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*an update on
the work & progress at
IFDC—An International Center for Soil
Fertility and Agricultural Development*

Afghanistan Farmers and Fertilizer Dealers Profit from IFDC's Project in Their Country

Photo by Feisal Beig

Dr. Raymond Fort, IFDC Consultant (second from left), talks with an Afghan farmer, who is transporting a 50-kg bag of urea fertilizer on his bicycle.

Afghan farmer, Abdul Khaliq, has already benefited from the IFDC project in his country. When farmer Khaliq received fertilizer to use on his wheat crop in May, he said, "I hope this program continues so that Afghanistan can become agriculturally strong and independent."

Ensuring adequate supplies of good quality fertilizers to Afghan farmers is the foremost objective of IFDC's project, being funded by the U.S. Agency for International Development (USAID). To avoid disrupting the market, IFDC chose to allow local dealers to distribute the fertilizers. More than 70,000 Afghan farmers who previously received improved variety wheat seed from the International Center for Agricultural Research in the Dry Areas received fertilizer vouchers through nongovernmental organizations (NGOs). The NGOs included International Medical Corps (IMC), Agence d'Aide a la Cooperation Technique et au Developpement (ACTED), FOCUS Humanitarian Assistance, Ghazni Rural Support Programme (GRSP), and

Senior Marketing Specialist, says, "The dealers make money through this system, which encourages them to obtain more fertilizers to supply to the farmers."

The project is handling the emergency distribution of 3,500 mt of urea fertilizer for the top-dressing of spring wheat sown in March and April. "The fertilizer was distributed in seven provinces in central, eastern, and northeastern Afghanistan—Ghazni, Kapisa, Wardak, Parwan, Takhar, Badakshan, and Uruzgan," says Ross Everson, Chief of Party, IFDC/Afghanistan.

Farmers who received a 50-kg bag of urea will pay for the fertilizer within a month after harvest to the local shura or town committee, who will use the funds for local development projects. Technical leaflets explaining in local languages how to properly use the fertilizer as a top dressing for spring wheat were prepared and distributed along with the fertilizer.

Afghan farmers were very pleased to receive the fertilizer to help them in-

crease their wheat yields. In May alone more than 3,000 mt or 60,000 bags were distributed to the farmers. IFDC staff visited the farmers' fields to observe the use of this material on the wheat that had been sown in March and April. Afghanistan's Ministry of Agriculture and Livestock, the five NGOs, and IFDC closely coordinated the entire process.

Agriculture is Afghanistan's mainstay. Beig says that if Afghanistan can improve the national security environment, positive economic results will be visible in six to eighteen months. Economic activities have improved since the conflict. "You can feel it in the air," says Beig. In the times before Soviet occupation, Afghanistan was fully self-sufficient. The country was known for its fruits, which it exported to neighboring countries such as Pakistan and Uzbekistan. At the moment, however, Afghan farmers have to grow wheat to feed their families. However, IFDC's program strengthens the agricultural market and makes future growth possible. "It will be a slow process but it can be done," says Beig. The current average yield for wheat worldwide is three tons of wheat per hectare planted. In Afghanistan, the average yield is far less at one ton per hectare. This difference is attributed to the improper and inadequate use of fertilizer, crop protection products (CPPs), and improved seeds—the building blocks of high-yielding agriculture.

IFDC evaluated Afghanistan's situation and concluded that the country has to overcome three main challenges. According to Beig, the first problem is the lack of credit extended to farmers. "The

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Marie K. Thompson

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Donna W. Venable

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Afghanistan Farmers. . .

farmers don't have money and they need support during the growing season. They need credit immediately." The enormous distances between farmers, suppliers, and markets create the second problem. "It is very difficult to move supplies," says Beig. For one acre of land, for example, two or three 50-kg bags of fertilizer are needed. "Fertilizers are very bulky and must be transported on trucks. The

roads, however, are in bad condition, especially in areas primarily used for farming." The third challenge is to overcome the current lack of knowledge regarding modern agricultural practices. "For example," explains Beig, "the farmers do not know how to apply the fertilizer." IFDC's plan is to not only provide hands-on training to some farmers but also to involve the local dealers in training and informing their customers.

