

Global Trade Deal Is Attainable

Speaking to a standing-room-only audience at the Opening Session of the 72nd IFA Annual Conference in Marrakech, Ambassador Carlos Pérez del Castillo told the fertilizer industry that he was "cautiously optimistic that an agreement is doable." But he warned that failure to reach a framework agreement in July could unravel the progress already achieved.*

Ambassador Pérez del Castillo spoke from his experience as Chairman of the General Council of the World Trade Organization, a position he held in the run-up to the ill-fated Cancún Ministerial and during subsequent months. He is currently Special Advisor to the President of Uruguay on Trade Negotiations.

* Editor's note: On 31 July, WTO members approved the framework for negotiations.

As positive signs for the negotiations, the Ambassador noted the concessions announced by the European Union and the continued dedication of the United States to achieving progress this year, despite forthcoming elections.

The issue of market access will continue to be a sticking point for the negotiations, according to the Ambassador. He noted the importance of two coalitions, the G-20 and the Cairns Group, in finding a solution to this issue.

The major question surrounding export subsidies will be defining a timeline for their eventual elimination. In the case of domestic support, the devil is in the detail, as any framework agreement must determine the

level of planned reduction and whether such cuts would apply in the aggregate or be product-specific.

The Ambassador closed his remarks by stressing the benefits of reaching a trade deal: "Fundamental reform—if it is in terms of elimination of export subsidies, of substantial reductions of domestic supports, and improvements in market access—will improve the certainties in world markets and will be an inducement for investment and long-term planning in agriculture."

IFA members can access a full transcript of Ambassador Pérez del Castillo's remarks on the IFA web site at www.fertilizer.org/ifa/memberarea/PDF/2004_mar_rakech_perez_del_castillo.pdf.



C. Pérez del Castillo

Chinese Vice Premier Declares China Open to Foreign Fertilizer Expertise



"The International Fertilizer Industry Association fosters its members' technical progress and provides a broad platform for communication in the global fertilizer industry. We hope that Chinese fertilizer companies, as well as related associations and research institutions, are able to strengthen connections with their counterparts abroad... [and] make a greater contribution to fertilizer technical improvements at home and

abroad." With these words, the Vice Premier of China, Zeng Peiyan, opened the 30th IFA Technical Conference in Beijing on 20 April.

"To further improve the quality and efficiency of Chinese fertilizer manufacturing" he continued, "China is willing to import advanced experience and to strengthen external economic and technical exchanges and cooperation, in order to bring domestic fertilizer production to a new level."

Representatives from more than 125 companies and related organizations attended the 2004 edition of this biennial event. Around 130 Chinese engineers and a number of local dignitaries interacted with some 90 foreign participants from 30 countries.

Of the 30 papers presented on a wide range of technologies, nearly a dozen specifically

addressed techniques and management strategies from the host country. China remains the world's largest producer and consumer of fertilizers.

The conference provided an opportunity for the exchange of technical information with peers, one of the major benefits of IFA membership.

About 70 participants took part in the technical field visit graciously hosted by the Sino-Arab Chemical Fertilizers Company in Qinhuangdao.

IFA would like to express its thanks to the China Petroleum and Chemical Industry Association (CPCIA) and the China National Chemical Construction Corporation (CNCCC) for their valuable assistance. Cargill Crop Nutrition, KBR and Stamicarbon sponsored the lunches. Support was received from ten Chinese companies, including three IFA members.



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IFA participates in the International Agri-Food Network (IAFN)

- www.agrifood.net -

which represents all sectors in the food chain

from principle to practice

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

To Feed a Growing World Population, Soil Fertility Knowledge is a "Basic" Need

Contributed by Ray Hoyum, Vice President of Market Development and Communications, IMC USA, Inc.

It is no secret that the world population has rapidly expanded and that it continues to grow at a staggering pace. In 1804, there were one billion people; that number grew five-fold by 1999. It is estimated that there will be 2.5 billion additional people by 2050. To feed everyone, more has to be done to ensure that the world's soils can support the highest levels of food production possible. Improved soil fertility can give food production the critical boost it will need.

For years, IMC Global has been committed to helping growers understand and meet the increasing need for balanced fertilization throughout the world. Most recently, we have demonstrated our support for this work by promoting two educational initiatives: Back-to-Basics and its international cousin, Building-on-Basics. IMC has hosted several intensive three-week fertilizer management seminars for international fertilizer executives.

Closing the yield gap

When the yield gap between the level of agricultural production possible on a given piece of land and actual crop yields is reduced, more people can be fed, with limited effects on the environment. Higher yields also result in more income and greater profitability for growers.

As an example of how low soil fertility can be a yield-limiting factor, half of the world's population relies on rice as a primary food source, but potassium has been

neglected as a nutrient in rice fields in South-east Asia. The potassium shortfall is due to higher yields, more intensive cropping and, in some cases, the removal of rice straw. If rice growers are to increase production levels, their soil fertility programmes must provide the nutrients that are essential to support optimal rice production, compensating for potassium deficiencies as well as for the removal of other nutrients by each crop.

As another example, in the central Mexican states of Guanajuato and Querétaro, around 52,000 hectares of alfalfa (a major forage crop) are cultivated every year. Most alfalfa fertilization consists of phosphorus application. The growers need to understand alfalfa's nutrient uptake in order to design a proper fertilization programme, which would include correct amounts of potassium and magnesium.

Improving soil fertility gives crop producers in every region of the world the best chance to improve their financial situation. Closing the yield gap can also be a source of environmental benefits through:

- Enhanced carbon sequestration;
- More efficient use of nutrients; and
- Freeing land for buffer strips, wetlands, rain forests and recreation.

Soil and plant tissue analysis are excellent ways to help determine how well crops are fertilized. Considering the amount of infor-

mation that growers can obtain from it, soil testing is a relatively inexpensive procedure.

Back-to-Basics educational programme

Our Back-to-Basics programme was initiated to help address the yield gap and raise awareness of low soil fertility levels in North America. This programme emphasizes improved soil fertility management, resulting in better crop quality and increased yields.

The audience for the Back-to-Basics programme is broad-based. It includes fertilizer dealers and distributors, print and broadcast media, crop consultants, university extension agents, farm managers and farmers. Dealers and growers who want to learn more about soil fertility can visit www.back-to-basics.net.

