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WEST AFRICA FERTILIZER PROGRAM

WEST AFRICA FERTILIZER BUSINESS INFORMATION MAP



February 2017

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INTRODUCTION

The ECOWAS fertilizer policy stresses the need to stimulate fertilizer supply and demand in the region. The USAID West Africa Fertilizer Program (USAID WAFP) furthers this goal through empowering private sector businesses operating in the region, by professionalizing and promoting sustainable business development models. This requires facilitating reliable access to accurate regional fertilizer market information and increasing dialogue between stakeholders for an improved business environment. To accomplish these objectives, the program will focus on the following:

- Expand private sector access to key, up-to-date information on fertilizer blending, distribution, packaging, labelling technology and marketing
- Adapt alternative financing models for use with fertilizer and disseminated to key stakeholders in agriculture
- Increase private sector adoption of regional standards for fertilizer labelling in selected countries
- Increase supplier and user access to regular fertilizer market and trade information
- Organize West Africa fertilizer fora and facilitate the creation of the West African Fertilizer Association (WAFA), and assist its sustainable development.

The program and its partners WAFA and AfricaFertilizer.org will address all the ECOWAS member states. However, the target countries are Nigeria, Burkina Faso, Cote d'Ivoire, Ghana, Mali, and Senegal – six countries that together consume more than 80 percent of the fertilizer used in West Africa.

The West Africa Fertilizer Business Information Map (WAFBIM) is a publication developed by USAID WAFP to present a regional overview of the fertilizer business environment. Its purpose is to furnish existing and prospective private sector players with the requisite fertilizer business and market information to guide and inform the industry's decision-making. WAFBIM focuses on major business areas such as an overview of fertilizer production and blending facilities in West Africa, planned future fertilizer production and regional fertilizer labeling and packaging standards, ECOWAS fertilizer regulations and the fertilizer supply chain in West Africa. WAFBIM is updated and published regularly in close collaboration with the West Africa Fertilizer Association (WAFA) who contributes and validates existing, current and new information.



FERTILIZER PRODUCTION AND BLENDING IN WEST AFRICA

OVERVIEW

This is a register of the 6 fertilizer production, 1 micro-nutrient production and 24 blending facilities known to be operational in West Africa through the end of 2016.

For the purpose of this register, the fertilizer plants are segmented into two categories:

- **Production:** Those which undertake mining and/or some type of chemical reaction to produce fertilizer. Typically these are large specific product plants such as urea, ammonium nitrate, DAP and other NPK complex, etc.
- **Blending:** Those which mix macro- and micro-nutrient products to obtain a final product ready to use.

The register also lists micro-nutrient producers, and includes a section on proposed projects either under construction or likely to be operational within the next 5 years.

The fertilizer industry details were collected through a registration survey jointly undertaken by the USAID West Africa Fertilizer Program (USAID WAFP), West Africa Fertilizer Association (WAFA) and AfricaFertilizer.org (AFO). The details were obtained in 3 main ways: directly from the listed companies by use of questionnaires, from company websites and secondary data from various fertilizer-oriented institutions.

Note: Capacities listed are nominal and not operational capacities.

Information on all plants listed in this register can be found on the AfricaFertilizer.org official website:
<http://www.africafertilizer.org/>

PRODUCTION

There are 7 fertilizer production plants in West Africa for nitrogen-based and phosphate-based fertilizers. Also included is a plant producing micro-nutrients.

NITROGEN

Notore Chemicals Industries Limited and Indorama Eleme Fertilizers & Chemicals Ltd, both in Rivers State, Nigeria, are currently the only plants producing urea and ammonia in West Africa.

PHOSPHATES

Several phosphate mines in West Africa extract phosphate rock but process the phosphate at a different level.

Industries Chimiques du Sénégal (ICS)/Indorama process phosphate rock to phosphoric acid and uses that in their plant in Mbaou to produce DAP, TSP.

Toguna Mining Production grinds and granulates the natural phosphate of Tilemsi for regional West Africa use, and Société Nouvelle des Phosphates du Togo (SNPT) exports all their production of phosphate rock abroad. Other phosphate rock extraction activities are done by Société d'Études et de Réalisation des Phosphates de Matam (SERPM) in Matam.

POTASH

There are no current manufacturers of potash in West Africa. There are 2 potash deposits that have been identified and are being considered for development.

QUICK REFERENCE

PRODUCTION – NITROGEN

Country	Plant Site	Company	Product	Year of Commissioning
Nigeria	Onne, Rivers State	Notore Chemical Industries Plc	Urea	1988
Nigeria	Rivers State	Indorama Eleme Fertilizers & Chemicals Ltd	Urea	2013

PRODUCTION – SOIL SUPPLEMENTS AND MICRO-NUTRIENTS

Country	Plant Site	Company	Product	Year of Commissioning
Nigeria	Kaduna South	Cybernetics Nigeria Ltd	Micronutrients	1985

PRODUCTION – PHOSPHATES

No.	Country	Plant Site	Company	Product	Year of Commissioning
1	Mali	Tilemsi	Toguna Agro Industries	Phosphate Rock	2007
2	Senegal	Dakar	Industries Chimiques du Sénégal (ICS)	Phosphate Rock, Phosphoric Acid, DAP, SSP/TSP	1976
3	Senegal	Matam	Societe d'Études et de Réalisation des Phosphates (SERPM)	Phosphate Rock	2007
4	Togo	Kpémé	Société Nouvelle des Phosphates du Togo (SNPT)	Phosphate Rock	1961

BLENDING

No.	Country	Plant Site (Town/State)	Company	Year of Establishment
1	Burkina Faso	Bobo Dioulasso	CIPAM SA	2003
2	Côte d'Ivoire	Abidjan	Agro West Africa	2012
3	Côte d'Ivoire	Abidjan	Louis Dreyfus Commodities Côte d'Ivoire (Unit 1)	2001
4	Côte d'Ivoire	Abidjan	Louis Dreyfus Commodities Côte d'Ivoire (Unit 2)	2015
5	Côte d'Ivoire	Abidjan	Sea Invest	2013
6	Côte d'Ivoire	Abidjan	Yara Côte d'Ivoire	1990
7	Côte d'Ivoire	San Pedro	SEAP CI (Société d'Engrais d'Amenagement et de Phytosanitaire de Côte d'Ivoire)	2011
8	Ghana	Kpong	Louis Dreyfus Commodities Ltd - Ghana	2013
9	Ghana	Tema	Chemico Ltd	2004
10	Ghana	Tema	Yara Ghana Ltd	2007
11	Guinea	Conakry	Toguna Guinea Industries	2016
12	Mali	Bamako	PROFEBA	—
13	Mali	Bamako	Toguna Agro Industries	2000
14	Mali	Ségou	Doucouré Partenaire Agricole	2011
15	Mali	Sikasso	Société Générale des Fertilisants (SOGEFERT)	2010
16	Nigeria	Aleto-Elere, Rivers State	PrimeGold Fertilizers	2009
17	Nigeria	Gombe State	Springfield Agro Ltd	2000
18	Nigeria	Jigawa State	Abdullazeez Fertilizer Company Ltd	2011
19	Nigeria	Kaduna	MFB Fertilizer & Chemical Companies Ltd	2013
20	Nigeria	Kano State	Continental Fertilizer Ltd	2009
21	Nigeria	Kano State	Solar Fertilizer & Chemical Product Ltd	2016
22	Nigeria	Lagos	Golden Fertilizers	1998
23	Nigeria	Nassarawa State	Agtho Fertilizers	2002
24	Togo	Lomé	Compagnie des Intrants Agricoles du Togo (CIAT)	2011