The IFDC project should benefit farmers, dealers, and most importantly consumers by providing the country with more food and support to stabilize the agricultural market. Agriculture is Afghanistan's only path to economic advancement. IFDC is providing its experience, expertise, and support to help ensure that the dream of a better quality of life for the people of Afghanistan becomes a reality.

Updates on IFDC Projects Around the Globe



Chan Sieben, Chief of Party, IFDC/Kyrgyzstan, Reporting

The Kyrgyz Agro-Inputs Enterprise Development (KAED) pilot project in Kyrgyzstan targets three southern oblasts that share the Fergana Valley with Uzbekistan and Tajikistan. The objective is to improve supply and quality of seed, fertilizer, and CPPs through development of a trade association of agribusinesses that deal with these inputs. Agricultural production has recovered to 1990 levels, but the severe decline in agro-processing and the loss of output markets has resulted in a decline in incomes and severe rural poverty. The usual problems of credit availability, lack of information at the farm level, and a corrupt business environment are compounded by the isolation of the south from the north and the cross border trade constraints imposed by Uzbekistan.

KAED has identified more than 200 enterprises as potential association members. In mid-March a group of seven entrepreneurs registered the Agribusiness Association of Kyrgyzstan (AAK). Membership recruitment and trust-building regional meetings are held monthly at 12 village-level locations. Field demonstrations have been implemented in each oblast featuring appropriate fertilizer treatments on several varieties of maize, cotton, potatoes, and tomatoes. Wheat demonstrations will follow at fall planting time. Seminars on safe use of CPPs have been coupled with media events and a small equipment sales program to the benefit of the association. A credit guarantee fund is being established to assist association members in accessing credit at best rates for their businesses. One member was nominated to participate in small business training in Israel, and another attended a EurAsia Foundation business network seminar in April. In June six seed producers and our agronomy team participated in an International Maize and Wheat Improvement Center (CIMMYT) workshop on new wheat varieties and production technology. On May 3, 2002, U.S. Ambassador John O'Keefe visited the Osh field demonstration and engaged in a lively dialogue with 15 local entrepreneurs and our 8-person professional project staff.

As a result of demonstrable benefits from association membership, recruitment for AAK is moving forward. Over 70 membership application forms have been completed, and more than 30 subscriptions have been paid. Scheduled for July/August 2002, a first General Assembly will elect a board of directors, adopt bylaws, and begin the organizational aspects of a true association. Then leadership development and engagement in advocacy, communications, and education will begin.



Manfred Smotzok, Chief of Party, IFDC/Azerbaijan, Reporting

In February 2002 IFDC initiated a 3-year agribusiness development project, Agro-Input Market Development in Azerbaijan (AMDA), which is targeted to help boost Azerbaijan's agricultural production, spur agribusiness growth, and generate employment. One of our goals is to form clusters of agricultural input dealers in four key regions to improve their ability to supply vital inputs and technology to farmers.

About 98% of the farmland has been distributed to more than 700,000 individual families, but the private landholders do not have good access to the agricultural inputs, services, know-how, and financing that would maximize their output and make the agricultural sector competitive. Since independence Azerbaijan has had to find new markets for its agricultural products and new suppliers for the necessary agricultural inputs.

The Azerbaijan project will develop a competitive private sector system for the supply and distribution of inputs that is forged by training for both dealers and farmers, providing access to credit, and developing a trade association to provide organized ongoing business support. With improved seeds and the application of adequate fertilizer and CPPs, grain yields can be significantly increased.

We are providing technical assistance to improve the efficiency and profitability of the agricultural input businesses and assist them in making the transition to a market economy. Working with other USAID partners and donors, we are providing business, technical, and management training; market information; and improved access to credit and finance. The objective is to provide missing vital components that will generate private-sector-driven economic growth and rural employment.