The programme's main message is that no matter what the economic or agronomic conditions, proper soil fertility should remain the number one priority of a profitable crop production programme. Our efforts on behalf of this programme led to the reception of the National Agri-Marketing Association (NAMA) Marketer of the Year award, a first for the fertilizer industry.

Building-on-Basics

The Building-on-Basics programme is an extension of the North American Back-to-Basics programme. It is aimed at educating the global community about the importance of soil fertility. The goal is to "build on the basics" that already exist, supporting current information with new insights and new approaches.



Through his educational initiatives, Ray Hoyum (4th from right) travels extensively to foster international understanding personally and to develop new markets with the Building-on-Basics programme.



Cargill Crop Nutrition and IMC Global to Merge

Early this year, IMC Global Inc. and Cargill Inc. announced the signing of a definitive agreement to combine IMC Global and Cargill Crop Nutrition in order to create a new, publicly traded company.

The merger is subject to regulatory approval in the United States, Canada and several other countries. It must also be approved by IMC's shareholders. The process is expected to be completed towards the end of the third quarter of this year.

The new fertilizer company will be called Mosaic, reflecting the close collaboration between the company and its customers, suppliers and communities. The Mosaic visual identity captures the richness and diversity of the world's farming regions. It also emphasizes the company's mission to nourish an agricultural landscape that can feed an expanding global population.



The pressing need for soil fertility information is a challenge and a tremendous opportunity. Soil fertility levels are declining in many regions. The yield gap concept needs to be explained, along with the possibilities that exist for higher yields and better grower profitability.

Our educational efforts focus on matching soil fertility needs with yield opportunities through replenishing poor soils, recognizing unique soil and crop requirements and understanding how nutrients are used by crops. Better knowledge of these concepts can help the world's farmers feed a growing population more easily and efficiently.

International Fertilizer Management Seminars

Another way IMC has demonstrated its leadership within the international fertilizer community is by creating and hosting the International Fertilizer Management Seminars. These events, which emphasize both education and on-site experience, target mid-level fertilizer executives and the people they serve. Participants return to their countries well equipped with the tools presented in Back-to-Basics and Building-on-Basics. In turn, they spread the soil fertility message to colleagues and customers.

The seminars are unique, intensive learning experiences complete with informational sessions and field tours. About 30 international fertilizer executives participated in a recent seminar held in the United States and Canada. Participants were able to tour K-Mag®/Sul-Po-Mag® mines in New Mexico and phosphate mines in Florida and to experience a wide range of American agriculture.

IMC Global is committed to the ongoing development and improvement of soil fertility awareness in the United States and around the world. This focus is demonstrated by our Back-to-Basics and Building-on-Basics programmes. Educating those who influence fertility management decisions will help make improved soil fertility a priority, and help feed a growing, hungry world.



For more information, **contact** Dr Ray Hoyum, Vice President, Market Development and Communications IMC USA Inc.

100 S. Saunders Road, Suite 300
Lake Forest, IL 60045-2561 USA
Tel: +1 847 739 1511
Fax: +1 847 739 1620
rahoyum@imcglobal.com

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Fertilizer Industry Says Farewell to Kim Gai Soh

The global fertilizer industry was shocked by the tragic and untimely death of Dr Kim Gai Soh on 24 June, following a massive stroke. IFA Director General Luc Maene noted with sadness, "We have lost a friend, a colleague and a wonderful human being. Kim was a good man, who was passionate about the things he believed in. He was dedicated to IFA and had made it a central pillar of his life, leaving his home country to serve the global industry. His expertise will be sorely missed."

Kim Gai Soh was appointed Executive Secretary, Agro-Economics and Technical, in December 1989. In this role, he was responsible for the development and activities of the Agro-Economics Committee and its working parties, as well as those of the Technical Committee and Sub-committee. This included responsibility for the programme of the IFA Regional Conference for Asia and the Pacific.

In 1999, Dr Soh oversaw the restructuring of the Agriculture Committee to its current form as a result of the strategic planning exercise carried out that year by IFA. The following year, the Secretariat of this committee was taken over by a new recruit, and Dr Soh began to focus solely on the Technical Committee.

Remembering Kim

Many of you have contacted the IFA Secretariat regarding memorial gestures. In this connection, his family has requested that donations be made to:

DOCTORS WITHOUT BORDERS

Bank code: **30041** Branch code: **00001**
Account number: **0004060U020**
Personal key: **02**

International Bank Account Number (IBAN):
FR60 3004 1000 0100 0406 0U02 002

(Please include your name and postal address and designate your donation as: "Donation Dr Kim Gai SOH".)

Cheques may also be sent to:

DOCTORS WITHOUT BORDERS
Donation Dr Kim Gai SOH
Service des donateurs
8, rue St-Sabin
75011 Paris, France



Some of the innovations driven by Dr Soh during his time with IFA include:

- The Incident Reporting Scheme to help prevent accidents in the workplace;
- The engagement of the global fertilizer industry to work towards higher standards of responsible production through the signing, by the Association's President, of the International Declaration on Cleaner Production;
- International benchmarking exercises covering emissions, energy use and worker safety at fertilizer production facilities;
- The development of IFA's 11 principles of safety in fertilizer production and public commitment to these principles by IFA's member companies through the issuance of safety certificates translated into workers' languages;
- Fertilizer Production Technology Workshops to promote excellent standards of production and to help engineers understand how their work relates to major policy issues, including those concerning the environment and the well-being of workers.

An avalanche of condolences and messages of sympathy arrived after Dr Soh's death was announced, reflecting his popularity among the IFA membership. He had continually made new friends throughout his extensive travels.

Dr Soh's family and the members of the IFA Secretariat appreciate the many telephone calls, e-mails, faxes and sympathy letters received during this difficult time.

At the wish of the family, a small farewell ceremony was held in Paris on Monday, 28 June, with close colleagues and intimate friends in attendance. Dr Soh's ashes were repatriated to his home country, Malaysia, where a simple Chinese funeral was held.

Union des Industries de la Fertilisation

Laurence Planquette, Communication & Development

The Union des Industries de la Fertilisation (Unifa) is the French fertilizer manufacturers association. Unifa promotes the interests of the industry to the French authorities and various public and private associations. It is active in technical, economic, agricultural and administrative areas related to fertilizer production and use. Fertilizer, mainly intended for use in agriculture, is subject to very strict market regulations in France, in order to ensure product quality and safety as well as environmental protection.