PRODUCTION







PRODUCTION PROFILES

MALI

TILEMSI

Products:
Capacity:
Storage capacity:

Year established:
Contact:

TOGUNA AGRO INDUSTRIES

Phosphate Rock
300,000 mtpy
10,000 mt raw material;
10,000 mt finished product
2007
Oumar Guindo
Director General
+223 66 74 00 60, + 223 20 20 30 81/85
omguindo@groupetoguna.com

NIGERIA

KADUNA SOUTH

Products:
Capacity:
Storage capacity:

Year established:
Contact:

CYBERNETICS NIGERIA LTD

Micronutrients
2,500 mtpy
850 mt raw material;
1,500 mt finished product
1985
Pius Kole-James
Managing Director and CEO
+234 80 53 15 88 52
piuskolejames@yahoo.com

RIVERS STATE

Products:
Capacity:
Year established:
Contact:

INDORAMA ELEME FERTILIZERS & CHEMICALS LTD

Urea
1,500,000 mtpy
2013
Rahul Mohan
Vice President
+234 80 52 02 23 95
fertsales@indorama.com.ng

ONNE, RIVERS STATE

Products:
Capacity:
Year established:
Contact:

NOTORE CHEMICAL INDUSTRIES PLC

Urea
400,000 mtpy
1988
Dr. Innocent Okuku
Group Head, Commercial Services
+234 80 73 80 01 37
innocent.okuku@notore.com

SENEGAL

DAKAR

Products:
Capacity:
Year established:
Contact:

INDUSTRIES CHIMIQUES DU SÉNÉGAL (ICS)

Phosphate Rock, Phosphoric Acid, DAP, SSP/TSP
Unknown
1976
Santosh Dorak
Marketing Manager
+221 777 40 08 93
sdorak@ics.sn

MATAM

Products:
Capacity:
Year established:
Contact:

SOCIETE D'ÉTUDES ET DE RÉALISATION DES PHOSPHATES (SERPM)

Phosphate Rock
25,000 mtpy
2007
Eugene Ngor Faye
Director
+221 338 25 69 00
serpm@orange.sn

TOGO

KPÉMÉ

Products:
Capacity:
Year established:
Contact:

SOCIÉTÉ NOUVELLE DES PHOSPHATES DU TOGO (SNPT)

Phosphate Rock
300,000mtpy
1961
Michel Kezie
Director General
+228 90 04 07 96
dg@phosphatesdutogo.com

BLENDING





BLENDING PROFILES

BURKINA FASO

BOBO DIOULASSO

Type of plant:
Capacity:
Storage capacity:
Year established:
Contact:

CIPAM SA
EMT Blender
60 mtpH
30,000 mt finished product
2003
Bassolet Armand
Operations Manager
+226 78 03 61 10, +226 20 98 40 61
armandb@cipam.bf

CÔTE D'IVOIRE

ABIDJAN

Type of plant:
Capacity:
Year established:
Contact:

AGRO WEST AFRICA
RS Trading Blender
50 mtpH
2012
Phillipe Nakad
General Manager
+225 08 47 75 43, +225 21 22 12 40
dg@agrowestafrica.com

ABIDJAN

Type of plant:
Capacity:
Year established:
Contact:

LOUIS DREYFUS COMMODITIES CÔTE D'IVOIRE (UNIT 1)
Blender
20 mtpH
2001
Frederic Legros
Head of Fertilizer Department
+225 09 95 85 96, +225 21 21 55 50
frederic.legros@ldcom.com

ABIDJAN

Type of plant:
Capacity:
Year established:
Contact:

LOUIS DREYFUS COMMODITIES CÔTE D'IVOIRE (UNIT 2)
Blender
100 mtpH
2015
Frederic Legros
Head of Fertilizer Department
+225 09 95 85 96, +225 21 21 55 50
frederic.legros@ldcom.com

ABIDJAN

Type of plant:
Capacity:
Year established:
Contact:

SEA INVEST
CF Technologie Blender
100 mtpH
2013
Anthony Arcidiaco
General Manager
+225 21 21 85 00
anthonyarcidiaco@sea-invest.com

SAN PEDRO

Type of plant:
Capacity:
Year established:
Contact:

SEAP CI (SOCIÉTÉ D'ENGRAIS D'AMENAGEMENT ET DE PHYTOSANITAIRE DE CÔTE D'IVOIRE)
EMT Blender
40 mtpH
2011
Atse Fernand Niango
Sales Manager
+225 07 79 80 86
f.niango@afchemsofaco.net

ABIDJAN

Type of plant:
Capacity:
Storage capacity:
Year established:
Contact:

Blender
60 mtpH
40,000 mt raw material;
20,000 mt finished product
1990
Souleymane Sanogo
Purchasing and Logistics Manager
+225 45 16 09 01
sanogo.souleymane@yara.com

YARA CÔTE D'IVOIRE

GHANA

TEMA

Type of plant:
Capacity:
Storage capacity:
Year established:
Contact:

Bulk Blender
30 mtpH
65,000 mt raw material;
100,000 mt finished product
2004
Prince Agyemang Yeboah
Director of Sales and Marketing
+233 303 20 29 91
chemico@chemicogh.com

CHEMICO LTD

KPONG

Type of plant:
Capacity:
Storage capacity:
Year established:
Contact:

Blending Plant
20 mtpH
20,000 mt raw material;
25,000 mt finished product
2013
Mawunyo Puplampu
Operations Manager
+233 540 10 72 62
mawunyo.puplampu@ldcom.com

LOUIS DREYFUS COMMODITIES LTD - GHANA

TEMA

Type of plant:
Year established:
Contact:

Bulk Blender
2007
Danquah Addo-Yobo
Managing Director
+233 540 11 21 37, +233 302 77 00 79
danquah.addo-yobo@yara.com

YARA GHANA LTD

GUINEA

CONAKRY

Type of plant:
Capacity:
Year established:
Contact:

Blender
90 mtpH
2016
Sékou Cissé
Directeur Général
+224 620 72 77 72, +224 664 25 62 21
togunaguinee@gmail.com

TOGUNA GUINEA INDUSTRIES

MALI

SÉGOU

Capacity:
Year established:
Contact:

60 mtpH
2011
Fatoumata Doucoure
Financial Manager
+223 20 21 69 06, +223 66 16 80 17
fdoucoure@dpa-industries.com, fasodjigui@gmail.com

DOUCOURÉ PARTENAIRE AGRICOLE

BAMAKO

Capacity:
Year established:
Contact:

PROFEBA

1 mtpb
Unknown
+223 20 21 00 40

BAMAKO

Products:
Type of plant:
Capacity:
Storage capacity:

TOGUNA AGRO INDUSTRIES

Phosphate Rock
Blender
90 mtpb
10,000 mt raw material;
8,000 mt to 10,000 mt finished product
2000

Year established:
Contact:

Oumar Guindo
General Manager
+223 66 74 00 60, + 223 20 20 30 81/85
omguindo@groupepetoguna.com

SIKASSO

Type of plant:
Capacity:
Year established:
Contact:

SOCIÉTÉ GÉNÉRALE DES FERTILISANTS (SOGEFERT)

Layco by Yargus Declining Weight Blender
40 mtpd
2010
Ousmane Sidibe
CEO
+223 76 40 31 15
ousmane.sibide@gmail.com

NIGERIA**JIGAWA STATE**

Type of plant:
Capacity:
Year established:
Contact:

