



TFI advocate

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TFI, CTIC Develop Conservation Practices Survey

The Fertilizer Institute (TFI) and the Conservation Technology Information Center (CTIC) announced the distribution of a conservation practices survey to thousands of farmers. The collaborative effort was designed to collect data on conservation practices producers are using and what reasons farmers may have for not implementing additional conservation practices in their operations. Topics include conservation tillage, soil tests and nutrient management.

“Proper fertilizer application is an essential component of nutrient management plans. Our products are best utilized when the right product is applied at the right rate, right time and right place,” said TFI President Ford B. West. “The results of this survey

will provide us with knowledge of producer practices that will help us best identify how we can achieve documented nutrient use efficiency.”

U.S. farmers are using fertilizer nutrients with the greatest efficiency

in history. Between 1980 and 2005, U.S. corn production increased by a whopping 74 percent. Meanwhile, farmers’ use of nitrogen on corn over this period increased only 3 percent, while use of phosphate and potash fell 20 and 24 percent, respectively.

“Today it is more important than ever to know where, why and how conservation practices are – and aren’t – applied on agricultural lands,” said Karen Scanlon, CTIC executive director. “With this survey, we’ll know more about how to get the most needed information about conservation technology into the hands of farmers.”

CTIC and TFI worked with the U.S. Department of Agriculture’s (USDA) Natural Resources Conservation Service (NRCS), the Foundation for Agronomic Research and the Certified Crop Adviser Program in developing the survey questions. Results of the survey will be compiled by the end of the month of October and will provide a better understanding of environmental management measures and the best way to distribute educational materials regarding best management practices and environmental stewardship.

For more information on the nutrient use survey initiative or other nutrient use questions, please contact TFI Director of Government Relations Bob Tadsen by telephone at (202) 515-2725 or via e-mail at rtadsen@tfi.org.



TFI held its 2007 World Fertilizer Conference in Boston, Mass., Sept. 17-19, gathering more than 700 delegates from more than 50 different countries. More pictures of the event can be found on pages 4-5 of this month's TFI Advocate. TFI Chairman and PotashCorp President and CEO William J. Doyle (right) discusses fertilizers' contributions to agricultural development in African nations with Professor Jeffrey Sachs (left).

International Government Approval Continues for TFI Product Testing Data

The word out of Helsinki, Finland, is that data on nitrate and sulfate products demonstrates that fertilizer products are safe. The Fertilizer Institute (TFI) was in Helsinki to present the data on nitrate and sulfate products at the Organization for Economic Cooperation and Development (OECD) Screening Information Data Sets Initial Assessment Meeting (SIAM) Oct. 18. The data on nitrate and sulfate products was generated by TFI and the European Fertilizer Manufacturers Association (EFMA) and will join the phosphates and ammonia groups in an international database of chemicals. Acceptance of the program by the OECD provides further credibility to efforts to demonstrate with scientific data that fertilizer products are safe.

“TFI completed its product testing program on 23 fertilizer materials in early 2003, demonstrating that all major fertilizer products are safe when used as intended and pose no harm to industry workers, community members or the environment,” said TFI President Ford B. West. “We are pleased with the OECD’s approval of our nitrate and sulfate products, which now join our phosphates and ammonia groups with this much-deserved international approval.”

The nitrates category consists of the following fertilizers: sodium nitrate, potassium nitrate, potassium sodium nitrate, ammonium nitrate, calcium nitrate, calcium ammonium nitrate (CAN) and nitrogen solutions (UAN). The sulfates category contains: potassium magnesium sulfate, calcium sulfate

and potassium sulfate.

The United States is the sponsor country for fertilizer products within the OECD process and the U.S. Environmental Protection Agency (EPA) served as the formal presenter for the data at the Helsinki OECD meeting. TFI was also present to provide technical support on the testing data. Successful adoption by OECD of these fertilizer products also confers regulatory approval through EPA’s High Production Volume (HPV) data challenge, and covers many of the important data points necessary in the current European Union’s Registration, Evaluation, Authorization and Restriction of Chemicals (REACH) program.

EPA’s HPV Challenge program was developed to make publicly available a complete set of baseline health and environmental effects data on HPV chemicals. The data will provide the basis for better and faster decisions on which chemicals present risks and how to eliminate or manage these risks. It is EPA’s goal to assure that the public has access to health and environmental effects data for chemicals which are present in their environment.

“TFI has been utilizing this fertilizer product testing data since its development in 2003,” said West. “International approval for this scientific



The nitrate and sulfate groups joined the phosphates and ammonia groups with international approval that these fertilizer products are safe during a recent meeting in Helsinki, Finland. The data was produced by TFI and the European Fertilizer Manufacturers Association in 2003.

data is an essential next step given the globalization of the fertilizer industry and the increased efforts on the worldwide regulation of chemicals.”

