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an update on
the work & progress at the
International Fertilizer Development Center

First Congress of Albanian Agribusiness Council (KASH) Draws Impressive Audience

U.S. Ambassador Joseph Limprecht addresses the Congress.

IFDC/Albania Photo

U.S. Ambassador to Albania—Joseph Limprecht—visits a greenhouse owned by one of the KASH members.

IFDC/Albania Photo

"The formation of KASH—the Albanian Agribusiness Council—was a milestone event for private business in Albania," said the U.S. Ambassador to Albania, Joseph Limprecht. "With agriculture accounting for more than half the economy, the need for agricultural businesses to have a strong voice in national affairs is clear. The formation of KASH was also a significant accomplishment of the assistance the United States has provided for many years through IFDC."

Ambassador Limprecht made these comments during the opening session of the first Congress of KASH on May 10, 2001, in Tirana, Albania. In his address, the Ambassador showed that he understands the importance of the meeting. "This is an historic moment for Albania," he said. "Its purpose is to provide a forum for a discussion of significant policy issues. As we near the parliamentary elections, it is critical to have debate on questions about the economy and the policies that will facilitate economic growth. . . . The representatives of the political parties who are here will be able to respond to [the issues discussed]. You will be able to compare their responses and understand the party positions on agriculture. You should be able to judge how their positions could affect your businesses. And the reverse will occur. The parties will learn what issues are important to KASH members. Through this process, KASH can hold the parties accountable for what they say today. This is the essence of democracy."

Besides Ambassador Limprecht, attending the Congress were representatives of five out of nine Albanian political parties, the Minister of Agriculture and Food, World Bank, GTZ, Land O'Lakes, Swiss Agency for Development and Cooperation, World Learning, the Rector of Tirana Agricultural University, and representatives of the sixteen member associations of KASH.

Under the auspices of the IFDC project in Albania—Assistance to Albanian Agricultural Trade Associations (AAATA), which is funded by the U.S. Agency for International Development (USAID), KASH was founded on September 15, 2000, as an umbrella for 16 member associations. The mission of the organization is to unite as a single voice of advocacy for important issues affecting KASH members. Through their quarterly regional and national meetings, KASH members assemble to raise advocacy issues, plan strategies, and resolve issues with governmental authorities. The Council supports its opinions based on the real knowledge of the consumers'

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IFDC is a public, international, nonprofit organization, governed by an international board of directors with representation from developed and developing countries. The Center is supported by various bilateral and multilateral aid agencies, private foundations, and national governments. IFDC focuses on increasing and sustaining food and agricultural productivity in developing countries through the development and transfer of effective and environmentally sound plant nutrient technology and agribusiness expertise.

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First Congress....

demands through some 700 businessmen and 25,000 farmers, who invest millions of U.S. dollars in the sector.

During the first Congress of KASH the participants discussed the current and future problems of the agricultural and agri-processing industry development and presented to the Albanian Government decision makers its opinions regarding the following:

- Necessity of Institutionalization of Cooperation
- Problems in Regard to Agricultural Land
- Agricultural Product Marketing
- Reviews for Improvement of Fiscal System
- Credit System
- Food Quality and Safety
- Struggle Against Corruption
- Power Resources

The first congress of KASH marks the beginning of an organized effort to solve the above problems. KASH will work toward the complete realization of the solutions to these problems. In addition, the organization will inform the interested associations and the public regarding its efforts and negotiations with relevant state agencies. The further strengthening of KASH through the active participation of its member associations and increasing its membership will contribute to the achievement of these objectives and further enhance KASH's reputation as an indispensable partner in Albania's economic progress.

IFDC Project in Albania Nurtures Budding Agribusinesses

The fruit and vegetable processing business, EN&ZY, Ltd., is experiencing remarkable growth, thanks to technical assistance from IFDC/Albania.