AMDA started trials of CPPs in Guba to increase the production of standard quality apples sold to processing plants in the region. Dealers have been involved to provide them with sources of new CPPs and their application. In the Masalli region, trials were undertaken on tomato production for direct sale and delivery to the local processing plants. This trial not only includes new varieties but also different fertilizer application rates. Forthcoming trials for wheat are planned in the Ismaili, Sheki, and Ganja regions. Furthermore, visits were initiated to individual dealers to understand their present business practices and to assist with the implementation of improvements. In collaboration with three dealers in the Ganja region, approximately 5 tons of diammonium phosphate was made available and sold to farmers. This was the first time in 3 years that phosphate fertilizer was sold in Azerbaijan.

The AMDA project will help to organize current and potential agricultural input suppliers to form a trade association. The agricultural input dealers' industry group and eventual federation with other agricultural trade associations can become an effective channel for advocating a more favorable business climate and policies. This association will also serve as the catalyst for the

much-needed transfer of improved technology to farmers. The project will establish demonstration farms and technology transfer programs in the four main agricultural regions of Azerbaijan. By teaching the private dealers the value and methodology of demonstration farms, the project will also help establish private sector extension services.

As for specific targets, we expect to double the commercial trade in fertilizer, seed, CPPs, and animal feed; support more than 150 agricultural input dealer enterprises; help them establish an effective and sustainable trade association; and assist clients in gaining access to more than \$750,000 in new credit and investment.



Claude Freeman, Chief of Party, IFDC/Albania, Reporting

During the past 3 years IFDC has assisted Albania in nurturing private sector-led growth in agriculture and business by successfully establishing eight democratic and functioning agricultural trade associations, a federation of 18 trade associations as an effective voice for advocating policy reform, and the partnership of eight of them in an Association Business and Management Center that aims to be effective and self-sufficient. Since 1998 farm income in Albania has increased by 64%; export of fresh vegetables has increased by 247%; and Albanian entrepreneurs have exported \$2.1 million worth of food products. The project clients have invested millions of dollars of their own money in agribusiness and increased their production and revenues by more than 60% in 2 years and employment by 25%.

Another success story is taking shape in Albania with the development of extra virgin olive oil processing. In 2002 there are 40,000 rural households that are cultivating olive trees on about 44,000 ha, with approximately 4 million olive trees in production. Since 1998 a new trend has been visible in Albania; the area devoted to the culture of olive trees has been increasing by at least 200 ha per year. Before 1990 olive oil production was handled by 27 oil factories, using only press technology, with a total production capacity of 7,000 tons of olive oil per year. Now 126 olive processing plants are operating in Albania. The processing plants are located in high-yielding olive-growing areas rather than in a centralized location according to the old custom. All of the processing plants are privately owned. The olive plants have been imported from Italy. Because the olive tree is typically an alternate crop, the multi-annual average production of olive oil fluctuates from 3,000 to 6,000 mt/year. The families of the olive growers consume most of the production; the marketable quantity of olive oil by our entrepreneurs is nearly 1,000 tons per year. However, only 500 tons per year is sold on the market through four bottling/packaging units located in Tirana at a retail price of \$3-5/kg.



**Dateline—
Pristina, Kosovo**



**Daniel Themen, Chief of Party,
IFDC/Kosovo, Reporting**

The Kosovo Agribusiness Development Program (KADP) continues to make significant progress through its efforts in association consolidation and sustainability, agribusiness support, and market expansion. One outstanding example of the opportunities that the project is providing the entrepreneurs of Kosovo was a field trip that trade association executive directors made to the United States during February 18-26. At the invitation of the Agribusiness Association of Iowa (AAI), particularly Ed Beaman, President and Chief Executive Officer, the directors were guests of AAI in Des Moines, Iowa, and gained a wealth of information to help them in their country. For example, they learned firsthand how the association diversifies its financial resources; the directors can now follow a similar model in Kosovo as they proceed toward self-sufficiency in the future. The directors also learned how an idea becomes a law in Iowa and in the United States. They gained a firsthand view of how advocacy works in reality, and as the transition of the Kosovo government proceeds, this lobbying experience will pay great dividends for the associations in Kosovo.

At Minneapolis, Minnesota, the directors attended a Land-o-Lakes Annual Meeting. As invited guests of a Cooperative managers' luncheon, the directors had an opportunity to have open discussions with seasoned managers of agricultural retail operations about management style and how the associations assist them. They also witnessed the latest technology being used by agricultural dealers in the United States.

