CONSCIOUS FARMING IS IN MY DNA
Harry Schreuder talks of his constant efforts to be a better farmer.

A QUALITY FERTILIZER CAN BE SPREAD WIDELY AND IS ALSO FREE-FLOWING
Richard Spanjer explains.

QUALITY PRESERVATION OF OUR FERTILIZERS
Advice about properly storing and handling of fertilizers.

EVERYTHING FOR THE BEST RESULT
Knowledge support and services.

FERTILIZER PRODUCTION
What do we do ourselves to contribute towards a sustainable world?

CARE FOR GROWTH
Interview with Marc van Doorn, Commercial Director.

LOOKING TO THE FUTURE
How do we ensure, in a responsible manner, that there is sufficient food for a fast-growing world population? Mineral fertilizers play a crucial role.
At the end of the 1990s, he was one of the first Dutch farmers with his own website. In fact, he was probably the very first. Because he already had English followers at that time, he chose the company name Harrysfarm. Things are going well for Harry Schreuder. He gains great pleasure from his 49-hectare arable farm on the fertile polder land of Swifterbant (province of Flevoland, the Netherlands). “Conscious farming is in my DNA. Actually, I’m always concerned with the question of what my soil and crops need, and how I can use Harrysfarm to contribute towards a better environment.”

Harry Schreuder has lived nearly all his life in Swifterbant. “In 1967 my parents moved from Borgercompagnie (province of Groningen) to Flevoland in order to run a farm. It was a state farm and served as a show farm for a new generation of farmers. I grew up on the farm and learned from an early age to make very conscious decisions for the benefit of farming life. Whereas one brother and a sister had no interest in getting seriously involved in farming, I was interested. My other brother already had a good job in farming. We were able to rent the farm from the government in 1996, which I did. From then on, the farm was in my name.”

Conscious farmers feed the world

On Harrysfarm, 500 metric tons of potatoes, 600 metric tons of onions, 200 metric tons of winter wheat, and 700 metric tons of sugar beet are grown each year. These products are sent all over the world. Harry Schreuder: “It is amazing to realize that my onions are sold at a local market in Africa. And it is generally known that a lot of Dutch potatoes are used to make McDonald’s fries.” Research shows that each hectare of land feeds five people. That would mean that Harrysfarm from Swifterbant, with almost 50 hectares of land, provides 250 people with food. “That is indeed a great way of representing what we do here at Harrysfarm,” he says. “Ultimately, I’m mainly busy with day-to-day operations: what is the weather like and what effect does that have on the soil, on the way in which I’m going to do my spreading, and on my crops? For example, this year my onions are somewhat bigger than last year. I know that Brazilians are crazy about a big onion.”

It is quality fertilizers that are sustainable

Harry Schreuder works with great awareness on his arable farm every day. “As a farmer, of course I want to get the most out of my land. This starts with fertile soil and a sound fertilization plan. Among other things, I use a mix of mineral fertilizer, pig manure, goat manure and mushroom compost. I strongly believe in combining organic and mineral fertilizers. It is simply unrealistic to use only organic fertilizer. With mineral fertilizer, I know exactly what I’m putting on my crops. I also always

Conscious farming is in my DNA

HARRY SCHREUDER TALKS OF HIS CONSTANT EFFORTS TO BE A BETTER FARMER
Farmers are constantly facing new developments and tools, and sometimes this is overwhelming. Then I think of my father, who did not have the opportunity to make use of these new techniques. He also managed to hold his own. That’s why it’s important to me to make choices based on my gut feeling and in this I’m open to contemporary developments. For example, I am experimenting with precision agriculture. Recently I flew my own drone over my fields and saw the bare places. This gives me an insight into how I can make even better use of my land. No, as farmers we don’t always have it easy, but these are certainly very interesting times in which to run our farms in the most intelligent way possible.”

choose quality fertilizers, because then I’m certain that I can spread them in a very targeted way and that there is optimal nitrogen uptake. Everyone always thinks that organic manure is so sustainable. But as a farmer I need mineral fertilizers to keep my land healthy and to grow crops. In my view, only that is sustainable, especially with a growing population. Without mineral fertilizers, we’d even have a major food shortage."