IFDC/Albania Photos

After privatization of state-owned agricultural processing enterprises in Albania, former employee—now owner—of EN&ZY, Ltd., Enver Ferizaj, bought 1.2 ha of land, on which he operates his fruit and vegetable processing company. After continuing for a while with the usual seven-product line, he soon realized that he needed to expand his business market. He turned to the AAATA project for technical assistance. Since that time EN&ZY, Ltd., has realized dramatic growth. The main areas of assistance to the company have included the following:

- Improvement of entrepreneurial skills
- Market research and export possibilities
- Procurement of packaging materials
- Profitability assessment for the portfolio of products
- Upgrade of technical capabilities
- Design and assistance in procurement of new machinery and its installation
- Diversification into new products
- Marketing and launching of new products

EN&ZY, Ltd., one of the founding members of the highly successful Horticulture Albanian Business Association (HABA), has realized the following results from the AAATA assistance:

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Seminar in Pristina Focuses on Future of Agriculture in Kosovo

"Regional free trade and niche marketing are the viable solutions," says Wojtek Mlodziejewski of the Kosovo Department of Trade and Industry. "Kosovo should . . . learn what to produce and how and where to market it." The senior trade official was one of eight featured speakers during a seminar, which was held in Pristina, Kosovo, on June 14, 2001. The purpose of the seminar was to encourage consensus on the important role that agribusiness must play in the future of Kosovo and to discuss how best to set the policy stage for progress and to tackle the challenges facing the sector.

The Director of the USAID mission in Kosovo, Craig Buck, opened the seminar by noting the importance of agriculture for Kosovo and the impact of a private sector framework for its development. He noted the successes to date of the IFDC project and the benefit of learning from the experiences of other transitional economies.

IFDC's Agribusiness Coordinator, Ian Gregory, chaired the seminar, which was organized by IFDC/Kosovo Chief of Party, Richard Hicks. In presenting an overview of the problems and solutions for Kosovo's agriculture sector, Hicks said, "There are positive portents and opportunities that can lead to solid and sustainable agribusiness for Kosovo in the year 2010 if the right strategies are adopted and implemented now. Favorable future prospects depend on factors such as a Balkan free trading pact, capture of global market niches, a working commercial banking sector, land consolidation, labor rationalization, and development of an efficient agro-processing industry."

More than 130 invited guests attended the one-day seminar, which was aimed at the range of actors who will influence the direction and prospects for agricultural development. They included agricultural trade association leaders, government officials, leaders of political parties, the media, local experts, donors and implementing organizations.

IFDC/Kosovo Photo

Refki Zogaj (center), President of KODAA association, is interviewed in one of the Kosovo demonstration fields.

IFDC/Kosovo photo

Craig Buck, Mission Director, USAID/Kosovo, addresses the seminar participants in Pristina.

"Seeing is Believing" for Kosovar Farmers

Kosovar farmer, Ibush Krasniqi, can believe his eyes. He is seeing for himself the impact of modern agricultural technology on his field in Bardh te Vogel, Kosovo. Krasniqi's farm was selected as one of the sites for demonstrating the potential yields that can result when the right mix of crop varieties, fertilizer, water, etc., is applied in the right quantities and at the right time. Representatives from USAID, the Kosovo Dealers and Agri-Inputs Association (KODAA), and IFDC recently visited the Kosovar farmer's field to see the results of the research being conducted by IFDC. "The extension experts have told me that I can expect a yield of 4-5 tons per hectare from my wheat field," Krasniqi says. "This will be of great benefit to me and my family."

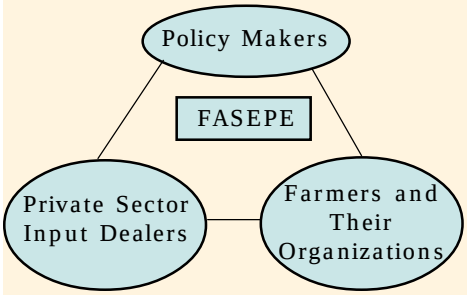
Wheat yields in Kosovo usually average a low of 2-2.5 tons per hectare, which falls far short of satisfying the needs of the country's population. With funding from USAID, for the past 20 months IFDC has been working in Kosovo to assist in the development of agribusiness and agriculture in that country.