Under the responsibility of Gilles Poidevin, Director General, and Mario Scardigli, President, a dozen people on the Unifa team have the responsibility of making sure that top value is delivered to stakeholders by adhering to the principles of Responsible Care in an ethical, open and transparent way.

Unifa's activities

The association's activities include:

- **Trade, Economy and Safety:** international trade, anti-dumping and competition, storage, transport, safety and environmental protection during production, and climate change (e.g. emission issues);
- **Product legislation:** French market regulations, the secretariat of the Bureau de Normalisation des Amendements Minéraux et des Engrais (BNAME)—the standardization office for fertilizers and related products, European regulations (e.g. TC 260), quality control, product safety and labelling;
- **Agriculture and environment:** good agricultural practices for optimum fertilizer use, relations with technical and research institutes, French and European environmental regulations and their impact on fertilizer use;

cultural practices for optimum fertilizer use, relations with technical and research institutes, French and European environmental regulations and their impact on fertilizer use;

- **Communication and development:** documentation, publications, training, web site management, the press and public relations;
- **Statistics** (with an official mandate): production statistics, monthly imports and deliveries of mineral fertilizers by region.

The market context

Based in Paris, Unifa has over 40 active member companies that represent 97 per cent of French production and 75 per cent of total mineral fertilizer sales in France.

The majority of Unifa members sell mineral and organo-mineral fertilizers on the French market. The largest companies also produce raw materials and intermediary products for fertilizer manufacturing. A change in Unifa's statutes two years ago has made it possible for producers from the EU-25 countries with direct commercial representation in France to become members.

The French fertilizer market is the largest in Europe (28 per cent of the total market in the EU-15), amounting to some 11 million tonnes. Cereals represent more than half of that demand.

Around six million tonnes of fertilizers—straight N, P or K and compound fertilizers (PK, NP, NK or NPK)—are manufactured in France at just over 100 facilities. The remaining five million tonnes are imported. Manufacturers from central and eastern Europe have increased their share of the

French market from three per cent in 1991/92 to 25 per cent in 2003/04.

The French industry employs approximately 5,000 people, or twice that number if indirect employment is included.



Main issues for Unifa and its members

For Unifa and its member companies, the main issues that need to be addressed are:

- Recent enlargement of the European Union and its internal market with ten new countries;
- Effects on competition from non-EU imports;
- Natural gas prices and energy taxes;
- Strengthening of storage regulations;
- Best agricultural practices for use of mineral fertilizers and on-farm storage.

Unifa is a member of the Union of the French Chemical Industries (UIC), an associate member of the European Fertilizer Manufacturers Association (EFMA) and an affiliate member of the International Fertilizer Industry Association (IFA).

Unifa offers a platform for its members' work in numerous committees and working groups. It also participates in the activities of other associations such as EFMA, UIC and the National Association of Fertilizers and Mineral Amendments (ANPEA). Unifa helps promote integrated farming and "rational" fertilizer use through national groups such as FARRE, COMIFER and CORPEN.

Unifa colloquium in November

In 2004, for the first time, Unifa will hold a two-day colloquium on "Fertilization, a key issue for sustainable development". The colloquium will take place in Versailles on 18 and 19 November, with the support of the French Ministry of Agriculture and in the presence of Hervé Gaymard, the French Minister for Agriculture, Food, Fishing and Rural Affairs.

Unifa General Assembly

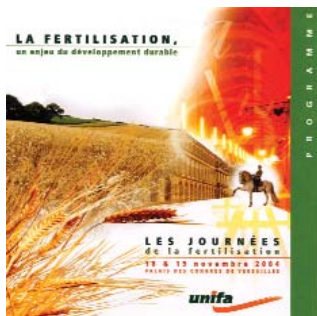


Industry Leadership Changes at the Annual Conference

EXECUTIVE COMMITTEE	President J. Van Brunt, Agrium Inc. (Canada)	EXECUTIVE MANAGEMENT GROUP (EMG)	The IFA Secretariat would like to take this opportunity to express its appreciation to the many company volunteers who contribute to the activities of the Association. Special thanks go to those who have completed their terms in recent months. At the Annual Conference, it was decided to change the name of two vice presidencies as a result of the recent European Union enlargement. The former vice presidency for Central and East Europe now covers Eastern Europe and Central Asia (EECA). The former vice presidency for West Europe now covers Western and Central Europe.
	Senior Vice President S. Wu, Sino-Arab Chemical Fertilizers Co. Ltd (China)		
	Vice President, Member of the Executive Management Group M. Cherif, Groupe Office Chérifien des Phosphates (Morocco)		
	Chairman of the Finance Committee T. Enger, Yara ASA (Norway)		
	Director General (ex officio) L. Maene, IFA		
	Vice President for Africa D. Ngom, Industries Chimiques du Sénégal (Senegal)		
	Vice President for Brazil N. Pereira dos Reis, Copebras, Ltda		
	Vice President for Eastern Europe and Central Asia (EECA) A. Gorbachev, Phosagro (Russia)		
	Vice President for China L. Chen, China National Chemical Construction Corporation		
	Vice President for Hispano-America A. Girotti, Profertil S.A. (Argentina)		
	Vice President for the Middle East S. Al-Ghafli, Ruwais Fertilizer Industries - FERTIL (UAE)		
	Vice President for East Asia M. Fadzlan bin Abdul Samad - Asean Bintulu Fertilizers Sdn Bhd (Malaysia)		
	Vice President for North America D. Pertz, IMC Global Inc. (USA)		
	Vice President for Oceania R. Green, Ravensdown Fertiliser Co-operative Ltd (New Zealand)		
Vice President for South Asia P.S. Gahlaut, Indian Potash Ltd (India)			
Vice President for Western and Central Europe J.-L. Besson, Grande Paroisse S.A. (France)			
Chairman of the Agriculture Committee A.S. Shriram, DCM Shriram Consolidated, Ltd (India)	AC	AGRICULTURE COMMITTEE (AC)	
Chairman of the Production and International Trade Committee W.J. Doyle, PotashCorp (Canada)	PIT		
Chairman of the Technical Committee E. Ponce, SQM (Chile)	TC		
Vice Chairman of the Agriculture Committee and Convenor of the Crop Nutrition Biotech Watch Group R. Rennie, Agrium Inc. (Canada)			
Convenor of the Task Force on Fertilizer Use Constraints M. Nielsen, Kemira GrowHow Oy (Denmark)			
Convenor of the Working Group on Fertilizer Demand Forecasts G. Buckley, CF Industries, Inc. (USA)			
Convenor of the Task Force on Micronutrients M. Gutierrez, Rio Tinto Borax (USA)			
Convenor of the Task Force on Slow- and Controlled-Release Fertilizers B. Engels, Compo GmbH & Co. KG (Germany)			
Convenor of the 2006 Agriculture Conference Task Force H. Magen, ICL Fertilizers (Israel)			
Convenor of the Working Party on Ammonia and Derived Products T. Bakken, Yara Belgium SA			PRODUCTION & INTERNATIONAL TRADE COMMITTEE (PIT)
Convenor of the Working Party on Phosphates C. Ricard, Cargill Fertilizer, Inc. (USA)			
Convenor of the Working Party on Potash A. Lomakin, International Potash Company Ltd (Russia)			
Convenor of the Working Party on Sulphur W. Kennedy, Shell Canada Ltd			
Vice Chairman of the Technical Committee B. Christensen, Kemira GrowHow Oy (Denmark)			TECHNICAL COMMITTEE (TC)
Convenor of the Environment Working Group T. Jenssen, Yara ASA (Norway)			
Convenor of the Safety in Production Task Force O. Morris, Cargill Fertilizer, Inc. (USA)			
Convenor of the Energy Task Force F. Al-Ansari, GPIC (Bahrain)			
Convenor of the Radiation Task Force V. Astley, IMC Global Inc. (USA)			