At a poultry operation in north-central Iowa, the directors saw how an efficient system works. This included discussions on partnerships with producers, suppliers, and buyers. This system is vertically integrated and is a great example of how cooperation between many segments of the "field to fork" system works.

At Iowa State University, the directors learned how extension and the various associations work in partnership to bring the latest research information to the producers and agribusinesses in Iowa. This experience clearly demonstrated the value of a strong extension system, how the U.S. system is organized, and the importance that associations play in the entire process. The directors met with executives of the National Grain and Feed Association, the American Feed Ingredients Association, The Fertilizer Institute, the American Meat Association, and the Grocery Manufacturers of America. These meetings focused on the work being done by the national associations and how the various state association executives work closely with the nationals. This portion of the trip demonstrated to the directors the network that has developed in the United States for tracking and acting on adverse legislative actions all across the nation.

The directors then traveled to Washington, D.C., where they met with officials at the U.S. Department of Agriculture, the White House, and offices of various members of Congress.

This trip will prove to be invaluable to the Kosovar directors because of the knowledge gained and the contacts made.

**Regional Partners of
the Integrated Soil
Fertility Management
Project Evaluate
Achievements and
Prospects**

The historical city of Abomey, Benin, was host to the Fourth Annual International Workshop of IFDC's Soil Fertility Management Project. The objective of this project is to promote Integrated Soil Fertility Management (ISFM) strategies at the village and regional levels, in close collaboration with governmental and nongovernmental organizations in West Africa. Some key elements of the ISFM approach include:

1. Strategic selection of target zones presenting comparative advantages in terms of the potential for agricultural intensification.



Photo by Dr. B. K. Kezie

The Honorable Theophile Nata, Minister of Agriculture and Fisheries, Government of Benin, and Dr. Henk Breman, Director of IFDC's Africa Division, address the ISFM partners during the workshop's opening session.

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Regional Partners. . .

2. Strategic choice of partners for effective collaboration and sustainability of the approach.
3. Participatory development of methods for restoring soil fertility, implying farmers' participation in diagnosing the situation, making an inventory of local fertilization practices, and testing and adapting ISFM strategies.

During January 28 - February 1, 2002, thirty partners from seven countries--Benin, Burkina Faso, Ghana, Mali, Niger, Nigeria, and Togo--met for their annual workshop to evaluate the activities and achievements since the inception of the project and to analyze prospects and future projects considering the changing circumstances in the field.

The Honorable Theophile Nata, Minister of Agriculture, Livestock and Fisheries presided over the opening ceremony. After this ceremony, IFDC's programs, activities, and capabilities were highlighted and illustrated. "Benin, like all other countries represented at this meeting, is seriously affected by declining soil fertility due to poor farming practices and overexploitation of the soils," said The Honorable Minister in his opening speech. He then applauded IFDC for the agricultural intensification initiative, which is being implemented through ISFM practices. "It seems to us that this approach is most appropriate since it implies full participation of stakeholders in the development of the proposed strategies and the facilitation of input accessibility through the development of input and output markets," he said.

Dr. Henk Breman, Director of the IFDC Africa Division, said, "Several governments have withdrawn from the fertilizer sector without creating enabling conditions to motivate private entrepreneurs to play a leading role in the development of agricultural markets and to encourage farmers to invest in the improvement of their soils."

The Director of the Institut National des Recherches Agricoles du Benin, Dr. Jean Detongnon, drew attention to the encouraging results obtained with the technological packages developed and tested in farmers' fields. "To date, more than

250 Benin farmers from two selected sites are involved in the project, which was started in the country in 1996. The impact is translated into substantial increases in maize yields and discernible improvements in soil status," Detongnon said.

The highlight of this workshop was a field trip to Ahohoue, a pilot village in central Benin. The farmers participating in the project presented their results, discussed activities, and gleaned lessons for the next cropping seasons. Farms are ranked according to criteria established by the farmers themselves; these criteria include timely and efficient use of fertilizers, manure, household refuse, crop residues, legumes, rock phosphate, etc.

