



ifa
INTERNATIONAL
FERTILIZER ASSOCIATION

GENERAL ANTI-TRUST GUIDELINES IN IFA MEETINGS AND FUNCTIONS

November 2016



The International Fertilizer Association (IFA) is the voice and ear of the international fertilizer industry, promoting the efficient and responsible production and use of plant nutrients.

As a trade association, IFA has strict anti-trust law compliance obligations and must be sensitive to possible competition implications of concerted activities.

IFA is committed to meeting these responsibilities in full compliance with all competition laws applicable to its operations.

To achieve the goals of this antitrust compliance commitment, IFA members should adhere to the following guidelines when participating in IFA activities

I. Don't

Prices

- Do not **discuss or exchange** information on individual company prices or pricing policies and procedures;
- Do not **discuss or exchange** information on purchase prices and other terms of purchase among competitors;
- Do not enter into any **agreements with competitors** regarding prices, bids, profit margins; price differentials, mark-ups, discounts, allowances, or credit terms.

Production

- Do not enter into any agreements or understandings with competitors regarding individual company's future production, sales and inventory levels;
- Do not **discuss or exchange** information on production or distribution costs, unless these data are historical and have already been published;
- Do not **disclose** information on any future plans, strategies or investments unless previously publicly announced.

Markets

- Do not enter into any agreements or understandings with competitors regarding market shares, or the allocation of customers or sales territories, or the exclusion of customers or suppliers;
- Do not **discuss or exchange** information on individual company's actions or strategies to manage the market, supply, demand, recovery or other conditions affecting competition, and on any supply chain arrangements.

II. Do

Governance

- Ensure that an agenda is prepared and distributed to all participants in IFA meetings relating to supply, demand, forecasting, benchmarking, standards and technical specifications;
- Ensure that the discussions during the meetings are pursuant to the topics of the agendas, and that minutes of meetings are taken and accurately reflect the discussion and actions taken. This also applies to meetings of Thematic Committees and their subcommittees, meetings of IFA Ambassadors and other IFA regional/country-based meetings.
- Follow the attached “guidelines for speakers” in IFA conference whenever participating in an IFA meeting/function. If you have any concerns, seek guidance from the IFA Secretariat before proceeding.
- Ensure that participants in all IFA meetings are reminded of IFA competition compliance policy and anti-trust guidelines in IFA meetings and functions. All agendas for IFA meetings of all types should include the following: *“We remind participants that all IFA meetings and functions are subject to IFA Anti-Trust Guidelines”* (and provide link thereto).

Supervision

- Ensure that an IFA Secretariat representative attends each meeting held under the auspices of IFA;
- Ensure that each participant in IFA meetings receives a copy of these guidelines;
- Ensure that IFA members are reminded that activities at IFA meetings may be subject to competition laws of a number of countries on the basis of their sole effects even though the activities do not take place in a particular country;
- Ask the IFA Secretariat if a member has any questions on these important matters.



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