The phosphates and ammonia groups of fertilizer data were reviewed and accepted for OECD appraisal in early November and fertilizer acids are scheduled for review in April 2008 in Paris, France.

For more information, please contact TFI Vice President of Scientific Programs Bill Herz by telephone at (202) 515-2706 or via e-mail at wcherz@tfi.org.

We All Have A Social Responsibility

Everywhere I turn lately, people are talking about social responsibility. Whether in the corporate world, the association arena, in church or at my dinner table, people are asking me what I'm doing to be responsible. On a personal level, I am turning the lights off when I leave a room, recycling, carpooling and even looking into purchasing a hybrid vehicle.

As an association representing the fertilizer industry, The Fertilizer Institute (TFI), through its policies, stands to have a much larger impact on society by being socially responsible.

Social responsibility is voluntary; it is about going above and beyond what is required by law. Here at TFI, we are doing what is best for our industry, fertilizer customers and the many communities in which our products are manufactured, sold and used.

A shining example of our industry's social responsibility is the creation of the "Secure Handling of Ammonium Nitrate Act" legislation, which calls for the establishment of a regulatory system to keep the product out of the hands of those with criminal intent. I will never forget the feeling I felt when I learned that the Oklahoma City bombing was caused by ammonium nitrate. In this case, social responsibility is doing everything possible to prevent such a horrific event from happening ever again.

More than eight years ago, our industry came together to conduct toxicity testing on all fertilizer products to

"In many ways, social responsibility is a moving target. However, being proactive on a daily basis for the benefit of the industry, community and world should never waver."

validate their safety. This program became known as the Product Testing Program. TFI, at the direction of its board, invested \$3 million to study these products. After the data proved the fertilizer products' safety in 2003, we have been working to gain international approval of this data so that those in the fertilizer industry across the globe can also benefit from this knowledge. Again, TFI was proactive on this effort. This testing was not required, but to be good stewards we felt it was necessary.

Another recent example of our social responsibility is our recent nutrient use survey. TFI partnered with the Conservation Technology Information Center (CTIC) to produce and distribute a nutrient use survey to thousands of U.S. farmers. Our goal is to identify best management practices and barriers to those practices. Leveraging the good work of our colleagues at the Canadian Fertilizer Institute, we have developed the concept of using the right product at the right rate, right time and right place and are encouraging its use. With the results of this survey, we hope to be one step closer to helping farmers put

this concept into practice. In this case, social responsibility is taking ownership over how our products are used to ensure nutrient use efficiency.

I am not only proud of TFI's social responsibility, but those efforts of our many member companies as well. Together, the fertilizer industry stands strong with our commitment to society.

In many ways, social responsibility is a moving target. However, being proactive on a daily basis for the benefit of the industry, community and world should never waver.



TFI President Ford B. West

TFI Hosts 2007 World Fertilizer Conference

The Fertilizer Institute (TFI) held its 2007 World Fertilizer Conference in Boston, Mass., Sept. 17-19, gathering more than 700 delegates from more than 50 different countries. At the meeting, delegates heard from top-notch speakers on issues of critical importance to the industry. Professor Jeffrey Sachs, widely considered to be the leading international economic advisor of his generation, was the keynote speaker at Tuesday's breakfast session, where he discussed the fertilizer industry's

important role at the intersection of the challenge of increased food production; the fight against extreme poverty; energy use and energy security; biodiversity threats and conservation; and climate change. On Wednesday morning, Dr. Elisio Contini, director for Brazilian Agricultural Research Corporation's Office of International Affairs, addressed the challenges of global renewable fuels production.

TFI's Board of Directors and Executive

Committee met in conjunction with the 2007 World Fertilizer Conference. The board reviewed TFI's key activities and policy agenda, discussing issues ranging from security to climate change. TFI's Board of Directors voted to create a climate change task force to examine all aspects of legislative and regulatory activities which may impact TFI's membership and approved a resolution supporting the activities of the working group regarding rail liability issues.



Following the breakfast session, (left to right) PotashCorp President and CEO William J. Doyle, Keytrade AG President and CEO Melib Keyman, TFI President Ford B. West and CF Industries, Inc. President and CEO Stephen Wilson gathered to talk about the day's upcoming activities.



International Raw Materials President Tip O'Neill (left) talks with TFI President Ford B. West (center) and Professor Jeffrey Sachs (right) prior to the latter's presentation on the need for a green revolution in Africa.



Professor Jeffrey Sachs (left) talks with Agrium President and CEO Mike Wilson (right).



