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International Fertilizer Development Center



# WEST AFRICA FERTILIZER PROGRAM NEWSLETTER

**SECOND QUARTER,  
APRIL 2016**

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Two visitors to the USAID WAFP-IFDC booth at the Argus FMB Africa Fertilizer Conference with an IFDC staff. The visitor on the left is holding one of the maps developed by the project.

## UPCOMING EVENT

18-20 MAY, 2016

The **2<sup>ND</sup> WEST AFRICA FERTILIZER STAKEHOLDERS' FORUM** brings together over 350 delegates representing different sectors of the fertilizer value chain, from all over West Africa and beyond. **Abuja, Nigeria.**

## NEWSLETTER

Sign up for the WAFP newsletter and FertiNews West Africa here:  
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## USAID WAFP AND IFDC MAKE POSITIVE IMPACT AT 2016 ARGUS AFRICA FERTILIZER CONFERENCE

The USAID West Africa Fertilizer Program (USAID WAFP), made a huge impression at the seventh Argus FMB Africa Fertilizer Conference by highlighting the abundant investment opportunities for the fertilizer industry in West Africa. The project and its implementing organization, the International Fertilizer Development Center (IFDC) delivered powerful plenary presentations, exhibited original communication products rich in information on the fertilizer industry in the sub-region and beyond, and highlighted efforts being made in collaboration with ECOWAS to create a very conducive, business-friendly and properly regulated environment to boost private sector investment in the fertilizer business in West Africa.

The conference, held on 24-26 February 2016 in Marrakech, Morocco, brought together about 450 delegates from about 55 countries across the globe including leading fertilizer producers, major buyers and distributors, essential service providers, public sector stakeholders and representatives of key regional bodies and associations.

### HOT DEMAND FOR WAFBIM, FeRWAM

The USAID WAFP/IFDC booth attracted strong interest with the display of draft copies of the West Africa Fertilizer Business Information Map (WAFBIM) and the Fertilizer Recommendations West Africa Map (FeRWAM), two key decision-making tools the project is developing.

WAFBIM features profiles of all major fertilizer companies in the region including production capacities and maps showing current and planned plant locations with trade corridors and ports.

FeRWAM provides up-to-date information on fertilizer recommendations and growing zones for major food and cash crops cultivated across the region including maize rice, millet, sorghum, cocoa, cotton coffee and oil palm.

These initial drafts are expected to be validated at the 2nd West Africa Fertilizer Stakeholders' Forum in May 2016 in Abuja after which feedback received from participants will be incorporated and maiden editions produced for distribution. ■



*Fertilizers are commonly sold from open bags in local marketplaces, but consumer interests are generally better served when agro-inputs such as fertilizers are sold in standardized, clearly-labeled and sealed packaging.*

*“We are very grateful to our technical and financial partners, USAID and IFDC for working through WAFP to assist the Republic of Benin to overcome challenges the country faces in the fertilizer sector.”*

– MR. LUDOVIC AGBAYAHOUN, HEAD OF THE PLANT PROTECTION SERVICE, GOVERNMENT OF BENIN

## TOWARDS EFFECTIVE IMPLEMENTATION OF REGIONAL FERTILIZER REGULATIONS: BENIN, CÔTE D’IVOIRE AND TOGO DEVELOP HARMONIZED REGULATIONS

In fulfillment of its mandate to oversee the adoption and implementation of harmonized regional regulations on fertilizer quality control in ECOWAS member countries including Mauritania and Chad, USAID WAFP has assisted Benin, Cote d'Ivoire and Togo to develop country specific supporting regulations aligned to the ECOWAS Regulation C/REG.13/12/12 and set out related action plans to fast-track adoption and effective implementation in the three countries.

At two separate workshops organized by USAID WAFP in Benin and Cote d'Ivoire in January and February, 2016, technical experts from WAFP, representatives of relevant government institutions in charge of agricultural productivity and fertilizer-related issues as well as legal experts from the Ministries of Agriculture reviewed existing legal instruments regulating fertilizer trade and quality control in the two countries. The participants also developed new decrees and orders aligning national regulations with the regional fertilizer regulatory framework for validation and implementation. In Togo, WAFP provided technical assistance for the review of supporting regulations drafted by a technical working group set up by the Ministry of Agriculture, Livestock and Irrigation.

The **Benin** workshop had participants from the legal department of the Ministry of Agriculture, National Institute for Agricultural Research (INRAB), the technical services of Crop Production Directorate, National Body in charge of the procurement of agricultural inputs (CAIA) and the Soil, Water and Environmental Science Laboratory (LSSEE) of INRAB.

With facilitation and technical guidance by USAID WAFP Policy Specialist, Mr. Emmanuel Alognikou, participants reviewed a draft Decree establishing the modalities for the implementation of Regulation C/REG.13/12/12 in the Republic of Benin. The group also reviewed and developed five (5) draft Orders relating, among

other things, to licensing for import, distribution and sales as well as labeling requirements, tolerance limits and fertilizer bag weight.