ABDULLAZEEZ FERTILIZER COMPANY LTD

NPK Blender
6 mtpb
2011
Safiyanu Abdullazeez
Managing Director
+234 80 33 69 30 01
azeezfertilizercoy@gmail.com

NASARAWA STATE

Type of plant:
Capacity:
Year established:
Contact:

AGTHO FERTILIZERS

NPK Blender
40 mtpb
2002
Boniface Elewodal
Managing Director and CEO
+234 80 30 00 00 00
boni@agthofertilizer.com

KANO STATE

Type of plant:
Capacity:
Year established:
Contact:

CONTINENTAL FERTILIZER LTD

NPK Blender
90 mtpb
2009
Alh Ibrahim Saulawa
Managing Director and CEO
+234 70 30 00 00 00
info@continentalfertilizerltd.com

LAGOS

Type of plant:
Capacity:
Year established:
Contact:

GOLDEN FERTILIZERS

NPK Blender
200 mtpb
1998
Olusegun Falade
Head, Agro Input
+234 81 13 39 44 72, +234 80 83 83 03 20
sfalade@fmnpcl.com

KADUNA

Type of plant:
Capacity:
Storage capacity:

Year established:
Contact:

MTB FERTILIZER & CHEMICAL COMPANIES LTD

Ranco Blender
90 mtpb
150,000 mt raw material;
200,000 mt finished product
2013
Mohammed Maina
Assistant General Manager
+234 80 33 11 40 24, +234 80 99 28 00 98
maimoha@yahoo.com

ALETO-ELEME, RIVERS STATE PRIMEGOLD FERTILIZERS

Type of plant:
Capacity:
Storage capacity:

Year established:
Contact:

NPK Blender
50 mtpb
3,000 mt raw material;
2,800 mt finished product
2009
Felix Isimepkeni Okonti
Managing Director and CEO
+234 80 33 00 80 36, +234 81 73 00 80 36
felix@primegoldfertilizers.com

KANO STATE

Type of plant:
Capacity:
Year established:
Contact:

SOLAR FERTILIZER & CHEMICAL PRODUCT LTD

NPK Blender
7 mtpb
2016
Sanusi Mohammed
Managing Director and CEO
+234 80 37 03 95 73
sfchemproduct@gmail.com

GOMBE STATE

Type of plant:
Capacity:
Storage capacity:

Year established:
Contact:

SPRINGFIELD AGRO LTD

NPK Blender
2 mtpb
15,000 mt raw material;
30,000 mt finished product
2000
Mr. Tarun Das
Managing Director and CEO
+234 70 12 99 99 99
tarun@afri ventures.com

TOGO**LOMÉ**

Type of plant:
Capacity:
Storage capacity:

Year established:
Contact:

COMPAGNIE DES INTRANTS AGRICOLES DU TOGO (CIAT)

EMT Blender
120 mtpb
50,000 mt raw material;
100,000 mt finished product
2011
Desanti Gerard
General Director
+228 90 04 64 24
desantigerard@yahoo.fr; desanti@ciat.tg

FUTURE PROJECTS



FUTURE PROJECTS PROFILES

BURKINA FASO

BOBO DIOULASSO

Project:
Expected capacity:
Expected completion:
Contact:

FASO FERT

Dolomite crushing equipment
Unknown
2017
Pascal Le Moel
Managing Director
fasofert.dg@gmail.com

BOBO DIOULASSO

Project:
Expected capacity:
Expected completion:
Contact:

TROPIC AGRO CHEM

Blender
Unknown
2017
Al Hassam Sanou
CEO
tropic_agrochem1@yahoo.fr

GHANA

TEMA

Project:
Expected capacity:
Expected completion:
Contact:

OMNI FERT

Bulk Blender
250,000 mtpy
2017 (Q1)
Michael Zormelo
Managing Director
miczormelo@hotmail.com
+233 540 10 51 59

NIGERIA

BAYELSA

Project:
Expected capacity:
Expected completion:
Contact:

BRASS FERTILIZER

Producer (urea)
1.3 mtpy
2020 (Q1)
—

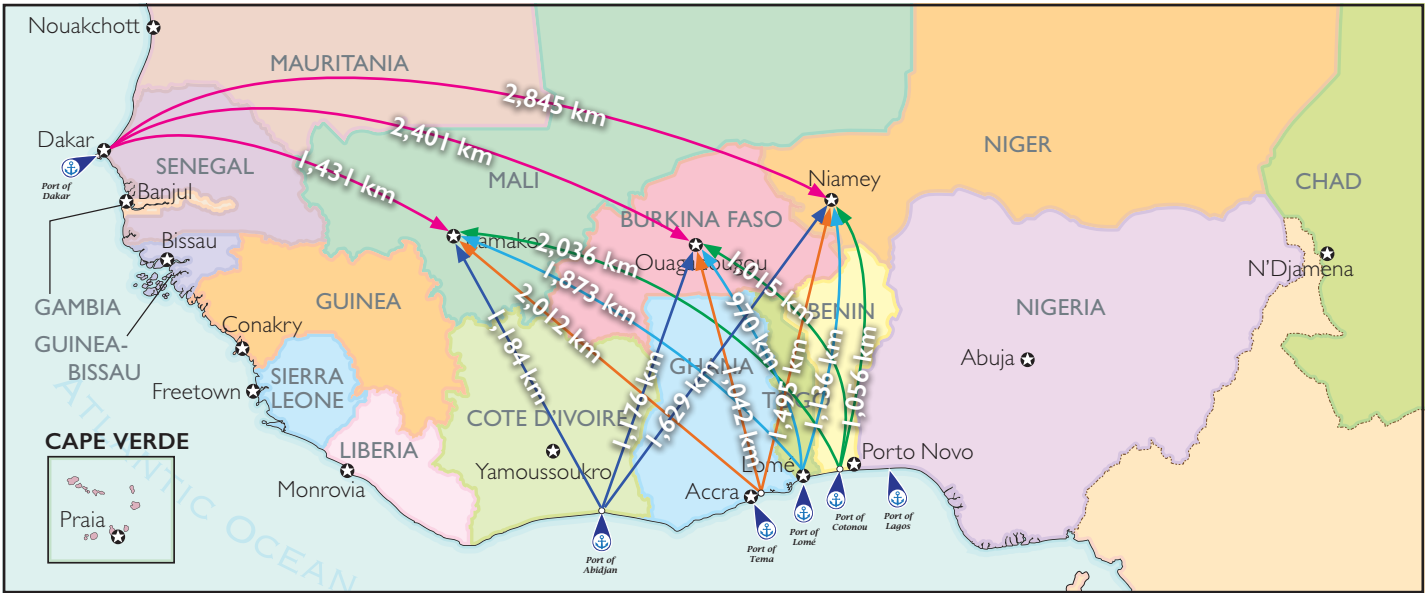
LAGOS

Project:
Expected capacity:
Expected completion:
Contact:

DANGOTE FERTILIZER

Producer (urea)
2.8 mtpy
2017 (Q1)
Aliyu Suleiman
Corporate Strategy Lead
aliyu.suleiman@dangote-group.com
+234 80 70 49 24 69

WEST AFRICA TRADE CORRIDORS



Fertilizer logistics and especially road transport costs constitute an important component in the determination of fertilizer prices. That is why it is important for importers to know the different existing trade corridors in order to best manage the conveyance of their product from a given port to their customers in landlocked countries.