The Leader of the Input Accessibility Program (IAP) of the IFDC Africa Division, Dr. Arno Maatman, thanked the farmers and extension agents for their outstanding achievements and exhorted them to carry on with this collaborative effort. "I've been impressed by the knowledge and experience you have

gained through the implementation of the ISFM packages," Maatman concluded. "Today, my colleagues and I have learned much from you; I believe mutual learning is an essential key to success."

During the workshop, partners from each participating country presented their annual report by taking stock of activities, analyzing changes in the process and approach, and exploring future prospects. Dr. Bayebinam K.Kezie, Agricultural Economist of the IAP and one of the project coordinators, emphasized the importance of combining agronomic and economic analyses. "It is impossible to persuade farmers without economic facts." Therefore, the project insists on helping farmers to develop budgeting methods to consider all possible costs and to estimate the value of the time invested for each factor such as family labor. "It is essential for all of us to assess the influence of each production factor on the final results, that is, to find the knots of success or failure."

In Memoriam



James J. Schultz, former Director of IFDC's Outreach Division, died on Friday, May 17, 2002, as a result of injuries sustained from a fall at his home. No doubt the world is a better place because of his existence and his contributions toward helping developing countries enhance their abilities to feed their people.

A native of Horicon, Wisconsin, Mr. Schultz had more than 40 years' experience in the field of fertilizer production and supply. Prior to his retirement from IFDC in August 1996, he served the Center for a period of 20 years in delivering and managing technical assistance primarily to developing-country clients. During his career with IFDC Schultz conducted technical assistance missions to numerous countries in Africa, Asia, Eastern Europe, and Latin America.

IFDC's President and Chief Executive Officer, Dr. Amit H. Roy, knew Jim Schultz very well. He had this to say of his friend and colleague: "Jim Schultz made a tremendous contribution to IFDC not only to the Center's programs and activities but also to the actual design and construction of the Pilot Plant facilities. We will miss his inspiration and his valuable insight into solutions to the challenges facing developing-country agriculture."

Prior to his service at IFDC, Schultz was employed for 10 years by the Tennessee Valley Authority's National Fertilizer Development Center, where he was involved in fertilizer-related research and process development work. Before his tenure at TVA, Schultz was employed for 5 years at International Minerals and Chemical Corporation (IMC), Americus, GA, where he served as plant superintendent.

At Wisconsin State University, Stevens Point, Schultz earned a B.S. degree in economics and chemistry in 1961. Besides authoring more than 50 papers and technical bulletins on fertilizer technology and supply and environmental issues, Schultz held a U.S. Patent dealing with the production of fertilizer from industrial waste. He served on the Fertilizer Industry Roundtable Board of Directors from 1985 to 1999.

All of Schultz' colleagues and his many international friends will deeply miss his kind spirit, his dry wit, and his genuine concern for his fellowman.

Pictured left to right: Professor Engo Abdullahi, Special Advisor to the President, Food Security; The Honorable Howard Jeter, U.S. Ambassador to Nigeria; Dr. Amit H. Roy, IFDC President and CEO; Nigeria's Minister of Agriculture, Mallam Adamu Bello; Engineer Mustapha Bello, Minister of Commerce, Federal Republic of Nigeria; Alhaji I.Y. Abubakar, Permanent Secretary, Federal Ministry of Agriculture.

IFDC Launches Nigeria Project



IFDC/Nigeria Photo

On the occasion of the launching of a new IFDC/USAID agribusiness project—Developing Agri-Input Markets in Nigeria (DAIMINA)—on January 24-25, 2002, His Excellency, the President of Nigeria, Olusegun Obasanjo, welcomed IFDC to Nigeria and expressed the Government's support to the project its aim toward the further development of agriculture in Nigeria. Approximately 120 delegates from various Government agencies, agricultural input industries, farmer organizations, agricultural universities, research centers, and other stakeholders attended the launching ceremony, which was held at the Ladi Kwali Conference Center, Sheraton Hotel, Abuja, Nigeria.