"The extension unit of the IFDC project has organized demonstration fields, like the one on Krasniqi's farm, to find better crop varieties that will produce higher yields for the farmers," says Richard Hicks, Chief of Party, IFDC/Kosovo. "On these fields are planted 25 different varieties from Albania, Mexico, Turkey, Hungary, and the United States. We are trying to determine which varieties are more sutiable for the agroecological conditions in Kosovo; after the completion of the research, the most favorable varieties will be offered to the country's farmers."

The extension experts are following a process of preparing the land, planting—using high-quality seed, and fertilizing with appropriate fertilizer products. Farmers in the region are very curious about what is going on around them. Almost every day they visit the demonstration fields to see for themselves the results of the research. More than 2,000 farmers and agricultural experts from Kosovo have visited the demonstration farms. The tremendous difference between these demonstration fields and the traditional farms surrounding them is obvious to the farmers; they are anxious to try the new technology. Seeing is truly believing, after all.

FASEPE Project Facilitates Public-Private Sector Partnership for Sustainable Agricultural Development in Africa

The project entitled Favorable Socioeconomic and Policy Environments (FASEPE) for Soil Fertility Improvement is financed by the Government of the Netherlands and is implemented by the Policy and Market Development Program of IFDC-Africa. The project's goal is to promote a sustainable agricultural production to ensure food security, poverty alleviation, and environmental protection. The project's purpose is to promote the development of favorable socioeconomic and policy environments necessary for soil fertility improvement. To contribute to sustainable agricultural production on the basis of sound management of soil fertility, the project facilitates dialogue among three target groups: policy makers, farmers and private input dealers.



Project activities are carried out in a number of countries; the focus is on Burkina Faso, Ghana and Mali.

Some Accomplishments

The project organized meetings during two International Training Workshops that IFDC organized in Ghana and Mali. The meetings were significant catalytic events to increase awareness and to further sensitize decision makers to make commitments toward creating enabling environments for investments in soil fertility improvement. In Burkina Faso and in Mali and Ghana, the project undertook exploratory studies to better understand how farmers' organizations operate and how their needs are met. Information from these studies are useful in facilitating the process of farmer empowerment to participate in soil fertility-related decision-making at all levels from community to the national level. Similarly, the project has concluded studies and interactions with the private sector input dealers and is now in a position to support them to (1) form associations, (2) develop their distribution networks to be within easy reach of farmers, and (3) improve their business skills.

The project is developing and strengthening interactions among the target groups in several ways. One important area is information exchange where the project is helping to develop a public-private sector partnership in the establishment and management of an internet-based agricultural input market information system involving focus and some nonfocus countries.

Policy Options for Enhancing Soil Fertility Restoration, Improvement, and Maintenance Evaluated in Burkina Faso

Policies play important roles in agricultural development. Whereas some directly influence investment decisions in soil fertility management, others impact them indirectly. The objectives of the project entitled "Evaluation of Policy Options for Enhancing Soil Fertility Restoration, Improvement and Maintenance in Burkina Faso" were to evaluate policy

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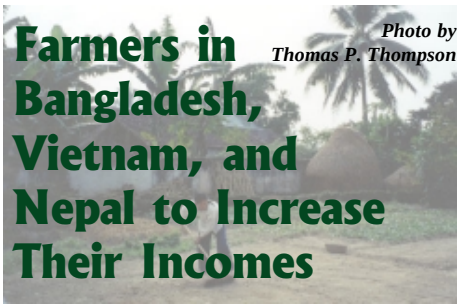