Information resources

Continued from page 4



During the meeting, the French fertilizer industry will focus on major current societal issues, notably food quality and safety, environmental protection and efficient fertilization.

The Versailles colloquium will provide an important update on good practices related to fertilizer use and safety. It will therefore support decision-making by government authorities, leaders of companies and associations, opinion makers, operational and logistical managers, agricultural distributors, safety advisers and others.

There will be three sessions:
 Session 1—Fertilization: implications for society and the environment;
 Session 2—From factory to field: cultivating security;
 Session 3—Effective fertilization: fostering good practices.

Unifa's new educational cd-rom will be distributed to all participants. Three videos will also be presented: the results of a survey on the image of fertilizers, carried out at the most recent International Agricultural Show in Paris; testimonials from practitioners of integrated farming; and the dos and don'ts of intervening in a warehouse fire.

This first Unifa colloquium will be held in French. Detailed programmes and registration forms are available at www.unifa.fr or by calling +33 (1) 46 53 10 20.

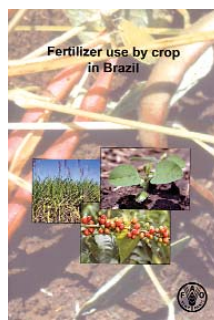
For more information **contact** Laurence Planquette
 Communication & Development
 Unifa
 Le Diamant A
 92909 Paris la Défense Cedex
 Tel: +33 1 46 53 10 30
 Fax: + 33 1 46 53 10 35
lplanquette@unifa.fr
www.unifa.fr

Fertilizer Use by Crop in Brazil

FAO, 1st edition, Rome, Italy, 2004. 52 pp.

Brazil is the world's largest producer of coffee, sugar cane, citrus and soybeans. Agricultural production has increased more than threefold during the past 30 years, and the use of mineral fertilizers has grown in parallel.

Multi-disciplinary agricultural research has permitted the Cerrado region, once considered to be marginal for agriculture, to be developed. Advanced production techniques are used for the major export crops. No-till systems are currently applied on almost 40 per cent of the grain crop area. While yield levels of the major export crops are good, the average yields of food crops for domestic consumption are low. Most of the numerous small-scale farmers use little or no fertilizers. Rural poverty could be alleviated by improved agricultural productivity.



Contact

FAO Sales and Marketing Group
 Information Division, Rome, Italy
 Fax: +39 06 57053360
publications-sales@fao.org www.fao.org

Publications in French and English can be downloaded from FAO's AGL on-line database at www.fao.org/ag/agl/oldocs.jsp

Some copies are available from IFA (see order form page 12).

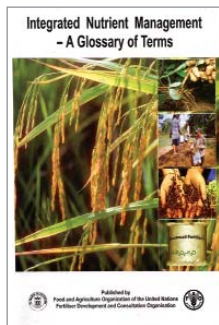
Integrated Nutrient Management: A Glossary of Terms

FDCO, FAO, Rome, Italy, 2003. 67 pp.

Price: USD 50.
 ISBN 92 5 105081 3
 This glossary covers various aspects of plant nutrition, mineral fertilizers, organic manures, recyclable wastes and biofertilizers.

Contact

Fertiliser Development and Consultation (FDCO)
 New Delhi, India
 Tel/Fax: +91 11 26417801, +91 11 51633864
fdco@vsnl.net www.tandontech.8k.com
 For FAO contact details, see above.



IFS Proceedings

Some interesting papers presented at the International Fertiliser Society Meeting on 25 March in London were:

Review of Recent Legislation Affecting the Fertilizer Industry

D.J. Heather, H. van Balken. Proceedings no. 534. 27 pp.

Practical and Theoretical Aspects of Fertilizers Sampling

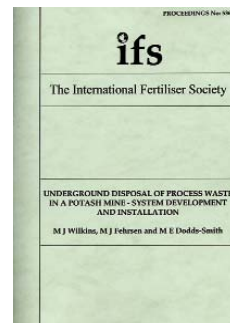
D. Thompson. Proceedings no. 533. 47 pp.

Underground Disposal of Process Waste in a Potash Mine—System Development and Installation

M.J. Wilkins, M.J. Fehrsen, M.E. Dodds-Smith. Proceedings no. 536. 27 pp.

Contact

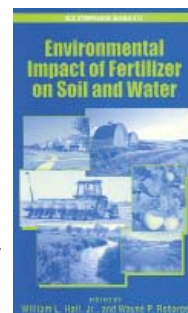
IFS, York, UK
 Fax: +44 1904 492 700
secretary@fertiliser-society.org
www.fertiliser-society.org



Environmental Impact of Fertilizer on Soil and Water

Ed. W.L. Hall, W.P. Robarge. Oxford University Press, ACS Symposium Series 872, USA, December 2003. 277 pp.