Field margins bring pleasure

The farmer from Swifterbant likes to take an open view of the world. Because of this, his business is becoming increasingly sustainable. “Five years ago, after some reservations, I eventually opted for actually using field margins. It’s unbelievable how much pleasure I get from them. I cycle across my land and hear the birds chirping. The many flowers enrich the environment. In addition, I have solar panels on the roof, a bee hotel, and sometimes there are even jars of honey from Harrysfarm in circulation. What drives me? I am searching for a balance between maximum production and being good to the environment.”

The future: an even better farmer

Harry Schreuder sees a positive future for Harrysfarm. “It doesn’t look as if my children are going to take over the farm from me. For that reason, I don’t have a huge urge to grow. Conscious farming is much more interesting for me. Above all, I want to become a better farmer, paying attention to all aspects of a farmer’s life. As a farmer I need mineral fertilizers to keep my land healthy."

Increasing numbers of farmers are engaged in conscious farming and in this way they are reducing the carbon footprint of food production. They opt for sustainable solutions that result in healthy business operations. The entire chain (from seed to end product) is organized sustainably with maximum attention to soil quality. Mineral fertilizers make an essential contribution. With a good fertilization plan, sound fertilization advice and the right spreading setting, mineral fertilizers show themselves to be very efficient. This makes valuable farmland with maximal yields available to farmers. At the same time, it eases the pressure on the environment.

The world’s population is growing by 200,000 people a day. That’s 200,000 additional mouths to feed, every single day. At the same time, the amount of available farmland per person is rapidly decreasing and pressure on the environment and the climate is growing. It is a dilemma that we are acutely aware of, and one that farmers struggle with daily. The question is: how can we increase world food production while reducing pressure on the environment at the same time? Because fertilizers offer an efficient supplement to manure, they play an essential role in solving this problem responsibly. They improve the productivity of farmland and drastically reduce the impact on the environment. Without mineral fertilizers, we would even have a major food shortage. The price of healthy food would go through the roof if farmland would be depleted.

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<th>Farmland (hectare / person)</th>
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source: Fertilizers Europe

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“This means, of course, that we follow strict procedures in our plants and that through investment we are working constantly on enhancing quality. And this is necessary, because our sector is in a state of flux. Take, for example, the advanced spreaders that farmers work with nowadays. The working widths are increasing steadily. This means that farmers also need to have access to granules that spread well and that can be sure to cover the targeted places. Otherwise, yields will still not be optimal. It is a great compliment for us that the feedback from farmers is that they obtain excellent results with our fertilizers. In order to deliver consistently high quality, we are constantly in discussion with farmers, wholesalers and retailers. We are keen to hear people’s experiences so that we can improve, and we give advice, for example on how to store and handle fertilizers. People often do not realize that the fertilizers have already been moved several times before farmers spread it over their land. That is why the quality aspect is so important for all partners in the chain as regards storage and handling of fertilizers.”

RICHARD SPANJER, QUALITY MANAGER

“A quality fertilizer can be spread widely and is also free-flowing. In Europe there are many conscious farmers who treat their land with great care and therefore only spread quality fertilizers. After all, in this way they can be assured of having the highest yields and the smallest losses. We do everything we can to ensure that farmers have confidence in our fertilizers and can farm optimally using them. For this reason, the granules have to be hard and must not release any dust, the fertilizer must be easy to store, and we guarantee consistent quality over the years.”

How to recognize quality fertilizers
First of all, good mineral fertilizer can be spread widely with the right spreader setting. And what is more important, the fertilizer should always be free-flowing, even after storage (under the right conditions) in the silo, warehouse or big bag. If this is the case, you can be sure that you have a fertilizer that will feed the soil and the crops in the correct fashion during the whole season.”

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“Quality aspect as regards storage and handling very important.”
Our brands

Nutramon
Nutramon is our calcium ammonium nitrate fertilizer. This highly versatile nitrogen fertilizer has by far the smallest CO2 footprint in Europe and can be recognized by its orange granules. The nitrogen content is 27%, and Nutramon also contains 4% MgO.