The United States Ambassador to Nigeria, the Honorable Howard Jeter, pointed out that what happens in Nigeria impacts the entire region and the continent. Nigeria is a strategic member of the international community and is a very important player in the economies of the African sub-region. If Nigeria succeeds, Africa and West Africa will succeed. And if it fails, West Africa and Africa as a whole is in trouble. The Ambassador commented that the goal of the United States is to assist Nigeria in achieving economic and political stability to propel it to economic prosperity. He lamented the declining agricultural fortunes in Nigeria and commended the present Government for being conscious of the significance and importance of the agricultural sector.

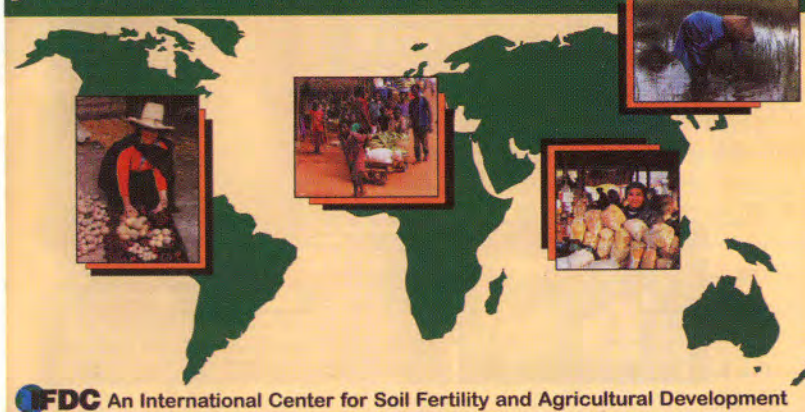
The Honorable Mallam Adamu Bello, Minister of Agriculture and Rural Development, said that the Federal Government had decided to launch the project now when it is seriously considering ways to improve the agricultural input supply situation in Nigeria. He values the DAIMINA project for several reasons: (1) it deals with the very important agricultural inputs, including seeds, fertilizers, and agro-chemicals, (2) its focus is on the development of rural markets, and (3) it will provide the Government and other stakeholders with up-to-date and reliable information on the agricultural input situation in the country. Minister Bello emphasized the importance of the project's provision for training of the agri-input dealers so that they can acquire the proper skills in business management.

Dr. Thomas Hobgood, Director of the USAID Mission in Nigeria, described the goal of USAID's support in Nigeria as assisting in Nigeria's transition to economic, social, and political stability. IFDC's President and Chief Executive Officer, Dr. Amit H. Roy, stated the project's goal as "the development of a more efficient input sector in Nigeria." He further indicated, "The use of fertilizer by Nigerian farmers will be encouraged, and training and information regarding modern agricultural methods will be provided to Nigeria's farmers, who will be encouraged to form a credible national association to work closely with us and engage in policy dialogue with the Government for its members."

Dr. H. B. Singh, Chief of Party of the DAIMINA project, summarized the objectives, key activities, and the implementation strategy for the project. IFDC's Institutional Development Program Leader, Ian Gregory, highlighted the experiences gained by IFDC in the implementation of similar projects in Albania, Bangladesh, and Kosovo. Dr. Patrick Kormawa of the International Institute of Tropical Agriculture (IITA)—a partner on the project—described the work plan relating to the seed sector and the role of IITA in the implementation of the DAIMINA project.

Check out the new IFDC booklet, "Making a Difference Around the World," on our web site at <http://www.ifdc.org> or order your FREE copy by e-mail: purchasing@ifdc.org or mkthompson@ifdc.org

Making a Difference Around the World



Announcements

Manfred Smotzok joined IFDC in March 2002, as Chief of Party, Agro-Input Market Development in Azerbaijan (AMDA), in the Market Development Division, with posting in Baku, Azerbaijan. Smotzok, who is from Germany, has been working for the past 16 years in transition and developing countries for both the public and private sectors in Eastern Europe, Eastern and Southeastern Africa. He has a Master's degree in agriculture and rural development.

Ylli Biçoku joined the AMDA project as Association and Business Development Advisor in the Market Development Division, with posting in Baku, Azerbaijan, in February 2002. Biçoku is from Albania and transferred from the Albania USAID/IFDC Assistance to Albanian Agricultural Trade Associations (AAATA) project, where he served as Deputy Chief of Party. For the past 20 years, he has been involved in agriculture, agribusiness, and trade association development, with expertise in transitioning to a market economy. He has a Ph.D. in animal science.

