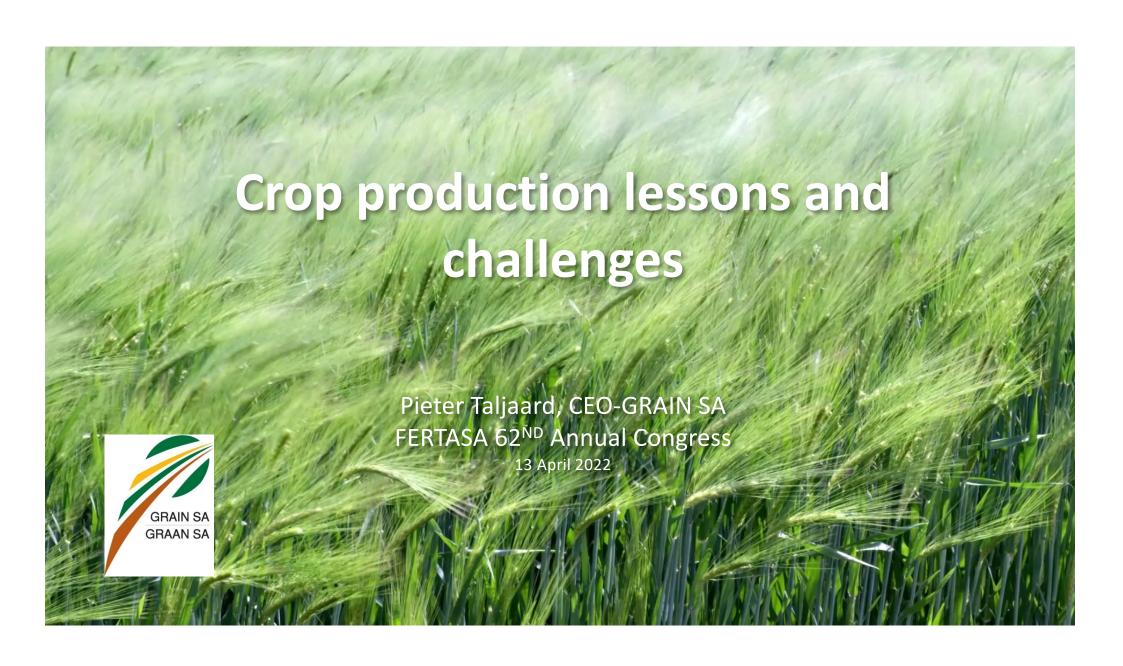


FERTASA: Fertilizer Application Strategy

Post Symposium Workshop 25 August 2022



Summary of the Core Strategic Objectives

- 1. Influence economic sustainability
- Grow and support **Developing grain** producers in becoming commercially sustainable
- Increase the involvement of younger producer members
- 4. Grow broader membership base
- Grow and maintain key value chain relationships
- 6. Efficient and effective communication



The Cost Price Squeeze - "Knyptang"



Future (National) Needs

- Efficiencies in supply chain
 - Harbors
 - Rail
 - Roads
- FOSKOR our national assets to protect Food Security
- Fert efficiency as next big gain low hanging fru
- Honest, consistent and transparent communication and advice
- Sustainability strategies



Farmers' needs

- Sound and precise advice
 - More Research!!
- Improve efficiency
 - Quick and affordable N detection method
- Optimization: MIC = MR = Max Profit. Value to be added
- Independent advice The trust issue as the current system
 - Rx is margin based
- Optimization of Fertilizer usage and application
 - DIFM projects and various commercial Digital solutions

Farmers' needs.....

- Sustainable
- Increase productivity?
 - a. Produce more
 - b. Sell it for more
 - c. Grow it for less efficiency & technology
- Chair in soil fertility Centre of Excellence based at research institution(s) – Link to the NGRP for national coordination

Strategy – CoE opportunity

- ID the Champion(s) to drive this
- Full repository of what is known
- Current and Future needs
- Industry funded
 - Trusts (Commodity bursaries and support)
 - Fert & mech companies
 - Seed, CP and techcompanies
 - Gov
 - Others



