

Developing Fertilizer Industry Associations Benefits & Requirements

The Malaysian Experience

FERTILIZER INDUSTRY ASSOCIATION OF MALAYSIA (FIAM)

- **Established August 13th 1987 with 5 Founding members.**
- **Members are Companies incorporated in Malaysia engaged in the Importation and / or manufacture of fertilizers with a minimum annual sales of 30,000 MT**
- **Membership as at 2009 – 19 members.**

Objectives of FIAM

- **Promote, foster and advance the progress and development of the fertilizer industry in Malaysia.**
- **To co-operate with Government Authorities and provide a combined approach to Government Bodies in Association matters.**
- **To inform members regarding Government Legislation which affect the fertilizer industry.**
- **Promote correct and efficient handling and use of fertilizers.**
- **To establish liaison with similar organizations locally or overseas.**
- **To encourage and support scientific research.**
- **To foster the development and utilization of fertilizer products in Malaysia.**
- **To conduct industry meetings and conventions.**
- **Publication of items relating to the industry of matters of interest to the Association.**

Fertilizer Industry in Malaysia

ROLE OF MALAYSIAN IMPORTERS AS A STAKEHOLDER IN THE AGRICULTURAL SUPPLY CHAIN

- **Source for required fertilizers**
- **Import, stock, bag, and process the imported fertilizers**
- **Finance holding cost**
- **Provide credit to buyers**
- **Provide relevant extension services to farmers**
- **Practice open competition to ensure most competitive prices to the plantation owners, smallholders, farmers and other end-users**

Benefits of Developing an Effective Association

- **Engaging the Government in formulation of the Fertilizer Act.**
- **Engaging the Port Authorities on matters relating to more efficient handling of cargo and on tariff matters.**
- **Engaging the Planting Community especially large plantation owners and the Government (Ministry of Agriculture) regarding Fertilizer Price Trends.**