The six major ports in West Africa through which fertilizers are shipped to these landlocked ECOWAS zones are the ports of Dakar, Senegal; Abidjan, Côte d'Ivoire; Tema, Ghana; Lomé, Togo; Cotonou, Benin; and Lagos, Nigeria.

All these ports can serve one or more of the three landlocked countries in the ECOWAS region: Mali, Burkina Faso and Niger. Mali and Burkina Faso are important consumers of fertilizers – together they use more than 450,000 metric tons (mt) annually. Niger however is still a low consumer of fertilizers, at less than 50,000 mt per year.

All of the North/South routes linking ports to landlocked countries are called trade corridors. The organization of road and rail networks sometimes allows landlocked countries to have multiple options for fertilizer transport.

DISTANCE

The choice of the corridor and port is often determined by geographical location (distance between the port and the supply destination) and quality of roads (Table 1).

PORT INFRASTRUCTURE

Characteristics of a port and its congestion status also affects the choice of corridor. Port infrastructure is generally assessed according to the characteristics in Table 2.

Other factor affecting the choice of route include the pace and operational capacity of a port's offloading equipment and whether it has busy operating schedules at the projected date of product shipment.

In the end, the use of flatbed trucks of 35 mt (ECOWAS standard) remains the most developed means of transportation along these corridors, even if some countries such as Côte d'Ivoire, Burkina Faso, Senegal, Benin and Togo have railway tracks. It is important to note that renovation and construction work on a 3,000 km railway is ongoing to link Cotonou, Niamey, Ouagadougou, Abidjan and Lomé, and its completion should offer an additional transportation option.

Table 1. Distances from ports to capital cities

Port	Bamako	Ouagadougou	Niamey
Abidjan	1,184 km	1,176 km	1,629 km
Cotonou	2,036 km	1,015 km	1,056 km
Dakar	1,431 km	2,401 km	2,854 km
Lagos	1,428 km	852 km	799 km
Lomé	1,873 km	970 km	1,136 km
Tema	2,012 km	1,042 km	1,495 km

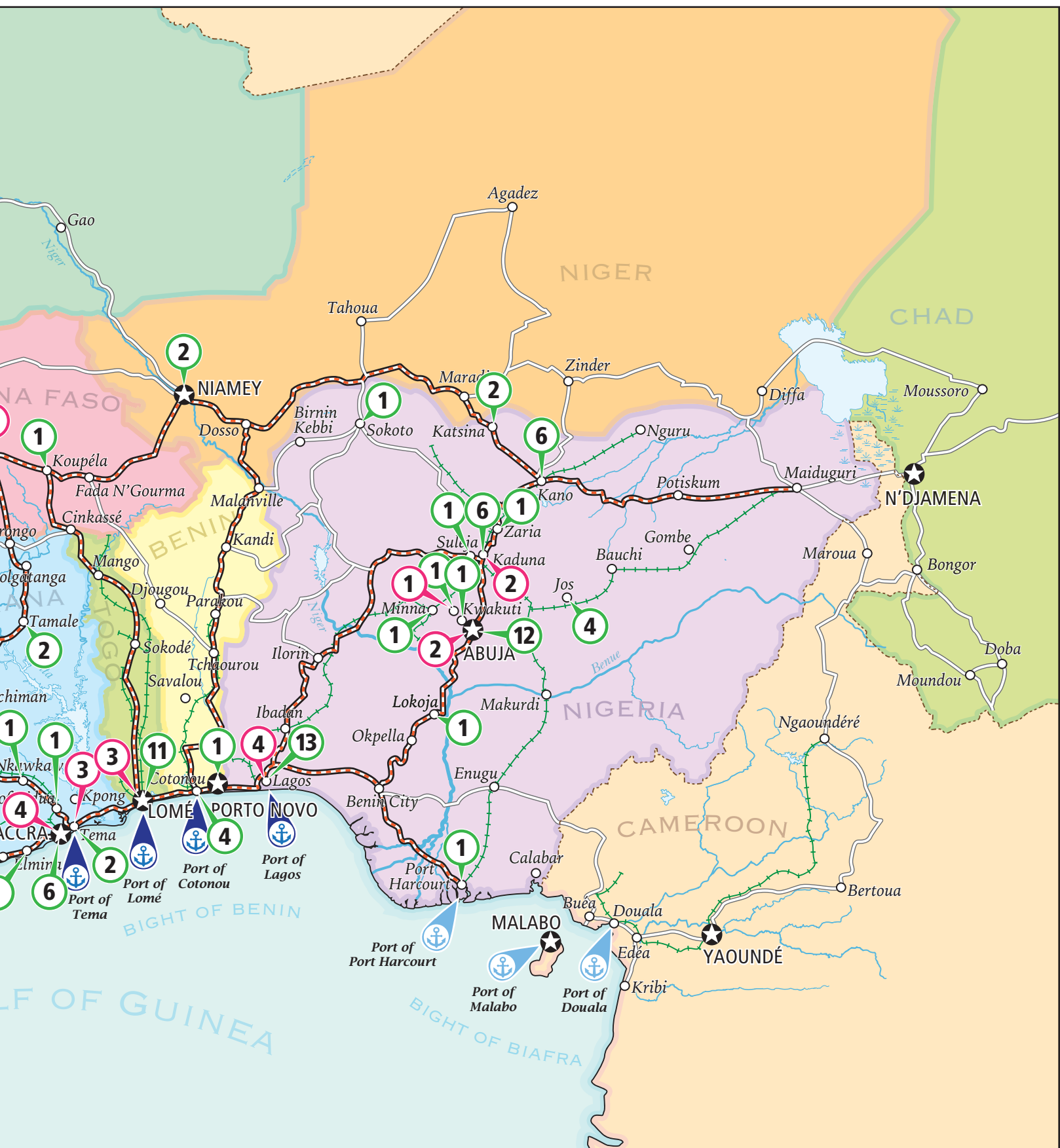
Table 2. Port infrastructure characteristics

Port:	Cotonou	Lomé	Tema
Size/area of water body	60 ha	81 ha	166 ha
Length of dock	1,980 m	1,170 m	2,615 m
Number of dock work stations	12	9	14
Permitted vessel draught	10 m	11 m	9.6 m
Warehouse capacities	83,500 m ³	62,000 m ³	53,270 m ³

Source : isemar

TRADE CORRIDORS, IMPORTERS AND DISTRIBUTORS







OVERVIEW OF WEST AFRICAN COUNTRIES



BENIN

Capital & major city	Porto Novo, Cotonou
Geographical area	Land 110,622 km ² ; Water 2,000 km ² Total: 112,622 km ²
Population	10.6 million
Labor force	3.662 million (2007 est.)
GDP real growth rate	2012: 5.4% – 2013: 5.6% – 2014: 5.4%
GDP composition by sector	35.9% agriculture 13.8% industry 50.3% services (2014 est.)
Major agricultural products	Cotton, maize, cassava (manioc, tapioca), yam, beans, palm oil, groundnut, cashew, livestock
Major industries	Textiles, food processing, construction materials, cement
Land use	31.3% agricultural land 40% forest 28.7% other (2011 est.)

CAPE VERDE

Capital & major city	Praia, Mindelo
Geographical area	Land 4,033 km ² ; Water 0 km ² Total: 4,033 km ²
Population	513,900
Labor force	196,100 million (2007 est.)
GDP real growth rate	2013: 1% – 2014: 1.8% – 2015: 3.5%
GDP composition by sector	9.7% agriculture 18.3% industry 72% services (2015 est.)
Major agricultural products	Bananas, maize, beans, sweet potato, sugarcane, coffee, groundnut, fish
Major industries	Food and beverages, fish processing, shoes and garments, salt mining, ship repair
Land use	18.6% agricultural land 21% forest 60.4% other (2011 est.)

