and save lives.

This is just one example of how The Andersons builds local communities. The company has also maintained a partnership with an inner-city school in its area since 1991, providing tutors, computers and money to open a world of opportunities for the next generation of employees, customers or business partners. That is what sustainability is all about.

Another example is Willard Agri-Service of Frederick, Maryland, which has demonstrated that fertilizer companies and community groups can work together to improve business practices. As Willard began planning the first new fertilizer plant to be built in Maryland in a long time, it



*Billy Dyer, an employee at The Andersons, demonstrates how a grain rescue tube can save someone trapped in a grain silo cave-in. The Andersons developed the tube and the life-saving rescue technique to address grain-bin accidents.*

discussed the project with local community leaders. With a clear understanding of their expectations, Willard was able to design a new facility that gained the approval of some tough critics.

Such efforts deserve to be recognized and celebrated. By sharing these stories, we can provide instruction and inspiration, demonstrating that sustainability and business success go hand in hand.

The *Enriching* website will be an interactive forum to further this discussion. We will encourage nominations for profiles and provide updated stories, creating an ever-growing library of ideas for sustainable businesses.

### Building Sustainability Networks

At PotashCorp, we have seen that sustainability programmes work best when they are built on a system of inclusion and communication that encourages the exchange of information and ideas.

One of the springboards for this was our already-established Best Practices meeting, an annual event that brings together plant managers from all PotashCorp facilities along with senior executives. It is a forum to share ideas that have been successful and search for ways to implement them across our company.

We have expanded this approach to include more areas and more people. We conduct annual surveys with investors, customers and community leaders, building an understanding of their expectations and developing strategies that take into consideration their needs.

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 **perspective**

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In addition, our sustainability committee facilitates meetings with peers in other companies and industries. All of this is done to increase our knowledge and our opportunities.

Along the road, we reinforce the importance of our Statement of Core Values and Code of Business Conduct, giving employees, customers and suppliers a clear understanding of the principles that will help each of us to enjoy greater success.



*PotashCorp Chief Operating Officer Jim Dietz talks to employees at the company's Augusta, Georgia plant about safety and sustainability. Dietz regularly visits PotashCorp facilities to outline new goals for enhancing sustainable business practices.*

**Enriching Our World**

The bottom line for PotashCorp is that sustainability can improve our company individually and our business environment as a whole. By encouraging our customers, employees, communities, investors and suppliers to embrace this concept, we are creating a landscape for long-term growth.

That will increase the opportunities to find our work enriching, in every sense of the word.

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(All photos are from PotashCorp)

# Embracing the Challenges of Sustainability

*By William J. Doyle, President and Chief Executive Officer, PotashCorp and IFA Vice President for Sustainable Development*

By any reasoned measure, the move toward sustainability is a healthy and productive step for all fertilizer companies. It can lead us to improved safety and environmental performance, which should be a priority for all companies in any industry. It can make us more valued contributors to our customers and communities. In short, it can strengthen our businesses.

Against this backdrop, I am honoured to serve as IFA's new Vice President for Sustainable Development. Our industry makes a tremendous contribution to global development, so the sustainability of our operations is important not only to us, but to people around the world.

Based on our experiences at PotashCorp, however, the path to sustainability is neither straight nor without challenges. It requires a commitment – not only of words, but of money, human resources and, most of all, spirit.

The concept of sustainability challenges us to look closely at our operations

and our performance. Beyond that, it demands that we share what we find – even when we do not like what we see.

While that can be a daunting task, it is an important part of building a stronger, more sustainable fertilizer industry.

Many companies have demonstrated leadership in this area and deserve our congratulations. At the same time, effective sustainability is a collective effort. By sharing ideas and information, we can pursue economic, social and environmental improvements that make us all better, stronger operators with a greater ability to contribute to world food production.

These are not new concepts for fertilizer producers. From the Green Revolution to the challenges of feeding today's growing population, we have helped farmers grow more food without compromising safety or the fertility of the soil for future generations.

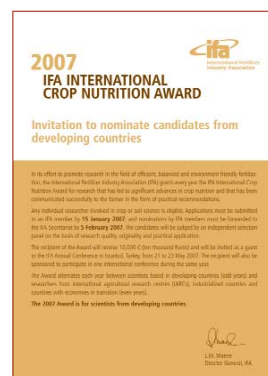
Sustainability is a way to continue on this path. It shifts our focus from the harvest already collected to the next field to be planted.