Professor Jeffrey Sachs (right) signs a copy of his book, *The End of Poverty*, for J.R. Simplot Company Director of Transportation Judy Gillies (left).



Professor Jeffrey Sachs (right) talks with Lange-Stegmann Fertilizer Company President Michael Stegmann (left).



Yara North America, Inc. President Pete Valesares (left) speaks with Potash Import and Chemical Corporation President Mark Roberts (right) prior to the TFI Board of Directors' luncheon.



TFI President Ford B. West (left) talks with Western Plant Health Association President Renee Pinel (right) prior to the TFI Board of Directors' luncheon.



*Intrepid Mining LLC President Bob Jornayvaz (left) meets TFI Board of Directors' luncheon speaker Howard Fineman (right), *Newsweek's* senior Washington, D.C., correspondent and columnist.*



Dr. Elisio Contini (left), director for Brazilian Agricultural Research Corporation's Office of International Affairs, meets TFI Vice Chairman and Terra Industries Inc. President and CEO Mike Bennett (right) prior to Contini's keynote address on the challenges of global renewable fuels production.



International Plant Nutrition Institute President Terry Roberts (left) and The Andersons Plant Nutrition Group President Denny Addis (right) attend Wednesday morning's breakfast session.

House of Representatives Approves Ammonium Nitrate Legislation

The U.S. House of Representatives approved the “Secure Handling of Ammonium Nitrate Act of 2007” (H.R. 1680) Oct. 23 by voice vote. The bill was introduced in the House by Rep. Bennie Thompson (D-Miss.), chairman of the House Homeland Security Committee. The Fertilizer Institute (TFI) has been a lead supporter of this legislation since it was first introduced in 2005.

“TFI extends its sincere thanks to Rep. Thompson for his leadership in securing a common sense set of rules and regulations for the safe sale of ammonium nitrate,” said TFI President Ford B. West. “With this important legislation, the focus on our industry’s products remains on their beneficial role as a plant nutrient.”

The bill would require the Department of Homeland Security (DHS) to

create a regulatory system to help keep ammonium nitrate out of the hands of those with criminal intent. Specifically, the bill would require all producers, sellers and purchasers who take custody to register with DHS. All registrations are to be checked against terrorist watch lists and in this regard, the bill also includes provisions for expedited reviews of registration applications, notification of application status and appeals process. In addition, the bill would require producers and sellers to maintain records of all sales for two years, including the producer’s name, address, phone number and registration number, and the date and quantity of ammonium nitrate sold. The bill, which does not preempt state law, requires all thefts or unexplained losses be reported to federal law enforcement within 24 hours. The bill had been included on the suspension calendar for a floor vote, a procedure that the House

of Representatives often uses on the floor to act expeditiously on relatively non-controversial legislation.

Companion legislation in the Senate (S. 1463), which was spearheaded by Sen. Mark Pryor (D-Ark.), was included as an amendment to the Department of Homeland Security (DHS) appropriations bill, which was approved in July of this year.

“We urge the House and Senate leadership to send this critical agricultural security legislation to the President’s desk so that it can be signed into law,” said West.

For more information, please contact TFI Director of Government Relations Kris Ballweg by telephone at (202) 515-2701 or via e-mail at kballweg@tfi.org.

TOP PRODUCER INTERVIEWS TFI ON FERTILIZER SUPPLY & DEMAND

Top Producer Editor Greg Vincent (left) came to TFI’s office to interview TFI President Ford B. West (right) about a broad range of topics including fertilizer supply and demand and farm policy. West told Vincent, “The fertilizer industry isn’t the same industry it was 30 years ago. The industry is looking at the worldwide supply and demand balance. The U.S. is one market in that.”



TFI Welcomes New Member Belarusian Potash Company

The Fertilizer Institute (TFI) welcomed the Belarusian Potash Company (BPC) as a new member to the TFI family. BPC was established in 2005 to represent Belaruskali and Uralkali – potash manufacturers located in the Republic of Belarus and Russia. BPC's headquarters are located in Minsk, Republic of Belarus, with five regional offices located in Beijing, China; New Dehli, India; Singapore; Sao Paulo, Brazil; and Chicago, Ill. Due to its truly global reach, BPC works directly with potash consumers on all of the continents to provide a stable supply of high quality products. Vladimir Nikolaenko, BPC General Director, represents the organization in its TFI activities.



Prior to attending TFI's 2007 World Fertilizer Conference, representatives of Belarusian Potash Company traveled to Washington, D.C., to meet with TFI. Pictured from left to right: Vyacheslav Pushkov; TFI Vice President of Member Services Pam Guffain; TFI President Ford West; Vladimir Nikolaenko; Oleg Petrov; and TFI Vice President of Economic Services Harry Vroomen (right).