BURKINA FASO

Capital & major city	Ouagadougou, Bobo Dioulasso
Geographical area	Land 273,800 km ² ; Water 400 km ² Total: 274,200 km ²
Population	10.6 million
Labor force	7.692 million (90% in agriculture)
GDP real growth rate	2013: 6.6% – 2014: 4% – 2015: 5%
GDP composition by sector	22.9% agriculture 25.7% industry 51.5% services (2014 est.)
Major agricultural products	Cotton, groundnut, shea nuts, sesame, sorghum, millet, maize, rice, livestock
Major industries	Cotton lint, beverages, agricultural processing, soap, cigarettes, textiles, gold
Land use	43% agricultural land 20.4% forest 36.6% other (2011 est.)

CÔTE D'IVOIRE

Capital & major city	Yamoussoukro, Abidjan
Geographical area	Land 318,003 km ² ; Water 4,460 km ² Total: 322,463 km ²
Population	22.16 million
Labor force	8.31 million (2015 est.) (68% in agriculture)
GDP real growth rate	2013: 8.7% – 2014: 7.9% – 2015: 8.2%
GDP composition by sector	17.4% agriculture 20.3% industry 62.2% services (2015 est.)
Major agricultural products	Coffee, cocoa beans, banana, palm kernels, maize, rice, cassava (manioc, tapioca), sweet potato, sugar, cotton, rubber, timber
Major industries	Foodstuffs, beverages, wood products, oil refining, gold mining, truck and bus assembly, textiles, fertilizer, building materials, electricity
Land use	64.8% agricultural land 32.7% forest 2.5% other (2011 est.)

GAMBIA

Capital & major city	Banjul , Brikama
Geographical area	Land 10,120 km ² ; Water 1,180 km ² Total: 11,300 km ²
Population	1.928 million
Labor force	777,100 (2007 est.) (75% in agriculture)
GDP real growth rate	2013: 66.9% – 2014: -0.2% – 2015: 4.7%
GDP composition by sector	19.9% agriculture 13.2% industry 66.9% services (2015 est.)
Major agricultural products	Rice, millet, sorghum, groundnut, maize, sesame, cassava (manioc, tapioca), palm kernels, cattle, sheep, goats
Major industries	Groundnut, fish, hides, tourism, beverages, agricultural machinery assembly, woodworking, metalworking, clothing
Land use	56.1% agricultural land 43.9% forest 0% other (2011 est.)

GHANA

Capital & major city	Accra , Kumasi
Geographical area	Land 227,533 km ² ; Water 11,000 km ² Total: 238,533 km ²
Population	26.79 million
Labor force	11.54 million (2015 est.) (44.7% in agriculture)
GDP real growth rate	2013: 7.3% – 2014: 4% – 2015: 3.5%
GDP composition by sector	20.7% agriculture 27.7% industry 51.6% services (2014)
Major agricultural products	Cocoa, rice, cassava (manioc, tapioca), groundnut, maize, shea nuts, banana, timber, pineapple, vegetables
Major industries	Mining, lumbering, light manufacturing, aluminum smelting, food processing, cement, small commercial ship building, petroleum
Land use	69.1% agricultural land 21.2% forest 9.7% other (2011 est.)

GUINEA

Capital & major city	Conakry , Nzérékoré
Geographical area	Land 245,857 km ² ; Water 140 km ² Total: 245,857 km ²
Population	12.28 million
Labor force	5.24 million (2015 est.) (76% in agriculture)
GDP real growth rate	2013: 2.3% – 2014: 1.1% – 2015: 0%
GDP composition by sector	19.7% agriculture 37.2% industry 43.1% services (2015 est.)
Major agricultural products	Rice, coffee, pineapple, mango, palm kernels, cocoa, cassava (manioc, tapioca), banana, potato, sweet potato; cattle, sheep, goats, timber
Major industries	Bauxite, gold, diamonds, iron ore; light manufacturing, agricultural processing
Land use	58.1% agricultural land 26.5% forest 15.4% other (2011 est.)

GUINEA BISSAU

Capital & major city	Bissau , Bafatá
Geographical area	Land 28,120 km ² ; Water 8,005 km ² Total: 36,125 km ²
Population	1.801 million
Labor force	632,700 million (2007 est.) (82% in agriculture)
GDP real growth rate	2013: 0.8% – 2014: 2.5% – 2015: 4.7%
GDP composition by sector	44.7% agriculture 13.4% industry 41.9% services (2015 est.)
Major agricultural products	Rice, maize, beans, cassava (manioc, tapioca), cashew, groundnut, palm kernels, cotton, timber, fish
Major industries	Agricultural products processing, beer, soft drinks
Land use	44.8% agricultural land 55.2% forest 0% other (2011 est.)

LIBERIA

Capital & major city	Monrovia , Gbarnga
Geographical area	Land 96,320 km ² ; Water 15,049 km ² Total: 111,369 km ²
Population	4.397 million
Labor force	1.554 million (2014 est.) (70% in agriculture)
GDP real growth rate	2013: 8.7% – 2014: 0.7% – 2015: 0.9%
GDP composition by sector	36% agriculture 16% industry 48% services (2015 est.)
Major agricultural products	Rubber, coffee, cocoa, rice, cassava (manioc, tapioca), palm oil, sugarcane, banana, sheep, goats, timber
Major industries	Mining (iron ore), rubber processing, palm oil processing, timber, diamonds
Land use	28.1% agricultural land 44.6% forest 27.3% other (2011 est.)

MALI

Capital & major city	Bamako , Sikasso
Geographical area	Land 1,240,192 km ² ; Water 20,002 km ² Total: 1,240,190 km ²
Population	17.09 million
Labor force	5.644 million (2015 est.) (80% in agriculture)
GDP real growth rate	2013: 1.7% – 2014: 7.2% – 2015: 5%
GDP composition by sector	38.5% agriculture 23.3% industry 38.2% services (2013 est.)
Major agricultural products	Cotton, millet, rice, corn, vegetables, groundnut, cattle, sheep, goats
Major industries	Food processing, construction, phosphate and gold mining
Land use	34.1% agricultural land 10.2% forest 55.7% other (2011 est.)

NIGER

Capital & major city	Niamey, Zinder
Geographical area	Land 1,267,700 km ² ; Water 300 km ² Total: 1,267,000 km ²
Population	19.11 million
Labor force	6.3 million (2015 est.) (90% in agriculture)
GDP real growth rate	2013: 4.6% – 2014: 6.9% – 2015: 4.3%
GDP composition by sector	37.3% agriculture 18.9% industry 45.5% services (2015 est.)
Major agricultural products	Cowpea, cotton, groundnut, millet, sorghum, cassava (manioc, tapioca), rice, cattle, sheep, goats, camels, donkeys, horses, poultry
Major industries	Uranium mining, petroleum, cement, brick, soap, textiles, food processing, chemicals, slaughterhouses
Land use	35.1% agricultural land 1% forest 63.9% other (2011 est.)