That perspective will allow us to reap rewards and better serve the world's food producers as we move forward. ●

## IFA Crop Nutrition Award Entries Due by 15 January

The IFA International Crop Nutrition Award recognizes significant advances in efficient and balanced fertilization practices. Nominations for the 2007 award must be submitted to an IFA member by 15 January. **Members are kindly reminded to forward applications to the IFA Secretariat by 5 February.** This year's award is destined for a crop or soil scientist based in a developing country. Members are reminded that they contribute to the prestige of the award, the organization and the fertilizer industry as a whole by nominating high quality candidates.

Entries sent directly to the IFA Secretariat, rather than to an IFA member, will not be considered. Full details can be found on the IFA web site at [www.fertilizer.org/ifa/aw\\_info.asp](http://www.fertilizer.org/ifa/aw_info.asp).





## Energy Efficiency and SHE to Be Discussed at Technical Committee Meeting

During the next IFA Technical Committee meeting (12-14 March 2007) two complementary events will take place:

- An international workshop on energy efficiency and CO<sub>2</sub> economics prospects in ammonia production; and
- A global roundtable on safety, health and environment (SHE) in fertilizer production.

The round table on SHE issues will take place on 12 March, the first day of the event. It will serve as a platform where SHE executives and production managers from IFA member companies can share experiences and exchange information on SHE management systems. Practical case studies from around the world will demonstrate innovation and excellence in risk assessment and safety systems management.

There will also be discussions on information and guidance requirements at the global level, particularly how the IFA Technical Committee can be most effective in facilitating continual improvement in this area among its international membership.

The energy efficiency workshop is being organized jointly by the IFA Technical Committee and the International Energy Agency (IEA) on 13 March. It will address key energy and CO<sub>2</sub> emissions issues facing the global ammonia sector. The workshop will also explore policy and market mechanisms that could facilitate increased efficiency, technology transfer, and therefore the mitigation of CO<sub>2</sub> emissions in an economically viable fashion.

The day-long workshop will touch on the status of - and trends in - production technology and current greenhouse gas emissions with respect to ammonia production. It will also examine technology prospects for increased efficiency and enhanced CO<sub>2</sub> emissions reduction (e.g. through carbon capture and storage). The discussions will take place under the auspices of the ongoing G8 dialogue on climate change and cleaner production. For IFA member companies, this workshop represents a window of opportunity to directly engage with a key intergovernmental organization regarding climate change and energy security issues.

Members can download detailed information about the meeting from the IFA web site. ●

## New Fertilizer Market Reports and Statistics

Available to the general public

- Summary report "World Agriculture and Fertilizer Demand, Global Fertilizer Supply and Trade: 2006-2007"

Reserved for IFA members only

- "Short-Term Prospects for World Agriculture and Fertilizer Demand: 2006-2007"
- "Global Fertilizer Supply and Trade 2006-2007"
- Updated! Online production and international trade statistics from 1999 to 2005 (*The Excel tables now include more information and improved layout for better consultation*)
- Quarterly statistics 1Q-3Q 2006: ammonia and urea
- **New!** Summary of world single superphosphate (SSP) statistics covering 2003-2004-2005
- Summary report of the 2006 survey of capacities: processed phosphates
- Quarterly statistics 1Q-3Q 2006: phosphate rock and processed phosphates
- Half-yearly potash statistics covering January-June 2006
- Summary overview for sulphur supply and demand: 2004-2011
- Quarterly statistics 1Q-3Q 2006: sulphur

## IFA's Best Management Initiative to Support Efficient Fertilizer Use

Fertilizer industry activities include promoting responsible use in many countries. However, the various guidelines for fertilizer use that have been produced over the years vary in age, exist in many languages, and are disseminated by a number of different organizations. The resulting mosaic of recommendations has been developed for a variety of soils and agro-climatic conditions around the world. Consequently, it is sometimes difficult for farmers to identify the best fertilizer management practices for their particular situation.

To address this problem, IFA has launched a new initiative on fertilizer best management practices (FBMPs). The project will define general principles for FBMPs and foster wider adoption of these practices. The IFA initiative will also focus on the roles of the fertilizer industry and its partners. The end-product is expected to be an online clearing house for such practices.

The FBMP Initiative includes a number of elements:

- An assessment of FBMPs in the main fertilizer-consuming countries;
- A workshop for the fertilizer industry, scientists, extension agents and crop advisors, agri-food chain partners and policy makers;
- Recommendations on FBMPs for the global fertilizer industry and its partners;
- The online clearing house for fertilizer best management practices.