Farmers in Bangladesh, Vietnam, and Nepal to Increase Their Incomes

Photo by Thomas P. Thompson

Rice is the principal food crop in South and Southeast Asia. Bangladesh and Vietnam rank fourth and fifth in the world in rice production, respectively, and paddy accounts for 95% of each country's total cereal production. Farmers must apply fertilizers to supply plant nutrients to obtain economic yields of rice. Nitrogen (N) is the nutrient that is required in greatest quantity, and urea is the principal nitrogenous fertilizer used for rice production. Unfortunately, N from urea is subject to great losses to the atmosphere and in runoff water in the paddy ecosystem, especially when urea is broadcast into water or on the soil surface. The atmospheric losses occur as ammonia from floodwater and as products of denitrification from soil. Incorporating urea into the water-saturated soil at 7-10 centimeters depth (a reduced zone) minimizes the losses of N in the usual paddy-growing environments by minimizing chances of nitrogen being dissolved in floodwater or being oxidized in soil near the surface. That practice is environmentally friendly and permits farmers to obtain higher yields while using less fertilizer N.

It is practically impossible to incorporate common urea into soils of paddy fields, but urea may be compacted into discrete particles weighing one to three grams (or more) and hand placed into soil after transplanting of seedlings. The method of application is commonly termed urea deep placement (UDP). Extensive research between 1975 and 1990 found that the relative agronomic efficiency from placement of urea particles into soil between paddy plants was considerably greater than the usual practice of split broadcast applications of commercial urea. Studies

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Farmers in Bangladesh, Vietnam, and Nepal...

involving the nitrogen isotope ^{15}N showed that crop recovery at maturity was 60%-70% of deep placed N but only 30-40% for two or three broadcast applications of commercial urea. N unaccounted for (presumably lost) was about 10% of that applied as deep placement but 30%-40% of the broadcast N.

In 1996 the IFDC-implemented Agrobased Industries and Technology Development Project (ATDP), funded by USAID, began extending urea briquette technology and deep placement through training and technical assistance for the Department of Agricultural Extension (DAE) and NGOs. Small, sturdy, low-maintenance machines were developed that produce 0.9-2.7-g briquette from commercial urea at rates of from 250-1,000 kg/hr through project assistance. The machines are entirely produced in Bangladesh; more than 600 have been sold to entrepreneurs and NGOs between 1996 and April 2001; 303 of this number were sold during FY1999-2000. The DAE estimates that 83,000 mt of briquettes were hand deep placed by Bangladeshi farmers for 335,000 ha of paddy (about 10% of the irrigated paddy area) during FY1999-2000. The Government of Bangladesh has provided strong policy and funding support. DAE reported average yields from 78 demonstrations comparing deep placement at a rate of 77 kg/ha of N with farmer treatment. Deep placement of urea briquettes produced 20% (1,176 kg/ha) greater yield even when farmers reported using 59% more urea in their traditional method.

ANMAT Project

IFDC, with funding from the International Fund for Agricultural Development (IFAD), is implementing the "Adapting Nutrient Management Technologies" (ANMAT) Project, an Asian regional project. IFDC provides training, technical assistance, and funding to NGOs to assist resource-poor farmers to evaluate, adapt and adopt low-cost and environmentally friendly nutrient management practices for paddy production. The project focuses on UDP.

Bangladesh

Project activities are accelerating the adoption of UDP in Bangladesh by supporting four NGOs working in areas where the practice has not been previously promoted. During CY2000 about 2,500 farmers attended training and discussion meetings, farmers established 168 trials and demonstrations, and 2,375 farmers attended field days during plot harvesting. Within the four pilot areas 1,026 farmers participated in surveys to define the socioeconomic and agricultural base at the beginning of the project.

Three NGOs completed 53 farmer trials during Boro season in 5 thanas. In all trials two replications of three treatments were used. Paddy yields (14% moisture) from treatment comparisons were: broadcast urea applied in three split applications (5.32 mt/ha), UDP (6.19 mt/ha) and UDP plus sulfur and zinc (6.14 mt/ha). All plots received N, P205 and K20 at rates of 77, 35 and 50 kg/ha. Assigning a value for straw plus grain of Tk10/kg of paddy, the increased value of production from UDP equals Tk 8,700/ha. Increased cost may be Tk 0.5/kg x 167 kg of urea (Tk84) plus Tk70/day x 8 days labor for UDP (Tk560) or Tk644/ha. Then, UDP provides increased profit of Tk 8,056/ha with a benefit:cost ratio of 12.5 for use of UDP. UDP increased the number of active tillers by 20%-34% and yields by 16%-17%. No significant yield responses to sulfur and zinc applications were recorded.