ISBN 0 8412 3811 1
 Regulators now scrutinize fertilizers more than ever because of their impact on the environment. This book shows how fertilizer misuse can lower soil and water quality. It also addresses current topics and misconceptions regarding fertilizer products. Although a number of environmental fertilizer issues are important to the scientific community, the symposium was intended to address only three: detection and prevalence of perchlorate ion in fertilizers; detection and assessment of the risk of trace metals in fertilizers; and measurement, impact, and management of fertilizer nutrients.



Contact

Oxford University Press, London, UK
www.oup.co.uk/academic/science/

Evaluation of Soil K Fertility and Rational K Fertilization

Proceedings of the IPI-ISSCAS Workshop, Changsha, China, 3-5 September 2002

IPI, Switzerland, March 2004. 317 pp.

The proceedings—in Chinese—compile the contributions to the workshop and give recommendations on how to improve K management in different cropping systems and various agri-ecological regions of China.

Contact

IPI-Coordinator China
rolf.haerdter@kali-gmbh.com



Nutrient Balances and Nutrient Cycling in Agro-Ecosystems

Proceedings of the IPI-ISSCAS Workshop on Nutrient Management in China, Part 1.

Ed. R. Haerdter, Jian-Chang Xie, Jiang-Min Zhou and Qin-Zhen Fan, Workshop held in 1999 in Haikou, Hainan, China. 419 pp.

Volume 1 discusses the global and regional nutrient balances and the corresponding fertilizer requirement of China. An additional volume deals with on-site studies. The final volume looks at nutrient management in perennial crops, cash crops and in special applications. The workshop aimed to raise awareness of the nutrient balance situation in China's intensive agriculture and the resulting need for balanced fertilization. These proceedings target advisors, the fertilizer sector and agricultural policy makers. A Chinese version has been published earlier.

Contact

IPI-Coordinator East/Southeast Asia
rolf.haerdter@kali-gmbh.com

For more information on IPI publications:
International Potash Institute, IPI
Basel, Switzerland
Fax: + 41 61 261 29 25
ipi@ipipotash.org
www.ipipotash.org



Fertilizers and their Use in Pakistan

N. Ahmad, M. Rashid. NFDC, 3rd edition, Islamabad, Pakistan, September 2003. 245 pp. ISBN 969 8066 76 4

This is a revised and updated version of the Agriculture Extension Guide. The book incorporates the latest developments in fertilizers and their use, with special reference to Pakistan.

Contact

N. Ahmad, NFDC
Islamabad, Pakistan
Fax: +92 51 4440042
nfdc@isb.comsats.net.pk

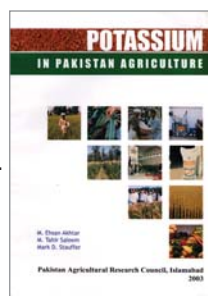


Potassium in Pakistan Agriculture

E. Akhtar, T. Saleem, M.D. Stauffer. Pakistan Agricultural Research Council, Islamabad, Pakistan, August 2003. 80 pp. ISBN 969 409 157 8

Contact

Tahir Saleem
Islamabad, Pakistan
Fax: +92 51 4440900
tahir.pak@comsats.net.pk



Integrated Plant Nutrient Management in Sub-Saharan Africa

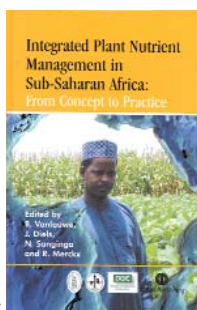
From Concept to Practice

Ed. B. Vanlauwe, J. Diels, N. Sanginga and R. Merckx. CABI Publishing, Wallingford, Oxon, UK. 352 pp. ISBN 0 85199576 4

Issues of soil degradation and nutrient depletion are addressed. Papers from the international symposium in Cotonou, Benin in October 2000 are included. Recommendations for crop and soil scientists are provided.

Contact

CABI Publishing, Wallingford, Oxon, UK
Fax: +44 1491 833508
cabi@cabi.org www.cabi-publishing.org

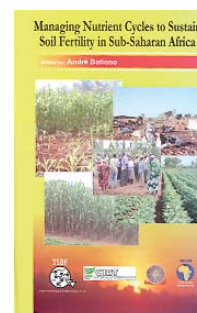


Managing Nutrient Cycles to Sustain Soil Fertility in Sub-Saharan Africa

A. Bationo, ASP, CIAT, Nairobi, Kenya, 2003. 608 pp. ISBN 9966 24 075 6

Contact

Academy Science Publishers, Nairobi, Kenya
Fax: +254 02 884406
asp@africaonline.co.ke
www.aasciences.org



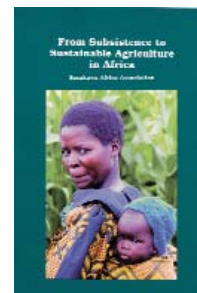
From Subsistence to Sustainable Agriculture in Africa

Workshop Papers, Johannesburg, South Africa, 18-19 November 2002.

Sasakawa Africa Association, Mexico City, Mexico, 2004. 138 pp.

Contact

Raitt Orr & Associates, London, UK
Fax: +44 020 722 5480
info@raittr.co.uk



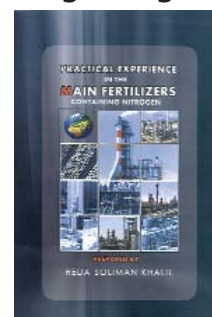
Practical Experience in the Main Fertilizers Containing Nitrogen

Reda Soliman Khalil. 1st edition, March 2004, Alexandria, Egypt. 435 pp.

This book focuses on providing information on the three main nitrogen fertilizer types: urea, ammonium nitrate and ammonium phosphate, in addition to nitric acid, which is mainly involved in the manufacture of other types of nitrogen fertilizers.

Contact

Soliman Khalil Reda
Abu-Qir Fertilizers & Chemical Ind. Co.
Alexandria, Egypt
Fax: +20 3 5603032
redakh2001@yahoo.com



Items are included on this page as a matter of information.

Inclusion does not constitute an endorsement by IFA.

Highlights from the Agriculture Committee

The Agriculture Committee and its Strategic Advisory Team (SAT) met in Marrakech on the occasion of the IFA Annual Conference. Members received progress reports and recommendations for future action from the Committee's task forces and working groups.