The outcome of this initiative will be presented during a side event at the 4th International Nitrogen Conference in Bahia, Brazil, in October 2007. ●

**word: Association**

# Sustainability: From the Factory Gate, through the Farm Gate

Thirty years ago, discussions about environmental protection focused on reducing pollution from industrial processes. This emphasis has had some unexpected results. For example, while the mandated use of scrubbers on factory smokestacks has reduced acid rain and other effects of sulphur emissions in many countries, agronomists have identified an increasing level of sulphur deficiencies in croplands across the globe because atmospheric sulphur deposition provided free fertilization.



Luc M. Maene  
IFA Director General

This example can be used to illustrate several points. First, we should not look at sustainability issues in isolation. We need to focus on manageable tasks, but we also need to be cognizant of downstream or long-term impacts.

Second, most sustainability issues are far more complex than is often imagined. The majority of NGOs and other stakeholder groups focus on a single issue, or a limited number of issues. Industry and governments need to manage the integrated impacts of

any decision. Therefore, they need to identify the option that will provide the greatest net benefits once all factors have been taken into account.

Third, responsible production and product stewardship are no longer just about the manufacture and distribution of goods. Indeed, it is fairly easy (at least theoretically) to make technical modifications or improve management practices in order to increase efficiency in the factory. A newer issue facing many industries is sustainable consumption.


This concept can be interpreted in different ways. For some people, sustainable consumption means that “rich” consumers should consume less. It could also entail ensuring that people in all countries are able to meet their basic needs. Making sure that products are used responsibly is another reading.

IFA's approach touches on all three views. Our mandate includes the promotion of responsible and efficient fertilizer use. Where excess fertilizers are being applied, farmers should modify their practices so that only the nutrients needed by a crop are provided. Where soils are degraded and agricultural productivity is low, farmers must have





access to appropriate fertilizers and increase their use. Finally, farmers everywhere should use fertilizers in accordance with site-specific conditions. This means applying the right product at the right rate, the right time and the right place.

Unlike many consumer products, for which supplying and following instructions are relatively uncomplicated, recommendations for fertilizer use vary widely according to conditions such as the crop, the climate and the crop's end-use.

IFA's new initiative on fertilizer best management practices (FBMPs) is an attempt to promote the sustainable consumption of fertilizers worldwide. This initiative is part of our commitment to sustainable development, which is also reflected in the creation of a new Vice Presidency for Sustainable Development earlier this year. The new FBMP project continues a long tradition in the fertilizer industry. IFA has been working to improve fertilizer management practices since its inception in 1927. Given the complexity of the task and the new challenges facing agriculture, we expect to remain active in this area for the next 80 years. ●



**ZINC CROPS 2007** 24-26 May 2007, Istanbul, Turkey

    *Improving crop production and human health* [www.ZnCrops2007.info](http://www.ZnCrops2007.info)

## Join us for the 75th IFA Annual Conference

The 2007 IFA Annual Conference will be held in Istanbul, Turkey, from 21 to 23 May. In addition to the usual meetings and social events, this year's event will have an especially festive flavour as we mark the 75th edition of IFA's flagship gathering. Look for registration materials in your mailbox – and on IFA's web site – in January.



## Help Eliminate the Fifth Leading Disease Risk Factor in Developing Countries

Zinc deficiency is the fifth leading risk factor for disease in developing countries. The international scientific conference “Zinc Crops 2007 – Improving crop production and human health” will provide new and updated information for agronomists, soil scientists, fertilizer companies, research institutions, government agencies and all those involved in optimizing crop yields and crop composition. Co-organized by IFA and several distinguished partners, it will gather the latest knowledge and best agricultural practices for addressing zinc deficiency in soil, crops and humans through targeted fertilization. To register or obtain further details, visit [www.zncrops2007.info](http://www.zncrops2007.info).



# Calendar

## IFA - 2007

12 - 14 March 2007

### Technical Committee Meeting featuring an International Workshop on Energy Efficiency and CO<sub>2</sub> Economic Prospects in Ammonia Production #

Organized in partnership with the International Energy Agency (IEA)  
Ho Chi Minh City, Viet Nam

Registration deadline: 7 February 2007

21 - 23 May

### 75th IFA Annual Conference Istanbul, Turkey #

Registration opens in January 2007

24 - 26 May

### Zinc Crops 2007 - Improving Crop Production and Human Health Istanbul, Turkey

Regular updates at [www.zncrops2007.info](http://www.zncrops2007.info)

18 - 22 June

### IFA/IFDC Phosphate Fertilizer Production Technology Workshop

Brussels, Belgium

Information and registration: [hrd@ifdc.org](mailto:hrd@ifdc.org)

