

A photograph of two men in a field. The man on the left is younger, with a beard, wearing a red and white checkered shirt. The man on the right is older, wearing a blue and white checkered shirt. They are both looking at a tablet held by the younger man. The background is a clear blue sky and a field of golden wheat. A large blue curved line separates the image from the text below.

Let's Get The Fundamental Principles Right!

Jacob Hansen – Director-General of Fertilizers Europe

**IMCO Workshop on the new Regulation on fertilizing
products – 12 October 2016**

1st Panel: “Achieving the right balance on European market
for fertilizing products through the new regulatory
framework”



What are we talking about?



The European mineral fertilizer industry makes a significant contribution to Europe's economy and the profitability of its agri-food sector.

- €12.5 bn* turnover
- €1.1 bn* investment
- 120+ production sites
- 93,000 employees
- €66.2 m R&D 2015

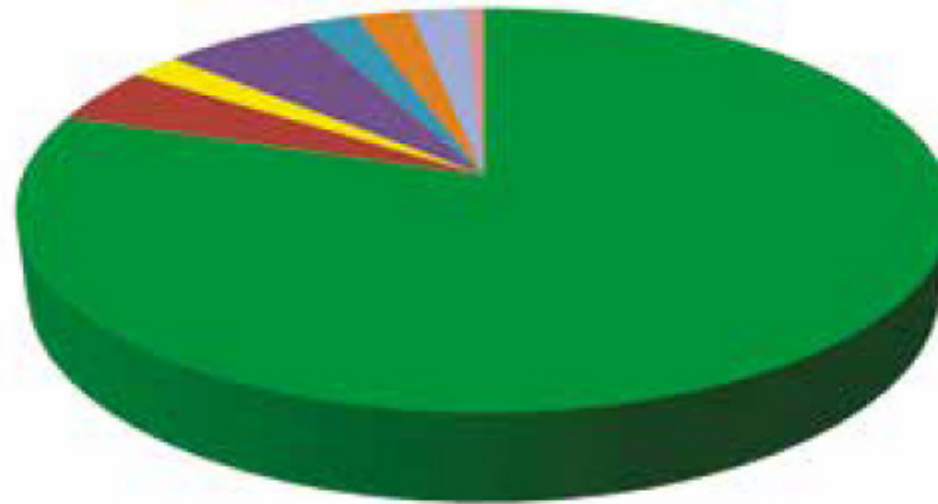
* annual average last 5 years



Mineral fertilizers: 80% of market value



MARKET VALUE OF FERTILIZING PRODUCTS (%)