Particular attention was paid to improving fertilizer demand forecasts, the results of the survey on fertilizer use constraints and the follow-up to the IFA International Symposium on Micronutrients. The Secretariat also informed members of the outcome of our collaboration with the scientific community on cadmium in phosphate fertilizers and on reactive nitrogen. The work programme for the next two years was reviewed and endorsed by the SAT, of which several new members were in attendance: Rob Rennie from Agrium (Canada), the Commit-

tee's new Vice Chairman; Hillel Magen from ICL Fertilizers (Israel), Convenor of the 2006 Agriculture Conference Task Force; and Bernward Engels from Compo (Germany), Convenor of the Task Force on Slow- and Controlled-Release Fertilizers.

The Fertilizer Demand Meeting held in Marrakech focused on the main conclusions of the IFA-commissioned study on fertilizer use constraints. The Agriculture Committee agreed that implementation of the industry-related recommendations should rest essentially with national industries. IFA should serve as a platform for reporting progress and exchanging experience. IFA should also promote the establishment of national fertilizer industry associations where they do not yet exist.

The 2006 Agriculture Conference Task Force met for the

first time in Marrakech to discuss the conference's location, dates, objectives, target audiences, key messages and topics. While global issues will be covered, Asia and China will be highlighted. The conference is scheduled for the end of February 2006 in southern China.

The Task Force on Slow- and Controlled-Release Fertilizers also met for the first time in Marrakech. Participants agreed to work on clear definitions for the various product categories. The task force started to consider the objectives, target audience and programme of a workshop on "better performing fertilizers" tentatively scheduled for early 2005 in Europe.

During the Marrakech Conference, the Secretariat presented its yearly report on the medium-term outlook for world agriculture and fertilizer demand.

Search for the 2005 crop nutrient laureate begins

Nominations are now accepted for the 2005 IFA International Crop Nutrition Award, which is open to scientists based in national institutions in developing countries. According to the current eligibility criteria, candidates must be nominated by an IFA member from a developing country. The success of the Award greatly depends on the number and the quality of the applicants. We encourage IFA members to nominate senior soil or crop scientists whose work has led to significant advances in crop nutrition and who have successfully communicated these advances to farmers. The Secretariat must receive nominations from members no later than 20 February 2005. (See the Award insert in this issue of *Fertilizers & Agriculture* for more information.) ●

Highlights from the Technical Committee



M. Cherif (seated in the middle) commits OCP to uphold IFA's 11 principles of safety in fertilizer production.

Much of the activity of the Technical Committee in recent months has centred around the Technical Conference held in Beijing, China, in April (see related article page 1). Since the conclusion of that successful event, the appointed rappor-

teurs and the Secretariat have worked closely together on the summary of the discussions, which is expected to appear in the third quarter of 2004.

There was a lull in the Committee's work following the sudden demise of its Executive Secretary, Kim Gai Soh in June (see related article page 3).

Radiation attracts growing attention

As highlighted in the previous issue of *Fertilizers & Agriculture*, naturally occurring radioactive

substances (NORM) in fertilizer materials have gained prominence as a policy issue. IFA was represented at the fourth NORM conference in Poland in May, where presentations covered the mining and transport of naturally radioactive phosphates, discharges into waterways from phosphate treatment facilities and an analysis of the implementation of the EU's Directive 96/29/Euratom.

The Technical Committee recently established a Radiation Task Force.

Industry shows growing commitment to safety

Within the framework of the IFA Annual Conference in Morocco, the Groupe Office

Chérifien des Phosphates became the newest signatory to IFA's eleven principles of safety in fertilizer production. Each month, an additional two to three companies start the process of making this public commitment to worker safety.

Preliminary results are in from the benchmarking survey of the fertilizer industry's safety performance in 2003. More than 260 million working hours are covered by this exercise, an increase of about 100 million hours compared with the initial survey carried out in 2001. Some 144,000 workers are now included in the performance evaluation. ●

Highlights from the Production and International Trade Committee

The 2004 Production and International Trade Conference will be held in Dubai from 3 to 5 October 2004. The conference will last one and a half days and will comprise three open sessions. It will be preceded by meetings of the four working parties, starting on Sunday, 3 October. The Production and International Trade (PIT) Committee will hold its annual meeting within the framework of the conference.

Further information about the conference is available at www.fertilizer.org/ifa/membership/pit_oct04_programme.asp.

During the meetings of the four specialized working parties in Marrakech, presentations by the Secretariat and discussions among participants provided background information for preparation of the medium-term supply and demand balance forecasts. These sessions were well attended, with 35-45 producers and consumers participating in each.

2004 priorities

A meeting of the PIT Committee's Advisory Group was held in Marrakech to discuss new priorities, the programme of the upcoming conference in Dubai and other issues relative to the Committee's activities. The Committee's priorities for 2004 include:

- To assess further the impact of technical regulations on trade;
- To standardize the procedure for capacity estimations and to reassess the methodology used to compute supply and demand balances;
- To improve IFA's coverage of data concerning the technical uses of urea and ammonia derivatives on a global and regional basis;
- To expand the coverage of exporting and importing countries in the trade tables of the PIT Committee's quarterly reports, and to continue to explore ways

to release data in electronic spreadsheets.

Recent releases

Since the previous issue of *Fertilizers & Agriculture*, the PIT Committee has released the following statistics and reports:

- Summary reports for 2004 of the surveys of global capacities-ammonia, urea, processed phosphates (phosphoric acid, MAP, DAP and TSP);
- "Global Fertilizers and Raw Materials Supply and Supply/Demand Balances: 2004-2008" by Michel Prud'homme, Executive Secretary of the PIT Committee (72nd IFA Annual Conference, Marrakech, Morocco, 24-26 May 2004);
- "Summary Report-World Agricultural Situation and Fertilizer Demand, Global Fertilizer Supply and Trade: 2003/04-2008/09" by Michel Prud'homme, Executive Secretary of the PIT Committee, and Patrick Heffer, Executive Secretary of the Agriculture Committee;
- 2003 annual statistics-ammonia, ammonium nitrate/calcium ammonium nitrate, ammonium sulphate, urea, phosphate rock, processed phosphates, sulphur and sulphuric acid (preliminary);
- Quarterly statistics (1Q 2004)-ammonia, urea, phosphate rock, processed phosphates, sulphur.