22 - 26 October

### IFA Production and International Trade Conference #

Vancouver, British Columbia, Canada

Registration opens in July 2007

5 - 9 November

### IFA/IFDC Nitrogen Fertilizer Production Technology Workshop

Port of Spain, Trinidad and Tobago

Information and registration: [hrd@ifdc.org](mailto:hrd@ifdc.org)

27 - 29 November

### 33rd IFA Enlarged Council Meeting #

Doha, Qatar

Registration opens in July 2007

11 - 13 December

### IFA Crossroads Asia-Pacific 2007

Bali, Indonesia

Registration opens in July 2007

# Restricted to IFA members

## Non-IFA - 2007

24 - 26 January

### FMB - 2nd Americas Fertilizer Conference & Exhibition

Cancun, Mexico

Fax: +44 20 8979 4573 [fmb@fmb-group.co.uk](mailto:fmb@fmb-group.co.uk) [www.fmb-group.co.uk](http://www.fmb-group.co.uk)

6 - 8 February

### AFA - 13th International Annual Conference & Exhibition

Sharm El-Sheikh, Egypt

Fax: +20 2 4173721 [info@afa.com.eg](mailto:info@afa.com.eg) [www.afa.com.eg](http://www.afa.com.eg)

8 February

### IMPHOS/AFA/IPI - Workshop on "Balanced Fertilization for Optimising Plant Nutrition" Sharm El-Sheikh, Egypt

Fax: +20 2 4173721 [info@afa.com.eg](mailto:info@afa.com.eg) [www.afa.com.eg](http://www.afa.com.eg)

25 - 28 February

### BSC - Nitrogen + Syngas Manama, Bahrain

Fax: +44 20 7903 2432 [conferences@crugroup.com](mailto:conferences@crugroup.com)

[www.britishtsulphurevents.com](http://www.britishtsulphurevents.com)

28 February - 2 March

### FMB - 4th Asia Fertilizer Conference & Exhibition

Bangkok, Thailand

Fax: +44 20 8979 7866 [fmb@fmb-group.co.uk](mailto:fmb@fmb-group.co.uk) [www.fmb-group.co.uk](http://www.fmb-group.co.uk)

12 - 13 March

### Dahlia Greidinger Symposium on Advanced Technologies for Monitoring Nutrient and Water Availability to Plants

Haifa, Israel

Fax: +972 4 8224246 [rsconf@yahoo.com](mailto:rsconf@yahoo.com) [gwri-ic.technion.ac.il](http://gwri-ic.technion.ac.il)

12 - 16 March

### IFDC\* - Competitive Agricultural Systems and Enterprises (CASE) Approach Kigali, Rwanda

18 - 20 March

### BSC - Fertilizer Latin America 2007 Miami, Florida, USA

Fax: +44 20 8903 2432 [conferences@crugroup.com](mailto:conferences@crugroup.com)

[www.britishtsulphurevents.com](http://www.britishtsulphurevents.com)

21 - 23 March

### 5th New Ag International Conference & Exhibition

Budapest, Hungary

Fax: +33 3 89 30 51 34 [newag@newaginternational.com](mailto:newag@newaginternational.com)

[www.newaginternational.com](http://www.newaginternational.com)

26 - 28 March

### TSI - World Sulphur Symposium 2007 Amsterdam, The Netherlands

Fax: +1 202 331 9660 [symposia@sulphurinstitute.org](mailto:symposia@sulphurinstitute.org)

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

21 - 25 May

### IFDC\* - Agribusiness Information Points and Market Information Systems Kigali, Rwanda

11 - 15 June

### IFDC\* - Agro-Input Marketing and Dealer Development

Pretoria, South Africa

11 - 15 June

### 10th International Symposium on Soil and Plant Analysis

Budapest, Hungary

Fax: +36 1 2243640 [koos@rissac.hu](mailto:koos@rissac.hu)

17 - 20 June

### BSC - GazChem 2007 Port of Spain, Trinidad and Tobago

Fax: +44 20 7903 2432 [conferences@crugroup.com](mailto:conferences@crugroup.com)

[www.britishtsulphurevents.com](http://www.britishtsulphurevents.com)

\*IFDC - An International Center for Soil Fertility and Agricultural Development  
Fax: +1 256 381 7408 [hrd@ifdc.org](mailto:hrd@ifdc.org) [www.ifdc.org](http://www.ifdc.org)

To view a more exhaustive list of conferences click on "Conferences and Events" on IFA's web site.

continued from page 1 **IFA Council Meeting**

Nonetheless, maize production for bioenergy in the United States is currently pushing global maize prices upwards, which has a positive impact on fertilizer demand worldwide.