NIGERIA

Capital & major city	Abuja, Lagos
Geographical area	Land 910,768 km ² ; Water 13,000 km ² Total: 923,768 km ²
Population	177.5 million
Labor force	57.46 million (2015 est.) (70% in agriculture)
GDP real growth rate	2013: 5.4% – 2014: 6.3% – 2015: 4%
GDP composition by sector	20.3% agriculture 23.6% industry 56.1% services (2013 est.)
Major agricultural products	Cocoa, groundnut, cotton, palm oil, maize, rice, sorghum, millet, cassava (manioc, tapioca), yam, rubber; cattle, sheep, goats, pigs, timber, fish
Major industries	Crude oil, coal, tin, columbite, rubber products, wood, hides/skins, textiles, cement and other construction materials, food products, footwear, chemicals, fertilizer, printing, ceramics, steel
Land use	78% agricultural land 9.5% forest 12.5% other (2011 est.)

SENEGAL

Capital & major city	Dakar, Touba
Geographical area	Land 192,530 km ² ; Water 4,192 km ² Total: 196,722 km ²
Population	14.67 million
Labor force	6.515 million (2015 est.) (77.5% in agriculture)
GDP real growth rate	2013: 3.6% – 2014: 4.7% – 2015: 5.1%
GDP composition by sector	17.1% agriculture 24.3% industry 58.6% services (2015 est.)
Major agricultural products	Groundnut, millet, maize, sorghum, rice, cotton, tomato, green vegetables, cattle, poultry, pigs, fish
Major industries	Agricultural and fish processing, phosphate mining, fertilizer production, petroleum refining, zircon and gold mining, construction materials, ship construction and repair
Land use	46.8% agricultural land 43.8% forest 9.4% other (2011 est.)

SIERRA LEONE

Capital & major city	Freetown, Bo
Geographical area	Land 71,620 km ² ; Water 120 km ² Total: 71,740 km ²
Population	6.316 million
Labor force	2.53 million (2015 est.)
GDP real growth rate	2013: 20.1% – 2014: 7.1% – 2015: -23.9%
GDP composition by sector	66.8% agriculture 3.4% industry 29.8% services (2015 est.)
Major agricultural products	Rice, coffee, cocoa, palm kernels, palm oil, groundnut, poultry, cattle, sheep, pigs, fish
Major industries	Diamond mining; iron ore, rutile and bauxite mining; small-scale manufacturing (beverages, textiles, cigarettes, footwear); petroleum refining, small commercial ship repair
Land use	56.2% agricultural land 37.5% forest 6.3% other (2011 est.)

TOGO

Capital & major city	Lomé, Sokodé
Geographical area	Land 54,385 km ² ; Water 2,400 km ² Total: 56,785 km ²
Population	7.115 million
Labor force	2.595 million (2007 est.) (65% in agriculture)
GDP real growth rate	2013: 5.4% – 2014: 5% – 2015: 5.4%
GDP composition by sector	29.5% agriculture 21% industry 49.5% services (2015 est.)
Major agricultural products	Coffee, cocoa, cotton, yam, cassava (manioc, tapioca), maize, beans, rice, millet, sorghum, livestock, fish
Major industries	Phosphate mining, agricultural processing, cement, handicrafts, textiles, beverages
Land use	67.4% agricultural land 4.9% forest 27.7% other (2011 est.)

Source: CIA (World Factbook) and The World Bank



Economic Community
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OVERVIEW OF ECOWAS LEGAL FRAMEWORK

FOR FERTILIZER TRADE AND QUALITY CONTROL IN WEST AFRICA



The West Africa legal framework for fertilizer trade and quality control, which is being adopted, comprises of a set of five instruments:

1. Regulation C/REG.13/12/12 relating to fertilizer quality control in the ECOWAS Region.
2. Implementing Regulation C/REG..../.../... relating to the role, organization and functioning of the West Africa Fertilizer Quality Control Committee.
3. Implementing Regulation C/REG..../.../... relating to the labeling and tolerance limits of fertilizers traded in West Africa.
4. Implementing Regulation C/REG..../.../... relating to the inspection of fertilizers in West Africa.
5. Implementing Regulation C/REG..../.../... relating to the analysis of fertilizers in West Africa.

The purpose of this legal framework is to:

- Safeguard the interests of the farmers against nutrient deficiencies, adulteration, misleading claims, and short weight bag.
- Safeguard the interests of fertilizer enterprises and contribute to the creation of an enabling environment for private investment in the fertilizer industry.

- Protect the West Africa natural environment and its population against the potential dangers associated with inappropriate fertilizer use.
- Facilitate inter- and intra-States trade in fertilizers, through the implementation of principles and rules mutually agreed at the regional level to dismantle trade barriers.

In terms of scope, the Regional Fertilizer Regulation applies to all fertilizer-related activities, especially those pertaining to the licensing of agro-dealers, as well as the storage and sale of fertilizers locally manufactured or imported into the member States.

The Regional Fertilizer Regulation establishes an implementation body denominated the West African Committee for Fertilizer Control (WACoFeC) with the mandate to facilitate, on behalf of the ECOWAS Commission, the implementation of the Regional Fertilizer Regulation by member States, working closely with national bodies in charge of fertilizer control. Its organization and functioning are spelled out in a specific Implementing Regulation (listed above as No. 2) and its operational budget is provided for by the ECOWAS Commission.



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The Regional Fertilizer Regulation also establishes two implementation instruments (manuals) detailing the modalities and procedures for fertilizer inspection and analysis in the Member States. However, it attributes the responsibility for quality control to each Member State through qualified inspectors and designated laboratories.

Other key provisions of the Regional Fertilizer Regulation include:

- Minimum labeling requirements.
- Maximum tolerance limits for nutrient content deficiencies and bag weight shortages.
- Maximum allowable limits of heavy metals in fertilizer products.
- Mandatory licensing for agro-dealers (issued by each country under conditions and modalities they each determine, valid for 3 years renewable) – The conditions for operating as a manufacturer or an importer of fertilizer in each of the Member States shall be governed by the regulations in force in the Member State concerned.
- Specification for fertilizer warehouse and storage conditions.
- Requirement for prior notification for importation of fertilizers.

- Right to appeal for manufacturers, importers and distributors.
- Sanctions defined by each Member State for violations stated in the Regulation.

At the core of the West Africa legal framework for fertilizer control is the principle of “truth in labeling” which holds that whatever a seller claims he/she is selling, he/she must guarantee it. It is therefore essential that label claims on fertilizer packaging be truthful. Consequently, some specific requirements are set to define what one can claim and it is not necessary to register fertilizer products.

Legal implications: As stated in the ECOWAS Revised Treaty, the Regional Fertilizer Regulation has a general application (i.e., applies to all); it is binding on all and in all its elements, and is directly, immediately and simultaneously applicable in all countries. In other words, once adopted, it is an integral part of national legislations and no ratification or domestication is needed at the national level. However, each Member State shall adopt complementary supporting regulations prescribed by the Regulation and may adopt other regulations in areas not legislated at the regional level.

For further information about the ECOWAS Fertilizer Regulation, please contact:

Mr. Alain Sy TRAORE
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ECOWAS Commission
Email : satraore@ecowas.int



Economic Community
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ECOWAS TOLERANCE LIMITS

FOR PLANT NUTRIENTS, HEAVY METALS AND BAG WEIGHT

(Ref. Regulation C/REG/.../.../...)



Tolerance means the permitted deviation of measured values of a nutrient content or bag weight below the values claimed on the label, or the maximum allowable heavy metal limits in a fertilizer. The tolerance limits for nutrient contents, heavy metals and bag weight are as follows:

ALLOWABLE VARIATIONS IN PLANT NUTRIENT CONTENTS

1. The maximum acceptable deviation of the measured values of primary nutrient contents below the values claimed on the label shall be the value as follows:

TYPE OF FERTILIZER	TOLERANCE
Single nutrient fertilizers:	
• With up to 20% nutrient content	Maximum 0.3 units
• With more than 20% nutrient content	Maximum 0.5 units
Complex fertilizers and NPK blends	Maximum 1.1 units for individual nutrients and maximum 2.5% for all nutrients combined

The total deviation for all nutrients combined is calculated from the addition of deviations for nutrients with contents lower than the label specification; compensation from nutrients with content higher than specified to balance deficiency of another nutrient is not allowed.