IFA was invited to address the General Assembly of the European Sulphuric Acid Association (ESA), held in Prague from 10 to 12 June 2004. Michel Prud'homme presented a global overview of the fertilizer industry, with special emphasis on the supply and demand situation for phosphate and elemental sulphur: "Global Fertilizer Demand and Prospects for Sulphur Markets". The meeting was attended by more than 70 delegates from a dozen countries, including, for the first time, participants from countries that joined the European Union in May 2004. ●

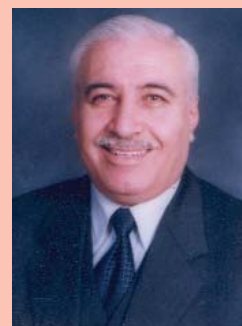
IFA Annual Conference (from left to right) C. Pérez del Castillo, L.M. Maene, M. Cherif, K.G. Cassman, J. Van Brunt



Fertilizer Faces

AFA Welcomes New Secretary General

On 1 June 2004, Dr Shafik Ashkar became the Secretary General of the Arab Fertilizer Association.



Dr Ashkar previously held several positions at the Jordan Phosphate Mines Co. and

was the Secretary General of the Jordan Fertilizer Association (JFA). He received a Ph.D. in marketing from Timisoara University in Romania after earning a Bachelor's Degree and an Advanced Diploma in industrial management in the United Kingdom.

He belongs to the UK Institute of Industrial Managers, the UK Institute of Sales and Marketing Management and the British Institute of Management.

Dr Ashkar replaced Engr. Ali Hamdi, who retired after many years' service.

New Director at FSSA



Dr Gert van der Linde has been appointed the new Director of the Fertiliser Society of South Africa (FSSA), following the retirement of Hilmar Venter, after 28 years service with the Society.

Dr van der Linde, who holds a Ph.D. in physical chemistry, has some 30 years' experience at Foskor in the field of phosphate production, covering all aspects of research and development, process development and plant operations. Prior to joining FSSA, he was General Manager, Research and Development at Foskor since 1998.

He is the author of several publications on the milling and beneficiation of apatite, as well as on surface chemistry. He was involved in FSSA activities as a company volunteer for many years.



word: Association

The Letter O Deserves More Attention

Many business managers are familiar with SWOT analyses. SWOT stands for “strength, weakness, threat, opportunity”. It is a tool that allows an organization to scan



Luc M. Maene
IFA Director General

the horizon quickly to focus actions. Our industry is good at identifying and addressing its threats and weaknesses, but we have been less adept at embracing opportunities. Why is this?

Opportunities are less urgent than crises. When a crisis breaks, there is a clear need to focus resources on resolving the problem quickly. There is a compelling case for immediate action and resource allocation. With opportunities, it is easy to put off action or budgeting until another day.

It is also more difficult to measure the return on investing in opportunities because the goal is to prevent crises, which means imagining what might have happened without any certainty of exactly what would have happened. Whereas a crisis in progress is more tangible, and everyone can agree on the positive effect of solving the problem as soon as possible.

Our industry clearly needs to focus more on opportunities. This entails another O word: **outreach**. The traditional command-and-control model of communications no longer works, if indeed it ever really did. Rather than issuing press releases and glossy brochures, effective communication today relies much more heavily on building relationships.

It is human nature to be suspicious of the unfamiliar. Studies of public perception of the chemical industry carried out in the mid-1990s showed that people had very high opinions of facilities near their local

communities but a very critical view of the industry as a whole. They saw the local good corporate citizen as an exception to generally poor performance, despite empirical evidence to the contrary. This demonstrates the need to expose people to our efforts to achieve top performance across the board as often as possible. One-off events will not be effective.

We also need to be **open**. Our pride in the role we play in helping to feed the world can blind us to the concerns of others, whether there is a rational basis for them or not. Industry in general has a tendency to dismiss public concerns over health, safety, security and the environment as not being based on sound science. What we fail to appreciate is the power of emotion to overcome reason. So, yes, we should offer reassurance about the measures we are taking to avoid undesirable incidents. However, engaging concerned groups in achieving solutions will encourage familiarity and more effectively calm their fears than will abstract words of comfort.

Finally, we need to **orient** and redirect our actions quickly. Ten years ago, who could have imagined the security concerns that have put the spotlight on the misuse of ammonium nitrate? Although effecting change within our industry is sometimes like turning a ship in the high seas—possible but slow—it has been and continues to be imperative for our industry to work with government authorities and other key groups to ensure that there is an adequate supply of crop nutrients for food production without in any way compromising human health and safety or the environment.

In neglecting these important O words, we risk letting opportunities fester and turn into crises. ●

Rice Gains Earn World Food Prize

Giving a nod to the International Year of Rice (*see related story page 12*), the World Food Prize Selection Committee chose two researchers from developing countries to receive jointly the 2004 World Food Prize, the agricultural equivalent of the Nobel Prize.



Professor Yuan Longping was recognized for scientific work leading to the first successful and widely grown hybrid rice variety, which revolutionized rice cultivation in

China and tripled production over a generation. His techniques have spread across the globe.

The second 2004 laureate represents the generation that has benefited from Professor Yuan's insights. Dr Monty Jones spearheaded the efforts of the Africa Rice Center (WARDA) to develop a New Rice for Africa (NERICA), a hybrid designed to increase rice yields dramatically on that continent. NERICA combines an ancient African rice strain with an Asian variety.



The 2004 World Food Prize winners were announced in a ceremony in Washington, DC in March. The prize will be awarded at the World Food Prize International Symposium, to be held in Des Moines, Iowa, on 14 and 15 October 2004. The theme of this year's event is Rice, Biofortification and Enhanced Nutrition.

For more information about the World Food Prize and the International Symposium, please visit www.worldfoodprize.org. ●

Web Site Password Updated

IFA members are reminded that the password for the "Members Only" section of the web site changes approximately every six months. The most recent change occurred on 15 June 2004. IFA Main Contacts are responsible for circulating the password within member companies. If you did not receive the latest password and do not know who your Main Contact is, please contact Ms Aline Bortot at abortot@fertilizer.org or fax +33 1 53 93 05 47. For security reasons, only written requests for passwords can be answered.