During Aman season four NGOs completed 78 single plot UDP demonstrations and took crop cuts to estimate grain yield from the plots plus from adjacent areas within the farmers' fields. Several plots were not harvested due to crop damage by inclement weather. Mean yields from UDP were 4.52 mt/ha as compared to 3.77 mt/ha from farmers' treatment. While yield increased by 20%, the number of panicles per unit area increased by 23%.

Photo by Thomas P. Thompson

After two crop seasons of work the NGOs reported that 988 farmers purchased about 45 mt of urea briquettes and hand placed them for 253 ha of paddy within the four pilot areas during the CY2001 dry season.

In CY 2001 the original four NGOs are continuing to work within their pilot areas and work was initiated with an additional four small local NGOs. About 50 farmer training and discussion meetings, showing videos and distribution of leaflets, 380 farmer demonstrations and trials and 32 field days are planned during the year. More than 70 trials will include treatments with and without animal and green manure. UDP block demonstrations (5-10 or more farmers cultivating adjacent fields) are being established after training and organizing farmers to apply briquettes, purchased by the participating farmers. During the CY2001 dry season the block demonstrations involve 88 farmers using about 6 mt of USG for an area of 36 ha of paddy.

Nepal and Vietnam

IFDC has initiated work with two NGOs in Nepal and one NGO in Vietnam to introduce UDP through farmer participatory evaluation and adaptation. Similar activities to those in Bangladesh are being conducted within pilot areas in two districts in Nepal and four provinces in Vietnam. During 2001 about 30 demonstrations and trials will be established in a hill area (terraces) and 30 in the southern plains of Nepal. In Vietnam a total of 90 demonstrations (spring and summer paddy) and trials will be established in the plains of three provinces and 12 in mountainous regions of three provinces. The project has purchased and shipped one briquette production machine to both countries.

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IFDC Project in Albania...

- Achievement of two contract growers' agreements to produce for processing needs, mainly tomatoes and peppers
- Processing of twenty types of fruits and vegetables, with 90% of supply coming from domestic production of field crops
- During 2000, the company exported 150 tons of tomato ketchup; in 2001, 500 tons should be exported.
- An increase in sales revenue, number of products launched, raw materials processed, investments made, and bank loans obtained. The number of products tripled between1997 and 2000; the sales revenue more than doubled during the same period.
- The company now owns three sales outlets.
- During the past 2 years, the company, with AAATA assistance, has obtained two bank loans, worth US $400,000 for working capital; the company has already paid off these loans.

What was the catalyst for these dramatic developments in this Albanian agribusiness? The AAATA project made significant contributions to bring about the necessary improvements in the Albanian agribusiness environment. IFDC began the AAATA project in 1999 with the goal of promoting interest in associations among various agribusiness stakeholders. The project was designed to establish effective and sustainable support structures to assist new agricultural entrepreneurs in the development of prosperous agricultural businesses.

Policy Options...

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options for the enhancement of soil fertility in Burkina Faso and to make appropriate policy recommendations in light of the evaluation. The project was financed by the Japan International Research Center for the Agricultural Sciences (JIRCAS) between September 1999 and March 2001.

The JIRCAS project involved collecting data in Burkina Faso on agricultural policy sequencing, probable effects on yield, yield trends, rainfall trends, fertilizer consumption patterns, etc., and analyzed the effects of policy instruments over the period, 1974 through 2000. The eight different policies identified and analyzed were:

1. Policy of State Intervention and Cereal Market Monopoly (1974-78)
2. Policy of State Subsidy of Fertilizer (1976-86)
3. Policy of Financial Support to Development Banks, Agricultural Production, and Input Procurement (1976-89)
4. Policy of Self-Adjustment (1983-90)
5. Policy of Land Nationalization by the State (1984-90)

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Malawi and Nigeria Lay Groundwork for Agricultural Input Supply Systems

In an effort to promote food security and environmental protection by developing well-functioning agricultural input markets (AIMs) in sub-Saharan Africa so that farmers can have easy and affordable access to inputs, IFDC conducted studies of the agricultural input supply systems in Nigeria and Malawi. The efficient distribution of these inputs—physical supplies, efficient marketing, and technical information—is essential to the improvement of agricultural production and economic growth in these developing nations. Both Nigeria and Malawi have made progress in the past few years toward liberalizing input supply systems, but both nations' systems currently operate much less efficiently than optimum, increasing the cost of inputs and decreasing their effective use.