2. The maximum acceptable deviation of the measured value of a **secondary or micro nutrient content** below the values claimed on the label shall be as follows:

NUTRIENTS	TOLERANCE
SECONDARY NUTRIENTS	
Calcium (Ca)	0.2 unit +5% of guarantee
Sulfur (S)	
Magnesium (Mg)	
MICRONUTRIENTS	
Boron (B)	0.003 unit +15% guarantee
Cobalt (Co)	0.0001 unit +30% guarantee
Molybdenum (Mo)	
Chlorine (Cl)	0.005 unit +10% guarantee
Copper (Cu)	
Iron (Fe)	
Manganese (Mn)	
Sodium (Na)	
Zinc (Zn)	

The maximum allowable variation when calculated in accordance with the above shall be 1 unit (1%).

MAXIMUM ALLOWABLE HEAVY METAL LIMITS

1. The maximum allowable heavy metal limits in fertilizer products shall be determined based on the following:

HEAVY METAL	MULTIPLIER		TOLERANCE
	ppm per 1% P ₂ O ₅	ppm per 1% micronutrients	milligrams per kilogram of biosolids or compost products – dry weight basis
Arsenic (As)	13	112	75
Cadmium (Cd)	10	83	85
Cobalt (Co)	136	2,228*	—
Copper (Cu)	—	—	4,300
Lead (Pb)	61	463	840
Mercury (Hg)	1	6	57
Molybdenum (Mo)	42	300*	75
Nickel (Ni)	250	1,900	420
Selenium (Se)	26	180	100
Zinc (Zn)	420	2,900*	7,500

* Should be used only when the percentage of that particular micronutrient is not specified or guaranteed in the fertilizer label.

2. For a fertilizer product with P₂O₅ guarantee and no micronutrient guarantee:

For each heavy metal, its maximum allowable concentration (ppm) in that product shall be determined by multiplying the percent guaranteed P₂O₅ of the product by the appropriate factor of that heavy metal in column 2 in the above table (paragraph 1).

However, if the percent guaranteed P₂O₅ of the product is less than 6.0, then the multiplier to be utilized shall be 6.0.

3. For a fertilizer product with micronutrients guarantee and no P₂O₅ guarantee:

For each heavy metal, its maximum allowable concentration (ppm) in that product shall be determined by multiplying the sum of the guaranteed percentages of all micronutrients in the product by the appropriate factor of that heavy metal in column 3 in the above table presented in paragraph 1.

However, if the sum of the guaranteed percentages of all micronutrients in the product is less than 1.0 then the multiplier to be utilized shall be 1.0.

4. For a fertilizer product with both micronutrients and P₂O₅ guarantee:

For each heavy metal, carry out separately the computation outlined in above paragraphs 2) and 3) and the maximum allowable concentration (ppm) of the heavy metal under consideration shall be the higher of the two resulting values.

5. For a biosolid or compost product, its maximum allowable concentration of each heavy metal shall be the appropriate value of that heavy metal in column 4 of the above table presented in paragraph 1.

MAXIMUM ALLOWABLE VARIATION FOR BAG WEIGHT

The maximum acceptable variation of measured bag weight below the value claimed on the label shall be 500 g per 50 kg bag (1%).

MINIMUM PERCENTAGES OF NUTRIENT CONTENTS CLAIMABLE

1. For Nitrogen (N), Phosphorus (P₂O₅) or Potassium (K₂O), the minimum percentage of nutrient contents that may be guaranteed shall be 1.0.
2. The minimum percentages of nutrient contents, other than nitrogen, phosphorus and potassium that may be guaranteed shall be as follows:

ORDER OF DECLARATION	NUTRIENT	MINIMUM PERCENT CLAIMABLE
1	Calcium (Ca)	1.0000
2	Sulfur (S)	1.0000
3	Magnesium (Mg)	0.5000
4	Boron (B)	0.0200
5	Chlorine (Cl)	0.1000
6	Cobalt (Co)	0.0005
7	Copper (Cu)	0.0500
8	Iron (Fe)	0.1000
9	Manganese (Mn)	0.0500
10	Molybdenum (Mo)	0.0005
11	Sodium (Na)	0.1000
12	Zinc (Zn)	0.0500

3. Any of the secondary nutrients and micronutrients listed in paragraph 2 above that are guaranteed shall appear in the order listed and shall immediately follow guarantees for the primary nutrients of nitrogen, phosphorus and potassium if present.

For further information about the ECOWAS Fertilizer Regulation, please contact:

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YOUR CLAIM IS A WARRANTY!



ECOWAS FERTILIZER LABELING

Economic Community
of West African States



(Ref. Regulation C/REG/.../.../...)

The label illustrated here is not a standard. It's a model that simply shows the minimum information required on fertilizer labels, as prescribed by an ECOWAS Implementing Regulation on labeling.