Membership inquiries should be directed to TFI Vice President of Member Services Pam Guffain by

telephone at (202) 515-2704 or via e-mail at pguffain@tfi.org.

TFI COMMENTS ON EPA HYPOXIA REPORT

The Fertilizer Institute (TFI) submitted comments on the most recent version of the Environmental Protection Agency's (EPA) Science Advisory Board (SAB) hypoxia report. In its comments, TFI stated that it remains concerned that the SAB panel places excessive emphasis on agriculture's role in the formation of hypoxic conditions in the Gulf of Mexico. Specifically, while the report includes some discussion of best

management practices (BMPs) and other agriculture practices, no attempt is made to aggregate or estimate the impact that these improvements have made on reducing nutrient inputs to the Gulf. TFI requested that the SAB panel review the Hypoxia Report with an eye towards crediting farmers with progress made to date and limiting recommendations to reasonable actions that can be taken at the farm level commensurate with the level of uncertainty

in the current understanding of Gulf of Mexico's hypoxic zone.

For more information or a copy of TFI's comments, please contact TFI Vice President of Scientific Programs Bill Herz by telephone at (202) 515-2706 or via e-mail at wcherz@tfi.org.

PERSON OF THE MONTH

Duane Simpson, Kansas Agribusiness Retailers Association, is TFI's Person of the Month



DUANE SIMPSON,
Vice President,
Government Affairs,
KARA

YEAR HIRED: 2004

JOB DESCRIPTION

I am responsible for state and federal legislative and regulatory activities with direct day-to-day responsibilities at the Kansas Capitol and in the state regulatory agencies. In addition, I serve as the administrator for the Kansas Agri Business Council, the joint political action committee of the Kansas Agribusiness Retailers Association and the Kansas Grain and Feed Association. I manage Tomorrow's Agribusiness Leader's Program, which trains the best and brightest in our industry to help them make an impact on public policy and their trade association. I also serve as the staff contact for the KARA Legislative and Environmental Issues Committee and the Public Education Committee. In addition to KARA, I serve as the Vice President of Government Affairs for the Kansas Grain and Feed Association and the Kansas Association of Ethanol Processors. I am also a contract lobbyist for Seaboard Foods and the Biotechnology Industry Organization.

JOB PHILOSOPHY

A former boss of mine used to say, "Effort is admirable, achievement is valuable." I believe you should do whatever it takes to get the job done and done well. There is no excuse for your competition working harder than you or being better prepared.

WHAT IS THE MOST CHALLENGING ASPECT OF YOUR JOB?

Raising money is the most challenging part of my job. I raise money for our political action committee, scholarship fund, candidates for office, and numerous events throughout the year. It's not usually challenging to get people to donate, but it is difficult to routinely have to "beg" for money. When you're a child your parents teach you it is impolite to ask others for money. In politics, and in the world of trade associations, not only is raising money a part of your daily job, but you are judged based on how much you can raise.

WHAT DOES FERTILIZER MEAN TO YOU?

Fertilizer means efficient and effective agriculture. Historians say that civilization begins when a community can produce enough food to sustain itself so that other members of the community can specialize in different trades. Modern society would not be possible without fertilizer making today's farmers efficient enough to feed the world.

PLEASE DESCRIBE YOUR COMMUNITY ACTIVITIES:

My wife and I have a 5 month old daughter and are active in Sacred Heart Catholic Church. I am an active member of the Kansas Chamber of Commerce and the Kansas Society of Association Executives and the Kansas Ag Alliance. I also work with Kansas Ag in the Classroom and serve on various government task forces on topics ranging from clean air to transportation.

WHAT COMMUNITY ACTIVITY DO YOU TAKE MOST PRIDE IN?

Although I only get to do it a couple of times a year, I take the most pride in talking to high school and college classes about our industry and about politics in general. I really enjoy helping young people understand the important role government plays in their lives and hopefully getting them to take an interest and become involved.

CALENDAR

Fertilizer Outlook and Technology Conference

Nov. 6-8
Tampa, Fla.

2007 Fluid Technology Roundup

Dec. 10-12
St. Louis, Mo.

TFI Environmental Health & Safety Council Meeting

Dec. 17-18
Washington, D.C.

TFI Fertilizer Marketing Business Meeting

Feb. 4-8, 2008
Orlando, Fla.

TFI advocate

TFI Advocate is published monthly for members of The Fertilizer Institute. For more information about the items appearing in the newsletter, please contact: TFI President Ford B. West or Vice President for Public Affairs Kathy Mathers.

Harriet Wegmeyer, Editor

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