Calendar

IFA - 2004

3 - 5 October

IFA Production and International Trade Conference

Dubai, United Arab Emirates #

Registration closes 27 August 2004

1 - 3 December

30th IFA Enlarged Council Meeting

Preceded by the Atacama Tour 2004, hosted by SQM

Santiago, Chile #

Registration closes 27 October 2004

14 - 16 December

IFA Regional Conference for Asia and the Pacific

Auckland, New Zealand

Registration closes 5 November 2004

Restricted to IFA members

Non-IFA - 2004

13 - 17 September

*IFDC International Training Program on Market Information Systems

Accra, Ghana

26 September - 1 October

4th International Crop Science Congress

Brisbane, Queensland, Australia

Fax: +61 7 3858 5510 4icsc04@im.com.au www.cropscience2004.com

27 - 30 September

2nd Announcement - 15th International Symposium on Fertilizers and Fertilization for Sustainability in Agriculture

Pretoria, South Africa

Fax: +27 12 420 3221 ladams@postino.up.ac.za

www.up.ac.za/academic/plansoil/15scie

13 - 15 October

18th FMB European Fertilizer Conference and Exhibition 2004

Marbella, Spain

Fax: +44 208 979 4573 fmb@fmb-group.co.uk www.fmb-group.co.uk

12 - 16 October

3rd International Nitrogen Conference

Nanjing, China

Fax: +86 25 6881028 n2004@ns.issas.ac.cn www.issas.ac.cn

14 - 15 October

2004 World Food Prize International Symposium on Rice, Biofortification and Enhanced Nutrition

Des Moines IA, USA

Fax: +1 515 245 3785 wfp@worldfoodprize.org

www.worldfoodprize.org

16 - 19 October

2004 North American Fertilizer Transportation Conference

Litchfield Park AZ, USA

Fax: +1 202 962 0577 lmabee@tfi.org www.tfi.org

While every attempt is made to provide accurate information, IFA cannot guarantee the details for non-IFA events. Contact the organizers for confirmation.

22 November - 3 December

* IFDC International Training Program on Fertilizer Marketing Management

Dubai, United Arab Emirates

24 - 28 November

Regional Workshop on Potassium and Fertigation Development in the West Asia and North Africa Region

Rabat, Morocco

Fax: +33 3 21 06 40 05 michel.marchand@tessenderlo.com

www.ipipotash.org

8 - 10 December

2004 FAI Annual Seminar

New Delhi, India

Fax: +91 11 696 00 52 general@faidelihi.org www.faidelihi.org

8 - 10 December

2004 IFS Conference on Micronutrients

Cambridge, UK

Fax: +44 1904 492700 secretary@fertiliser-society.org

www.fertiliser-society.org

Non-IFA - 2005

28 January - 1 February

International Conference on Soil, Water and Environmental Quality, Issues and Strategies

New Delhi, India

Fax: +91 11 258 41529 iss@vsnl.com www.iss-india.org

30 January - 4 February

9th International Symposium on Soil and Plant Analysis (ISSPA)

Cancún, Mexico

Fax: +49 6307 401104 palmmail@convservices.de www.spcouncil.com

1 - 3 February

AFA 11th International Annual Conference

Cairo, Egypt

Fax: +20 2 417 2347 info@afa.com.eg www.afa.com.eg

16 - 18 March

3rd New Ag International Conference and Exhibition

Antalya, Turkey

Fax: +44 20 8744 1705 exhibitions@newaginternational.com

www.newaginternational.com

14 - 19 September

15th International Plant Nutrition Colloquium (IPNC)

Beijing, China

Fax: +86 10 62891016 ipnc2005@cau.edu.cn www.ipnc15.com

22 - 26 October

3rd "Silicon in Agriculture" Conference

Uberlândia, Brazil

Fax: +55 34 32182225 ghk@triang.com.br

www.siliconinagriculture.iciag.ufu.br

*IFDC—An International Center for Soil Fertility and Agricultural Development

Fax: +1 256 381 7408 hrd@ifdc.org www.ifdc.org

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

Spotlight on Rice



With each passing day, halving the number of people who suffer from persistent hunger by 2015 becomes less likely. This goal was initially set at the 1996 World Food Summit and reaffirmed by leaders five years later.

To focus attention on the role rice can play in providing food security and eradicating poverty, the United Nations General Assembly passed a resolution making 2004 the International Year of Rice, with the theme "Rice is life". Rice feeds more than half the world's population, while providing income for millions of rice producers, processors and traders.

This is the first time a commodity has been the theme of a designated international year. Rice was chosen because of its symbolic value. It is the principal staple food for the world's poorest people, and it is intimately linked to the cultures of many

countries. Rice has also been one of the major components of the Green Revolution and other advances in agricultural technology.

According to the mission statement for the International Year of Rice, development of sustainable rice-based systems will reduce hunger and poverty. And it will contribute to environmental conservation and a better life for present and future generations.

Many fertilizer industry initiatives contribute to increasing the sustainability of rice production, not least the Reaching Toward Optimum Productivity (RTOP) project, which helps farmers improve the efficiency of the crop nutrients applied to irrigated rice. As well as raising yields, the site-specific nutrient management used in RTOP improves farmers' return on investment and reduces unwanted environmental impacts.

For more information about the International Year of Rice, please visit www.fao.org/rice2004. ●



- International Fertilizer Industry Association (IFA)
- 28, rue Marbeuf
- 75008 Paris, France
- Tel: +33 1 53 93 05 00
- Fax: +33 1 53 93 05 45 / 47
- ifa@fertilizer.org
- www.fertilizer.org

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

John Van Brunt, President
Agrium Inc., Canada

IFA Director General

L.M. Maene

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Letters

We invite your contributions of letters, documents, articles, photographs, etc.

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- Layout: Claudine Aholou-Pütz
- Design: Dora Maltz

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New IFS Leadership for 2004/05

At the recent Annual General Meeting of the International Fertiliser Society, Kish Shah, MBE was elected President of the Society for the year 2004/05. Now an independent consultant, Kish Shah worked for Terra Nitrogen (UK) Ltd (previously ICI Fertilizers) for many years. He has been Vice-President of the Society for the past year.

Jacques Neeteson of Plant Research International in Wageningen, the Netherlands, was elected Vice-President.

David Heather (AIC, Peterborough, UK) and Hans-Werner Olfs (Yara GmbH & Co. KG, Hanninghof, Germany) were elected to the Council of the Society.



K. Shah (left) and J. Neeteson

IFA Request Form agriculture September 2004

Please tick the box below and return to IFA by fax: +33 1 53 93 05 45 / 47

or send an e-mail to publications@fertilizer.org

Note: most IFA materials are available via the web site at www.fertilizer.org

Fertilizer Use by Crop in Brazil

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Company/Organization

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E-mail Web