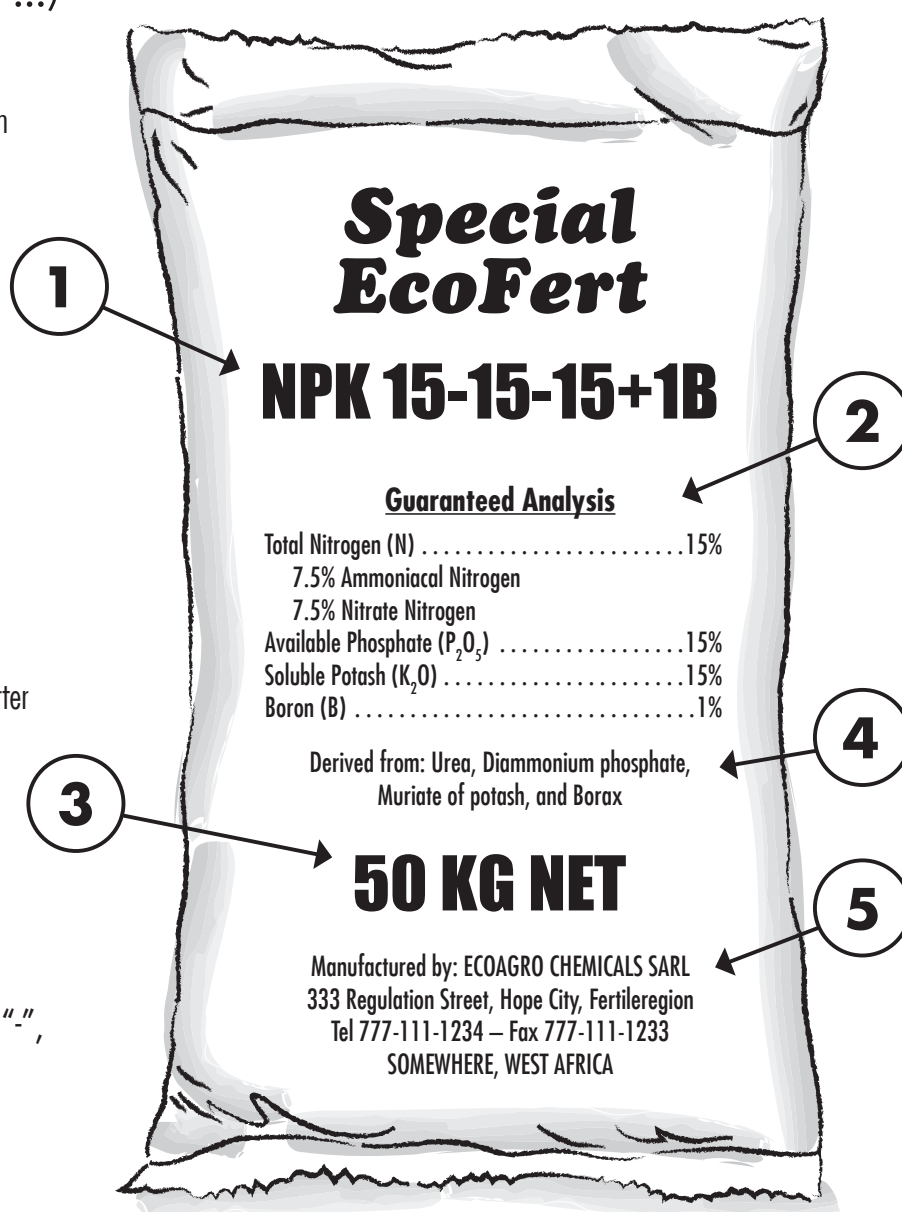
THE BIG FIVE

Five required components must appear on a fertilizer label:

1. Grade
2. Guaranteed analysis
3. Net weight
4. Sources of nutrients
5. Name and address of the manufacturer, importer or re-packing agent

GRADE

Grade is a shorthand representation of the guarantees for Total Nitrogen (N), Available Phosphate (P_2O_5) and Soluble Potash (K_2O) with each guarantee separated by a hyphen, "-", eg., 15-15-15. The grade shall be in whole numbers and in the same terms, order, and percentages as in the guaranteed analysis.



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GUARANTEED ANALYSIS

The **Guaranteed Analysis** states the minimum percentage of all plant nutrients claimed on the label in a specific order and format. The format is as follows:

Guaranteed analysis

Total Nitrogen (N)	____%
____% Ammoniacal Nitrogen	
____% Nitrate Nitrogen	
____% Water-insoluble Nitrogen	
____% Urea Nitrogen	
____% Other recognized and determinable forms of N	
Available Phosphate (P ₂ O ₅)	____%
Soluble Potash (K ₂ O)	____%
Calcium (Ca)	____%
Sulfur (S)	____%
Magnesium (Mg)	____%
Boron (B)	____%
Chlorine (Cl)	____%
Cobalt (Co)	____%
Copper (Cu)	____%
Iron (Fe)	____%
Manganese (Mn)	____%
Molybdenum (Mo)	____%
Sodium (Na)	____%
Zinc (Zn)	____%

Guarantees or claims for the above listed plant nutrients are the only ones which will be accepted in West Africa and they must be in the order listed except when a nutrient is broken down into chemical forms, such as for N, then the breakdown forms may be in any order. If a nutrient is claimed, then it shall be listed in the Guaranteed Analysis. Zero guarantees are not allowed except in the chemical form breakdown where they may be used if needed for clarity.

NET WEIGHT

All fertilizers (bag, bulk or liquid) must be sold with specification of the net weight, which may be expressed in metric units.

SOURCES OF NUTRIENTS

Sources of nutrients, when shown on the label, shall be listed below the completed Guaranteed Analysis statement.

NAME AND ADDRESS OF MANUFACTURER OR RE-PACKING AGENT

The name and address of the registered/licensed manufacturer or re-packing agent responsible for the guarantees on the label shall be listed on the label.

ADDITIONAL NOTES

1. For packaged products, this label shall either (a) appear on the front or back of the package and occupy at least one-third of a side of the package, or (b) be printed on a tag with minimum dimensions of 8 cm by 12 cm and attached to the package. For bulk products, this same label in written or printed form shall accompany delivery and be supplied to the purchaser at time of delivery, and be accessible for inspection purposes.
2. The component order is not fixed as long as all are present in a readable and conspicuous place on the label.
3. There may be additional labeling requirements; therefore, it is always advisable to consult with the appropriate national body for fertilizer control in your country for review of a draft label prior to printing.
4. The minimum percentages of primary nutrients (N, P₂O₅, K₂O) claimable shall be 1.0. The minimum percentages of secondary and micro nutrients claimable are specified in an Implementing Regulation on fertilizer labeling.

Label means (1) any legend, word, mark, symbol, or design applied or attached to, included in, belonging to, or accompanying any fertilizer, supplement, or container; or (2) any advertisements, brochures, posters, television, radio, or internet announcements used in promoting the sale of fertilizer.

For further information about the ECOWAS Fertilizer Regulation, please contact:

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YOUR CLAIM IS A WARRANTY!



West African Fertilizer Association
Association Régionale
des Professionnels de l'Engrais

ARGUS FMB 2017 CAPE TOWN

Wafa is born

West African Fertilizer Professionals are United and Committed!

Accra – September 2016



Some members and partners during the preliminary meeting at Bassam in December 2015

Concrete Objectives

FERTILIZER QUALITY

A priority!
Controls, analysis,
recommendations
and enforcement
of regulations

AVAILABILITY FACILITATE SUPPLY

A necessity!
Ports,
infrastructures,
constraints and
opportunities

FUNDING

A tool!
Financial/funding
mechanisms,
Government
subsidies

TRAINING & INFORMATION

Prospection:
market survey,
good agricultural
practices

An answer to food security in West Africa?

“United to develop the fertilizer market in West Africa” is the aspiration of Wafa members in the sub-region due to both the necessity to widely valorize the profession and the rapid growth of agricultural development in Sub-Saharan Africa.

With recent developments in agricultural policies of African leaders with the objective to feed a population with the fastest demographic growth rate in the world (25% in 10 years according to the USDA), the development prospects of the agricultural sector of the zone are obvious and in constant change.

Food self-sufficiency cannot be done with a low productivity and without any improvement of soil that is often depleted, but globalisation imposes sustainable production which entails respect of people, environment, ethics and dignity in the conduct of business.

It is within this context that Wafa envisions the fertilizer market of tomorrow for West Africa.



Want to know more?

Wafa is a regional association registered in Mali, led by an elected executive board of 7 members coming from 7 different countries.

www.wafafertilizer.org

contact@wafafertilizer.org



Challenges for a reliable market

To produce or import quality affordable fertilizers and provide them on time to farmers trained on good practices.

A Vision:

To become a West African structure of reference, bringing together all the professionals in the fertilizer sector to work on objectives of common interest in order to promote rational utilization of fertilizers and to render them competitive, in the interest of sustainable agriculture.

A Mission:

To put in place a conducive environment that allows accessibility and optimal use of quality fertilizers by West African producers/farmers. To contribute to the development of regional agricultural policies in terms of agronomy, infrastructure, revenues and financing, in a transparent manner and in the general interest of agricultural

development. To support/ assist members in facilitating business connections, access to production requirements and financing mechanisms, in order to improve and develop the fertilizer market. For this, the Association must bring together all skills, expertise and resources of its members and its technical partners.

An Ambition: To encourage West African farmers to make better use of fertilizers, in larger quantities while generating their interest through training and awareness-creation on productivity, confidence in quality of label, proximity, and prices studied within the closest geo-economic context.

Our partners

IFDC through the West Africa Fertilizer Program funded by USAID is the facilitator of the creation and coordination of WAFA.



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Developing Agriculture from the Ground Up



Version 1, 12 May 2016



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