Marco C.S. Wopereis joined IFDC in March 2002, as Program Leader of the Integrated Intensification Program in the Africa Division, with posting in Lomé, Togo. Wopereis, who is from the Netherlands, has been working for the past 12 years at the West Africa Rice Development Association (WARDA) and the International Rice Research Institute (IRRI). He most recently served as Natural Resources Management Scientist with WARDA, in addition to heading the systems analysis and geographic information systems (GIS) Unit. Wopereis has a Ph.D. in agriculture and environmental science.

C. Ross Everson joined IFDC in March 2002, as Chief of Party of IFDC's project to provide emergency supplies of agri-inputs to Afghanistan. He is attached to the Market Development Division, with posting in Kabul, Afghanistan. Everson, who is from Australia, has spent the past 7 years working in international relief and development programs. He comes to IFDC from the United Nations International Children's Emergency Fund (UNICEF)—Afghanistan, and previously served in various capacities for the United Nations Mission in Kosovo (UNMIK). He has a Bachelor's degree in commerce.

Willem-Albert Toose joined IFDC in March 2002, as agronomist—Integrated Soil Fertility Management, Integrated Intensification Program, in the Africa Division, with posting in Lomé, Togo. Toose, from the Netherlands, is one of three new employees who are joining IFDC through the Associate Expert Program, funded by the Netherlands Minister for Development Cooperation. Toose has a Master's degree in tropical forestry. He most recently served as the communications officer at Face Foundation, a Dutch organization that plants and restores forests for carbon sequestration in Europe and various developing countries.

Ms. Manon M. Dohmen joined IFDC in April 2002, as Sociologist/Communications Specialist - Farmer Based Organizations, Policy and Market Development Program, in the Africa Division, with posting in Lomé, Togo. Ms. Dohmen, from the Netherlands, is also joining IFDC through the Associate Expert Program funded by the Netherlands Minister for Development Cooperation. Ms. Dohmen has a Master's degree in development economics. She most recently served in Ghana as Planning Advisor for the SNV Netherlands Development Organization supporting local economic development in the Mpohor Wassa East District.

Ms. Mariëtte S. Gross joined IFDC in June 2002, as Sociologist/Economist Institutional Development, Input Accessibility Program, in the Africa Division, with posting in Lomé, Togo. Ms. Gross, from the Netherlands, is also joining IFDC through the Associate Expert Program funded by the Netherlands Minister for Development Cooperation. Ms. Gross has a Master's degree in tropical land use. She is currently a staff member with the National Dutch Young Farmers' Association (NAJK) with responsibility for all international projects, which focus on the transfer of knowledge on organization strengthening and institutional capacity building of farmers' organizations in developing countries.

D. Ian Gregory was promoted to Director of IFDC's Market Development Division in April 2002. Formerly Gregory served as Program Leader and Principal Agribusiness Specialist in the Market Development Division. After joining IFDC in 1987, Gregory served in several capacities, including Coordinator of the Agribusiness Program. Preceding his tenure with IFDC, he was associated with Incitec, Ltd. of Brisbane, Queensland, Australia.

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 Fertility and Agricultural Development
 P.O. Box 2040
 Muscle Shoals, Alabama, U.S.A. 35662

IFDC 2002 Training Calendar

Training Program/Study Tour	Date	Location	Program Fee, US \$	Late Program Fee, US \$
1. Developing Competitive Fertilizer Marketing for Small and Medium Agricultural Enterprises	September 2-13	China	1,950	2,100
2. Use of Geographical Information Systems in Natural Resource Management	September 23- October 4	Mexico	2,100	2,450
3. Integrated Soil Fertility Management in the Tropics	October 7-12	Togo	1,050	1,200
4. International Workshop and Study Tour on NPK Fertilizer Production, Storage, and Handling	October 23- November 5	Brazil/ Argentina	2,100	2,450
5. International Symposium on the Impact of Environmental Issues on Fertilizer Production, Marketing, and Use	November 21-26	Brazil	1,100	1,300

(Register online at www.ifdc.org)