In **Côte d'Ivoire**, the workshop group reviewed two draft Decrees establishing the quality control of fertilizers and the establishment of a National Committee for Fertilizer Control (CNACE). Participants at this workshop came from the National Centre for Agronomic Research (CNRA), Legal Department of the Ministry of Agriculture, Seeds and Agro-Inputs Sub-Directorate, the Ministry of Industry and Mines and representatives from the private sector and National Farmer-Based Organizations. The group also developed 4 draft Orders covering labeling, inspections, licensing and penalties.

In **Togo**, a technical working group composed mainly of the Ministry's Secretary General, Directorate of Plant Protection and National Body in charge of the procurement of agricultural inputs (CAGIA) was assigned the responsibility of drafting national supporting fertilizer regulations. At the request of the Secretary General, the WAFP Policy Specialist, Mr. Emmanuel Alognikou, shared some draft fertilizer regulatory documents with the group as working documents and also provided technical support in the review of draft legal instruments developed.

### ACTION PLANS

These meetings concluded with the development of plans which identify further stages towards the validation and finalization of current draft legal instruments for further adoption by national decision and policy makers. The plans, which were presented to the relevant authorities of the Ministries of Agriculture of the respective countries for the next lines of action, included proposals for each country to hold a national stakeholders' workshop to validate these draft supporting regulations before their finalization. ■



Participants involved in deliberations during the workshop in Abuja produced a roadmap identifying synergies, responsibilities and next steps in the cooperation between USAID's FtF-NAIP and WAFF projects and Nigeria's FISS.

*“I am excited about the ongoing collaborations between FISS, FtF-NAIP and WAFF and I promise to provide any support needed from my office for the work to progress.”*

– DR. SHEHU AHMAD, PERMANENT SECRETARY OF FMARD

## WAFF GARNERS HIGH LEVEL POLITICAL SUPPORT FOR IMPLEMENTATION OF ECOWAS FERTILIZER REGULATIONS IN MEMBER-STATES

USAID WAFF is drawing on the support of sister USAID-funded projects and bilateral missions in some West African countries to make headway in the speedy adoption and effective implementation of harmonized regional fertilizer regulations at the country level. This move is as a result of the political lethargy on the part of some national governments to fast-track the adoption and implementation of the ECOWAS fertilizer regulations in their respective countries.

**Senegal:** At a side meeting with Mrs. Anne Williams, Director Economic Growth Office and Dr. Papa Nuhine Dieye, Senior Agriculture Specialist of USAID/Senegal during the ECOWAP+10 International Conference held in Dakar on November 17-19, 2015, the WAFF team discussed the status of implementation of the regulation REG. C/REG.13/12/12 relating to fertilizer quality control in the ECOWAS region in Senegal. The group discussed the dire need for high level policy support and intervention by the bilateral Mission for improved implementation. The meeting resulted in development of a two-page way-forward document to provide the basis and background for USAID/Senegal's intervention.

A follow-up meeting in February 2016 revealed that USAID/Senegal is engaging with the General Secretary of the Minister in charge of Agriculture to make known the status of adoption of draft legal instruments developed with the support of WAFF in January 2015, challenges being encountered in the process and what needs to be done to move forward. Based on feedback received, USAID WAFF, USAID/Senegal, Naatal Mbay and the newly-launched USAID-funded 'Projet d'Appui aux Politiques Agricoles' will develop necessary action plans for fast-tracking the implementation of the regulations in Senegal.

**Nigeria:** In response to a formal request for support by the Federal Ministry of Agriculture and Rural Development (FMARD), a tripartite workshop was organized to deliberate on how to fast-

track the adoption and implementation of harmonized regional fertilizer regulations in Nigeria. The workshop, held on November 30 and December 1, 2015 at the IFDC Office in Abuja, involved representatives from USAID FtF Nigeria Agro Inputs Project (FtF-NAIP) and USAID WAFF, and officials of the newly-restructured Farm Inputs Support Services (FISS) Department (formerly Federal Fertilizer Department) of the FMARD led by the FISS Director, Dr. Akinbolawa O. Osho and his Deputy.

Following hours of deliberations on past and current efforts made towards fertilizer regulations and quality control, participants developed a roadmap for joint implementation of the adopted fertilizer regulations for increased use of quality fertilizers in Nigeria. Main areas of synergies between the two projects and FISS were identified and captured in the roadmap, allowing assignment of responsibilities, resource obligations, and commitments to be made by all parties as well as timelines for implementation.

