EFMA’s Product Stewardship program

IFA Technical Conference
Vilnius, Lithuania, 25-27 April 2006

Dr. Arend Werner, BASF Aktiengesellschaft, Germany,
Tore K. Jenssen, Yara International, Norway
Hans van Balken, EFMA, Belgium

Content of EFMA’s Product Stewardship Program

Typical Issues addressed

- Product Development
- Sourcing of Materials
- Manufacturing
- Packaging
- Transportation
- Storage
- Marketing and Sales
- Product Application and Farmer Services
Content of EFMA’s Product Stewardship Program

Information covered in Program

➢ Management Responsibilities
➢ What Product Stewardship is all about
➢ Legal Requirements
➢ EFMA’s Requirements

www.efma.org
EFMA’s Questionnaire grouped in 4 main categories

- Product Stewardship administration and management
- Sourcing of materials and manufacturing
- Distribution, transport and storage
- Marketing, sales and customer services

Figure 2: Product Stewardship audit by SGS, 2004-05
Results for a member of EFMA

<table>
<thead>
<tr>
<th></th>
<th>Score (100 = best)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product Stewardship</td>
<td>81.4</td>
</tr>
<tr>
<td>Management</td>
<td></td>
</tr>
<tr>
<td>Sourcing and</td>
<td>89.2</td>
</tr>
<tr>
<td>Manufacturing</td>
<td></td>
</tr>
<tr>
<td>Distribution</td>
<td>86.5</td>
</tr>
<tr>
<td>Marketing and Sales</td>
<td>84.5</td>
</tr>
</tbody>
</table>
Checking compliance with EFMA’s Product Stewardship program

Figure 3: Details of results of SGS audit, 2005-05
Results for a member of EFMA

<table>
<thead>
<tr>
<th>Category</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leadership and administration</td>
<td>83</td>
</tr>
<tr>
<td>Monitoring and review</td>
<td>82</td>
</tr>
<tr>
<td>Sourcing of materials and TPP</td>
<td>75</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>80</td>
</tr>
<tr>
<td>Packaging</td>
<td>77</td>
</tr>
<tr>
<td>Transportation</td>
<td>50</td>
</tr>
<tr>
<td>Storage</td>
<td>33</td>
</tr>
<tr>
<td>Product development</td>
<td>77</td>
</tr>
<tr>
<td>Marketing and sales</td>
<td>73</td>
</tr>
<tr>
<td>Application and services</td>
<td>83</td>
</tr>
</tbody>
</table>

Further development of EFMA’s Product Stewardship program

Benefits of Qualicert Scheme

- Reputation of the Industry in areas of concern
- Benchmark of HSE in sector
- Members compliance with Standard
- Increasing Number and Quality of Members
- Credibility of the Program/ International Promotion
- Meeting Stakeholders Expectation/ Endorsement by Industry
Areas in the Product Stewardship Program that needs special attention: safety

5 Principles Securing fertilizer Safety

- Good understanding of hazardous behaviour of some fertilizers
- Safe product
- Meaningful and effective legislation
- Helpful guidance and codes
- High level of commitment and audits to achieve continuous improvement

EC2003/3003 Annex III

- Low capacity for oil absorption
- Very low level of combustible ingredients
- A minimum level of pH
- Limitation on the extent of small particles
- Very low level of chlorine and copper content
- Strong resistance-to-detonation, to be tested at approved institutes
Areas in the Product Stewardship Program that needs special attention: security

- Dialogue with the European Commission, member states, and other relevant bodies
- The adoption of safety and best practice guidelines
- A number of detailed studies and tests that have been undertaken
- The setting up of a Product Stewardship Programme

Areas in the Product Stewardship Program that needs special attention: security

- Security at production sites
- Security in the supply chain
- Security at external storages
- Security related to sales
- Security at the farm
CONCLUSIONS

- EFMA’s PS Program proven to be a good concept
- PS Program well anchored but how to keep alive?
  (Audits and Implementation in total life chain)
- PS is not static “new” elements to be considered
  (Safety of Fertilizers and Security Issue)
- PS on Global Scale
  (International standard; IFA Involvement)