IFDC's analyses assessed the present situation in Nigeria and Malawi. For example, fragmented markets concentrated in urban or semi-urban areas contribute to high input costs for farmers in rural communities. These costs translate into lower rates of fertilizer usage, lower food production, and the depletion of valuable soil nutrients. Problems within the networks that distribute physical resources are paralleled by difficulties in disseminating intellectual resources the marketing information and technical skills necessary for the efficient operation of the free market systems. Despite recent liberalizing trends, public monopolies of the past have discouraged the development of human capital in two ways. First, the removal of incentive limited both technical innovation and the willingness of potential investors to enter into free market competition. Second, public enterprises have discouraged the development of market-oriented technical skills and information networks. Finally, IFDC identified the macroeconomic policies of many developing nations as primary sources of instability in the newly organized markets. Lacking a strong currency or sources of credit and fearing the potential for loss in unstable economic situations, many are discouraged by the potential risks involved in the development of private enterprise.

The measures suggested by IFDC were designed to elevate the existing level of market competition, which should increase the coverage of distribution networks, decrease prices to farmers, and increase productivity. First, each nation should strive toward effective policy formation designed to limit the risks to which private investors are subjected. To promote greater security for the investor and a sense of fair competition, IFDC recommended that those industries existing under public control should either be privatized or have protective subsidies and perquisites removed. Next, IFDC recognized that under-

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Malawi and Nigeria...

developed human and capital resources contribute to scarcity and proposed that public sector programs be directed toward the development of effective training seminars and methods of disseminating market information. Finally, to encourage investment despite economic instability, IFDC proposed that a separate fund be established by each nation to provide credit and foreign exchange support for investors involved in importing agricultural inputs. With all of these measures, IFDC hopes to encourage greater private investment in agricultural input systems, which would lead to increased access to these inputs and lower costs to farmers.

The specific strategy proposed by IFDC's researchers in Nigeria encompasses a holistic approach, designed to facilitate growth throughout the supply chain by building upon existing structures. In economic and fiscal matters, IFDC identified Nigeria's unstable currency, which greatly increases the risks of investment, as the macroeconomic issue most inhibiting to the growth of the nation's input systems. Researchers suggested a dual approach to improving macroeconomic policy and increasing investor confidence. First, the Nigerian government should enact new monetary and fiscal policies that stabilize irregularities in the value of the domestic currency. Second, physical and financial infrastructures should be improved, reducing input costs and increasing profitability to both suppliers and farmers. Third, prevailing policy distortions should be removed. In addition to these economic policy improvements, IFDC researchers suggested the establishment of an Agricultural Inputs Business Development Fund (AIBDF) to provide financing to dealers.

IFDC seeks to complement new economic and financial components with new sources of legitimate business and technical information, which are vital to the improvement of Nigeria's input markets. To meet these holistic goals, researchers suggested a series of measures designed to improve communication and confidence among stakeholders. Market transparency, the development of human capital, and the enforcement of quality control regulations were chief concerns. IFDC recommended that the Federal Government of Nigeria (FGN) lead to the creation of a marketing information system to collect, analyze, and disseminate information to investors. To promote proficiency in increasingly difficult fields, IFDC suggested a series of training programs designed to communicate technical and business skills to suppliers. Finally, to ensure that fair and accurate product information reaches the public, IFDC recommended the strengthening of quality control regulations and, more importantly, their consistent enforcement.