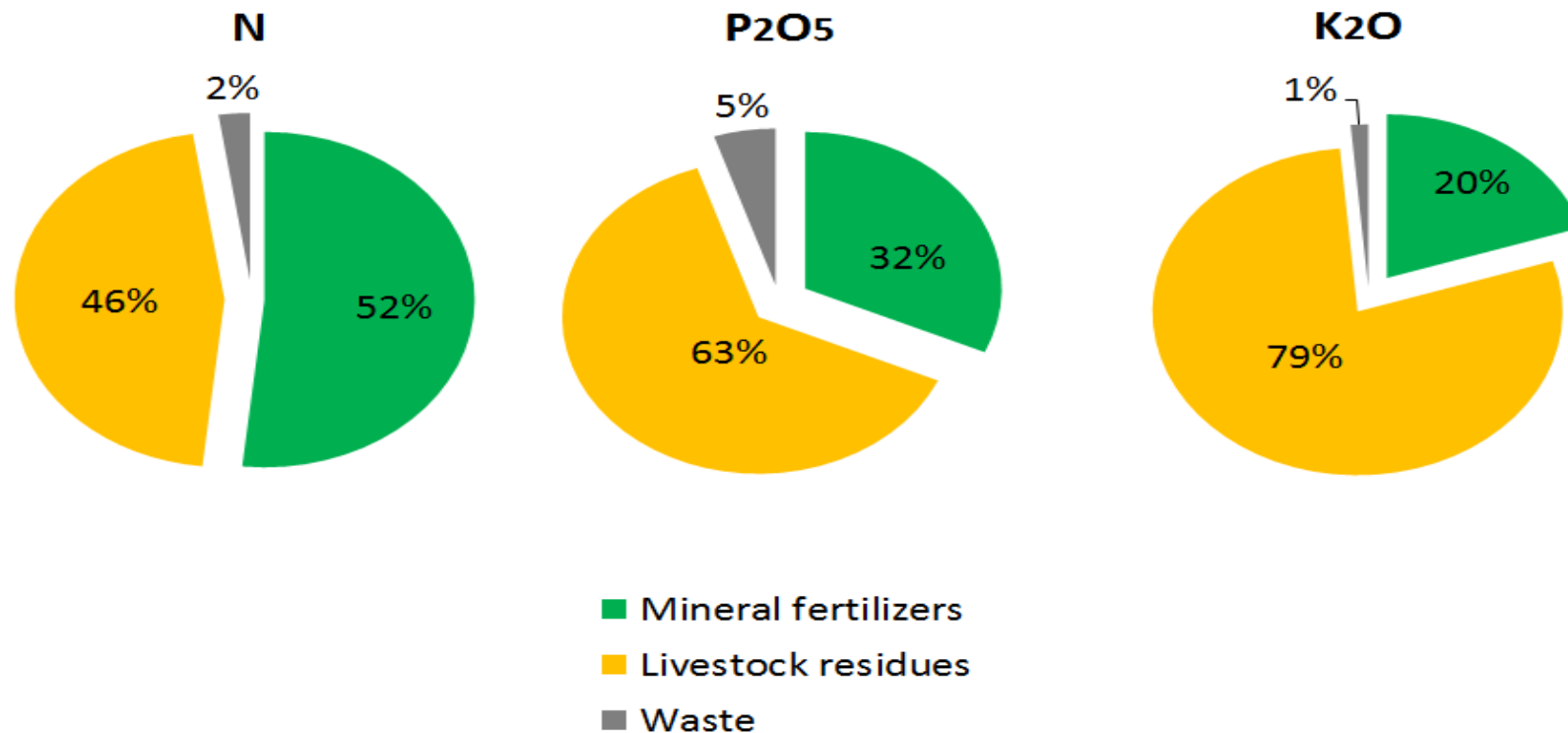


- Mineral Fertilizers
- Organic Fertilizers
- Organo-Mineral Fertilizers
- Growing Media
- Soil Improver
- Liming Material
- Plant Biostimulant
- Agronomic Additives

Source: European Commission



Mineral fertilizers can not be replaced



Source: Ian Richards

NOTE: mineral fertilizers from Fertilizers Europe forecast, livestock manures calculated from animal numbers from Fertilizers Europe forecast and waste sources from Eurostat

4 fundamental principles to reach a balance (1/2)



- ✿ **The definition of mineral fertilizer must be distinct and precise:** nutrients processed into a mineral form, minimum level of nutrients & absence of carbon.
- ✿ **Legal names of the different categories should reflect market reality:** inorganic vs. mineral fertilizer, product blend vs. mixtures.
- ✿ **The creation of parallel markets should be avoided:** particularly true for cadmium where a balance between all concerns should be found.

4 fundamental principles to reach a balance (2/2)



- 🌱 **Farmers have to be fully informed:** information about product content should be mandatory on the bag; instructions for intended use & intended application rate should be communicated via modern channels (QR code, webpage...).
- 🌱 **New conformity assessment must simplify bureaucratic barriers:** particularly important for producers that deliver a large number of formulas tailored to specific crop use.



**“Only 55 grams
of mineral fertilizer*
are needed to produce
a kilogram of bread.”**

Calcium Ammonium Nitrate