China has largely fuelled the upward trend of world averages for fertilizer supplies. Nevertheless, virtually all of its additional production has been dedicated to domestic markets, with almost no impact on international fertilizer trade. However, this situation may begin to change in 2007.

The promise of solid growth of fertilizer demand in 2007 offers favourable market conditions in most regions for producers of fertilizers, their intermediates and raw materials. Import demand is projected to recover in the Americas and Oceania and to remain firm in West Asia, South Asia and South-east Asia. Because production capacity for phosphate and potash is not expected to expand significantly, the global supply/demand balance for these products is projected to tighten. Delays in the commissioning of new ammonia and urea projects have created opportunities for imports into some markets well into 2007, but a surplus may emerge by the end of the year.

“What a difference a crop makes” is another variation on the theme that emerged during presentations by the IFA Secretariat and IFA’s Regional Vice Presidents. The rapid emergence of bioenergy crops as a driver of reinvigorated fertilizer demand recurred throughout the Enlarged Council Meeting. However, the influence is more psychological than agronomic, as farmers feel more confident that they will receive decent prices for their crops. Processing crops to produce ethanol or biodiesel generates large amounts of co-products that all contain nitrogen, phosphate and potassium. Many of these co-products are recycled

Lunch at the Estancia Villa Maria provided a relaxed atmosphere for networking.



in agriculture, thus moderating the overall impact of biofuel production on fertilizer requirements.

The generally positive tone of the meeting was clear from the outset, when Javier González Fraga, former Governor of Argentina’s Central Bank (among other distinguished roles), argued that the country’s economy is more favourably poised than it has been for decades. While he did not exclude the possibility of the situation worsening, he pointed out that this was the first time in many years that no impending crisis has been apparent.

Emilio Satorre, the academic coordinator of technology at AACREA, a farmers’ organization dedicated to carrying out agricultural experiments across Argentina, presented computerized models that help wheat farmers reduce unwanted environmental impacts while increasing their overall fertilizer use. The result is a higher return on their investment and better yields.

The day before the Enlarged Council Meeting, participants experienced Argentina’s gaucho tradition during a visit to the Estancia Villa Maria, hosted by IFA member Profertil. Different sides of Argentinian culture – the tango, and archeological traces of early Buenos Aires – were on display at a dinner jointly organized by Nidera, Petrobras Energía, Profertil and Rio Tinto Minerals on the second day of the meeting. ●

continued from page 2 **ANDA**

In conjunction with other agribusiness associations, ANDA operates a statistical service for the fertilizer sector in the form of an annual publication. The *Anuário Estatístico*, Brazil’s most complete and respected data on fertilizers, has appeared since 1986. A bestseller for 20 years, it is an official source used for the Brazilian Ministry of Agriculture and the Agricultural Commissions of both the Senate and the Federal Chamber of Deputies.

ANDA’s *Fertilizer Manual*, first published in 1971, quickly became a classic in the sector. The first edition (9,000 copies) sold out, as did the second edition (supervised by agronomists Eurípedes Malavolta and José Peres Romero) in 1975.

Communication is above all a question of conquering hearts and minds, so ANDA has also produced pamphlets and newsletters – whatever was needed – to convince agricultural producers at a time when little was known about fertilizers. In

addition to its monthly newsletter *Solos & Adubos* (Soils & Fertilizers), the Association’s publications include *30 Years of the Fertilizer Industry*, *Types of Agricultural Credit*, *Fertilized Cotton Yields More*, *Fertilizing Practice*, *Funfertil*, *Fertilizer Quality Control Manual*, and *Direct Planting System: Bases for managing soil fertility*. Particularly noteworthy is *The Roots of Fertility* (2005), a history of the Brazilian fertilizer industry.

ANDA has also sponsored the column “Soils & Fertilizers” in farming newspapers such as the *Correio Agropecuário*, which reached a circulation of 160,000 in the 1970s.

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IFA comprises around 450 member companies in more than 80 countries and includes manufacturers of fertilizers, raw material suppliers, regional and national associations, research institutes, traders and engineering companies.

IFA collects, compiles and disseminates information on the production and consumption of fertilizers and acts as a forum for its members and others to meet and address technical, agronomic, supply and environmental issues.

IFA also sponsors research related to the efficient use of plant nutrients in agriculture, and liaises closely with relevant international organizations, such as the World Bank, FAO, UNEP and other UN agencies.

**IFA President**

Sihai Wu  
President, SACF, China

**IFA Director General**

L.M. Maena

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