The workshop was followed by a courtesy call on the newly-appointed Permanent Secretary of FMARD, Dr. Shehu Ahmad. The delegation accompanied by an ECOWAS representative, Dr. Ernest Aubee briefed Dr. Ahmad on the collaborative efforts being made by the three entities towards improving the fertilizer regulatory capacity building in Nigeria. The delegation also paid a courtesy on the USAID/Nigeria mission in Abuja where they met with Messrs. Xavier Preciado, Agriculture and Food Security Officer and Sabiu Auwal, Senior Agriculture Economist and AOR for the FtF-NAIP at the Mission. As in the case of Senegal, the group discussed the status and challenges of implementation of the ECOWAS fertilizer regulations in Nigeria as well as critical areas for high level policy support by the USAID bilateral Mission. The USAID/Nigeria Mission in their response, promised to give WAFF and FtF-NAIP the necessary political push to drive the fertilizer quality control agenda forward. ■

# FERTILIZER STATISTICS

“...there is a huge potential for increased demand for fertilizers to boost agricultural productivity in West Africa. This owes to the fact that the region’s population is projected to reach 500 million by 2050, leading to about 170% increase in demand for food.”

– SOLOMON DUAH, USAID WAFP COMMUNICATIONS SPECIALIST

## INTERNATIONAL FERTILIZER PRICES THROUGH MARCH 2016 (ALL FOB BULK SPOT, USD/MT)

FERTILIZER TYPE		APR-15	MAY-15	JUN-15	JUL-15	AUG-15	SEP-15	OCT-15	NOV-15	DEC-15	JAN-16	FEB-16	MAR-16	1 MO.	1 YEAR
N	Urea (prilled, Arab Gulf)	276	327	340	292	284	263	253	248	233	202	227	231	2%	-16%
N	Urea (granular, Indonesia/Malaysia)	267	298	305	291	281	270	256	258	242	217	206	207	1%	-22%
N	Ammonium Sulfate (China)	128	131	133	133	130	126	120	117	115	109	107	110	3%	-14%
N	Ammonia (Yuzhny)	403	389	386	387	383	396	395	368	323	288	273	265	-3%	-34%
P	DAP (Baltic/Black Sea)	478	488	491	493	478	473	463	426	410	395	360	352	-2%	-26%
P	MAP (Morocco)	479	482	490	497	493	491	484	462	448	448	408	370	-9%	-23%
P	TSP (Tunisia)	405	405	398	395	395	395	395	388	390	390	336	315	-6%	-22%
K	MOP (Israel)	303	303	306	305	305	300	289	277	271	258	244	239	-2%	-21%
K	SOP (in €, North-West Europe)	491	493	493	493	493	473	483	500	500	500	500	500	0%	2%
NPK	16-16-16 (FSU)	360	360	360	360	360	356	345	340	335	336	320	322	1%	-11%

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For more information and market analysis on International Fertilizer Prices please check the prices section of [www.africafertilizer.org](http://www.africafertilizer.org).

## QUARTERLY REGIONAL FERTILIZER RETAIL PRICE SUMMARY, JAN-MAR 2016 Average Open Market Prices vs. Average Subsidized Prices

PRODUCT	UNIT	PRICE	AMM. SULF.		DAP 18-46-0		NPK 12-24-18 +4S		NPK 15-15-15		NPK 23-10-5		NPK 6-20-10		UREA 46-0-0	
			Open Market	Subsidized	Open Market	Subsidized	Open Market	Subsidized	Open Market	Subsidized	Open Market	Subsidized	Open Market	Subsidized	Open Market	Subsidized
BURKINA FASO	\$/ton										574					588
	\$/50kg										29					29
	FCFA/50kg										17,156					17,423
CÔTE D'IVOIRE	\$/ton				531	555									551	489
	\$/50kg				27	28									28	24
	FCFA/50kg				15,917	16,663									16,516	14,667
GHANA	\$/ton		542				550			546					550	
	\$/50kg		27				28			27					28	
	GHS/50kg		106				107			107					107	
MALI	\$/ton			542	365		536	365				535		528	365	
	\$/50kg			27	18		27	18				27		26	18	
	FCFA/50kg			16,334	11,000		16,137	11,000				16,141		15,856	11,000	
NIGERIA	\$/ton						590								586	
	\$/50kg						30								29	
	NGN/50kg						5,830								5,790	
SENEGAL	\$/ton					458	273				391	227		523	274	
	\$/50kg					23	14				20	11		26	14	
	FCFA/50kg					13,656	8,157				11,646	6,758		15,591	8,270	

Exchange Rate: BKF-CIV-MAL-SEN=578.667 XOF/US\$ – GHANA= 3.8241 GHS/US\$ – NIGERIA= 196.268 NGN/US\$ (Source: OANDA.com 01/11/2016 to 31/1/2016)

Compiled by USAID WAFP and AfricaFertilizer.org. For more detailed information please contact [sduah@jfdc.org](mailto:sduah@jfdc.org).