Photo by Ludwig Schatz

IFDC conducts the AFA Workshop in Tunis, Tunisia, for the Arab Fertilizer Association on April 16-19, 2001 (seated front row—Jorge Polo, Director, Outreach Division, IFDC and Feisal Beig, Senior Specialist — Marketing, IFDC).

IFDC Designs and Conducts Workshop for Arab Fertilizer Association

The Arab Fertilizer Association (AFA) requested IFDC to design and conduct a special training workshop on marketing skills and forecasting for the nominees of AFA members. This program was held at the Le Palace Hotel in Tunis, Tunisia, during April 16-19, 2001. Feisal Beig, IFDC Senior Marketing Specialist; Jorge Polo, Director of IFDC's Outreach Division; and Ludwig Schatz, Director of IFDC's Human Resources Development Unit, traveled to Tunisia to conduct this program.

Seventy-six nominees from the AFA membership, representing 15 fertilizer manufacturing and marketing organizations in eight Arab countries, participated in this program. AFA provided all the administrative and organizational support in conducting this program. AFA's Secretary General, Ali Hamdi; AFA's Assistant Secretary General, Mohamed Fathy El-Sayed; Yasser Khairi and Magdy Amer from AFA, attended the workshop. In addition, they also arranged with several fertilizer manufacturing and marketing organizations in Tunisia to provide local administrative assistance. Of the participants, 46 were from Tunisia; others were from Saudi Arabia, Morocco, Egypt, Bahrain, Kuwait, Qatar, and Jordan. Some of the participants from these countries were senior managers in their respective organizations.

The program generated a considerable amount of discussion on almost all of the topics. During the open discussion session, the President of Multicommerce of Greenwich, CT (U.S.A.)—Essa Audi—was invited to participate in the workshop as a guest.

About 91% of the participants rated the program as being from good to excellent in their evaluations. AFA indicated that they would like to have continued cooperation with IFDC in the field of training.

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Policy Options...

6. Policy of Structural Adjustment, Programme d'Ajustement Structurel (PAS) & Programme d'Ajustement Structurel du Secteur Agricole (PASA) (1991-93)
7. Policy of Devaluation, Regional Integration and Private Irrigation (since 1994)
8. Policy of Sustainable Agricultural Growth, Document d'Orientations Stratégiques/Plan Stratégique Opérationnel (DOS/PSO) and Their Specific Action Plans (since 1998)

The results of the policy analyses were presented in a one-day seminar in Burkina Faso to officials of the Ministry of Rural Development, Government of Burkina Faso, and staff from JIRCAS.

Key Findings

The indicators used as proxy for the impacts of the policies (yield trends of food and cash crops, per unit fertilizer consumption trends, profitability of fertilizer use, etc.) responded in various degrees to the different policy instruments. Taken individually, the policies of state intervention and fertilizer subsidies in the mid-1970s to the mid-1980s had positive influences on fertilizer consumption and the profitability of their use in cash crop production. Policies of self-adjustment and land nationalization had mixed effects while those of structural adjustment including devaluation and regional integration appeared to have negative influences on the indicators.

A significant lesson drawn from the study is that combinations of policies in the proper sequence can have a positive influence on agricultural production and investments in soil fertility improvement. In the case of Burkina Faso, policies regarding sustainable agricultural development with their specific plans of action, which were elaborated since 1998, have a potential of impacting agricultural productivity positively. This is largely in part because the policy includes five priority themes touching on soil fertility, food security, mechanization, support to farmers and their organizations, private sector, rural financing markets and financial reform. It is promising because the approach is holistic and with proper sequencing of the priority themes.

International Fertilizer Development Center 2001 Training Calendar

Training Program/Study Tour	Dates	Location
1. Fertilizer Recommendations for Optimum Crop Production	August 13-22	Lilongwe, Malawi
2. Modern Techniques in Fertilizer Distribution and Handling	September 10-28	Europe
3. Advanced Fertilizer Production Technology Workshop	October 15-19	Belgium
4. International Fertilizer Marketing Training Program	November 5-16	Ho Chi Minh City, Vietnam