



International
Fertilizer Industry
Association

IFA Africa Forum

Background

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1st meeting of the IFA Africa Forum
9 February 2009, Cairo, Egypt



Establishment

- IFA Working Group on Fertilizer Use Constraints
 - Africa is a top priority
 - IFA Task Force on Africa established in 2005
- IFA Task Force on Africa
 - Recommends establishment of permanent IFA regional body representing the African fertilizer industry
 - IFA Africa Forum approved by IFA Executive Committee (December 2007)
- Meetings in 2008 have been canceled
- First meeting on 9 February 2009 in Cairo





Vision and Mission

- **Vision**
An African continent free from hunger and malnutrition thanks to fertile soils and adequate agricultural production
- **Mission**
Promote the development of fertilizer use to improve soil fertility, agricultural production and human nutrition and to alleviate poverty in Africa



Goals

- Ongoing **exchange** of views and expertise on key issues among the members of the forum
- Effective **communication** of the interests/positions of the members of the forum to key interlocutors
- Greater **awareness** of the positive role fertilizers can play in Africa's development
- Fertilizer **consumption** in Africa in line with agronomic recommendations



Structure and Geographical Coverage

- **Structure**
 - Regional IFA body
 - Medium/long-term: could become a stand-alone association
- **Geographical Coverage**
 - Pan African and Sub-Saharan coverage
 - Issues that specifically relate to the Arab countries in the region are dealt with by AFA



Membership

- Open to all IFA members with on-the-ground activities in Africa
Any IFA member committed to developing the African fertilizer market in the long term
- General IFA rules for voting would apply
- Non-industry organizations may be associated, without being members



Membership

Ordinary members

- Algeria: Fertial
- Egypt: Abu-Zaabal/Polyserve , Alexfert, HFC
- Mauritius: MCFI
- Morocco: OCP
- Norway: Yara
- Senegal: ICS/Senchim
- South Africa: Foskor, Omnia, Sasol
- Zimbabwe: Chemplex, ZFC

Associate members

- France: Keytrade Africa
- Morocco: Charaf

Affiliate members

- Egypt: AFA
- Kenya: TSBF
- Morocco: IMPHOS
- South Africa: FSSA
- USA: IFDC

Invited

- Algeria: Asmidal, Ferphos
- Egypt: Abu-Qir, EFDC, EFIC, EFC, El Delta, El Nasr
- Ethiopia: NAIA
- France: SCPA Sivex
- Libya: NOC
- Tanzania: Export Trading Co
- Tunisia: CPG, GCT

- *Nigeria: Notore*

Industry partners

- Canada: Agrium
- Netherlands: VKP
- Switzerland: IPI
- USA: IPNI, TSI



Functioning

- **Meets once (or twice?) a year**, preferably on the occasion of a relevant regional meeting
- The forum being **essentially a lobbying body**, expenses related to its functioning should be very limited
- Unless activities of the forum would increase dramatically, **no specific secretariat or budget** would be required (*currently taken care of by the secretariat of the IFA Agriculture Committee*)
- Part of the lobbying activities could be carried out by the members themselves on behalf of the forum



Strategy

Lobbying objective	Key message relating to the lobbying objective	Possible activity to achieve the objective	Priority level
Make fertilizers more available and more affordable to African farmers'	Improve our understanding of the African fertilizer market.	Establish a database on regional fertilizer demand (<i>The database would essentially serve to support lobbying activities</i>).	Very high
	Urgent need to improve financial, transport, information and commercial infrastructures.	Lobby intergovernmental organizations such as the African Development Bank (ADB), the New Partnership for Africa's Development (NEPAD), the World Bank and other potential donors/investors.	Very high
		Publish a map of the main transportation infrastructures and agricultural areas in Africa, to help identify priorities for investment in infrastructures.	High
	Imperative to develop and strengthen agro-input dealer networks.	Lobby national governments and Regional Economic Communities (RECs) to include this in future agricultural / market development strategies, allowing to obtain donor support.	Very high
	Farmer's access to credit must be improved.	Lobby governments and banks to provide micro-credit for agricultural activities.	High
Develop / improve national fertilizer strategies	Urgent need to follow up on recommendations of the Africa Fertilizer Summit.	Lobby governments and RECs.	Very high
Improve national fertilizer legislation	Fertilizer is a key input. Appropriate legislation for marketing and quality control would accelerate market development and would foster appropriate use to maximize benefits and reduce negative impacts.	Review and compare existing fertilizer legislation in African countries and suggest possible improvements. Lobby governments and RECs, if possible within the context of follow-up activities to the Africa Fertilizer Summit.	Very high



Strategy

Harmonize fertilizer legislation on a regional or sub-regional basis	Differences in fertilizer legislation (including different subsidy regimes) hamper development of regional/sub-regional markets. Harmonization can be an efficient way to achieve improved legislation.	Develop a draft model fertilizer legislation for African countries (or models tailored to the different sub-regions). Lobby RECs, if possible within the context of follow-up activities to the Africa Fertilizer Summit.	Very high
Secure an enabling business environment	Business and industry need a predictable policy and regulatory framework.	Work with policy makers on model regulations for marketing and quality control of fertilizers.	Very high
	Need to widely adopt good governance and ethical business practices.	Adopt a code of conduct for the fertilizer industry (actors producing, trading and distributing fertilizers in Africa).	High
Improve fertilizer dealers' access to finance	Fertilizer sector will not grow when financing mechanisms for agri-input dealers are absent. Credit schemes, including credit insurance, are necessary to reduce the transactional risk for agri-input suppliers and retailers.	Lobby RECs, governments, donors, national and regional banks.	High
Promote the concept of nutrient balances	Food production is not possible if soil nutrients are depleted. Need to feed soils to produce food and avoid environmental damage.	Lobby governments, international organizations such as FAO and the World Bank, and other relevant potential partners and donors.	High
	Responsible and balanced use of fertilizer improves yields and farmer's income and benefits the environment.	Develop and promote crop- and site-specific fertilizer products and recommendations. Encourage companies with agronomic services to provide training on appropriate use of fertilizer.	High
		Promote soil and plant analysis.	High
		Certify trained agri-dealers as qualified crop advisors.	Medium



Thank you!

www.fertilizer.org