Granular 3
Granular 3 is the trade name of ammonium sulphate, a nitrogen-containing sulphur fertilizer sold by OCI Agro having a particle diameter of approximately 3.3 mm. This makes spreading widths of greater than 36 meters possible. The fertilizer is composed of ammonium sulphate and contains 21% nitrogen and 24% sulphur (S), equivalent to 60% SO3.

OCI Exacote
The OCI Exacote range offers advanced mineral fertilization in the most reliable, effective, and eco-friendly way. The product portfolio is built on innovative controlled-release fertilizer technology. The CRF* urea is blended with the highest quality of Nutramon CAN and Granular 3 Ammonium Sulphate (AS). With a predictable nutrient release curve of 2-3 months, optimum crop yields can be achieved.

Additional specifications: wwwOCI-agro.com
Quality preservation of our fertilizers

We take great care in producing our quality fertilizers. Their quality is maintained by taking care to store and handle the fertilizers properly. This makes it possible to keep the fertilizers for a longer period.

Our advice:
- Keep silos moisture-free (including the filling and ventilation pipe).
- Always cover loose product with foil.
- Never store nitrate-containing fertilizer in direct sunlight.
- Do not mix incompatible fertilizers.
- Do not store any leftover amounts in the spreader.
- Be careful to avoid leakage from the spreader, particularly on public roads.
- Do not leave fertilizers unattended in the field.

Tips for blending
Nutramon and Granular 3 are high-quality ingredients suitable for blends. Due to the even distribution of the granule size, homogeneous blends are produced with good spreading characteristics. However, when blending it is important to take into account the safety characteristics of the ingredients, because these can be altered by blending. Mixing two non-UN-classified fertilizers can create a fertilizer that is UN-classified. Almost all blends in which Nutramon CAN and ASN (ammonium sulphate nitrate) are blended are UN-classified. Our advice is not to blend these fertilizers.

A common blend is 50% Nutramon + 50% Granular 3. This is a safe blend

67% Granular 3 + 33% Nutramon = safe. As long as the blend contains at least 42% Granular 3

A blend consisting of 67% Nutramon + 33% Granular 3 = UN-classified

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Knowledge support and Services

Everything for the best result

Efficient fertilization ensures that the best possible use is made of farmland, which produces maximum yields as a result. These positive results can only be achieved through the combination of quality fertilizers, a good fertilization plan, fertilization advice and the right spreader setting. This is why we do not just sell fertilizers, but are also happy to support farmers and advisers in their activities.

Importance of correct spreading

The amounts that need to be applied depend, among other things, on the crop to be grown, the condition of the soil, the use of organic fertilizer, and climatic conditions. Fertilizer spreaders that are currently on the market ensure even spreading if they are set properly. In addition to the spreader setting, the physical quality of the fertilizer is important for even spreading. A good, consistent distribution of the granule size and sufficient resistance to crushing are key physical characteristics of fertilizers that spread well. Our fertilizers are of the highest physical quality, so that we can guarantee that they spread optimally.

On www.oci-agro.com you can find spreading tables for many brands and types of spreaders, and for all conventional working widths. The tables provide the optimal setting for the spreader as regards dosing and spread pattern.

Quality of spreader and fertilizer go hand-in-hand

Spreader manufacturer Amazone and OCI Agro have something important in common: both companies stand for top quality.

Friedrich Balmann: “At Amazone we have been producing farming machinery since 1883. In our view, farmers who choose a spreader and a fertilizer that are both of the best quality achieve the optimal results. For example, the size, hardness and weight of the granules play a major role in the distance and precision a fertilizer can be spread. At Amazone, we develop and test the innovative spreaders. The stability of the quality is also important. It is for that reason that we have been doing tests with Nutramon for many years. This CAN has such stable characteristics that we have boundless confidence in this fertilizer. Farmers can share this confidence. By using Nutramon, they can be sure that they only need to set their spreaders once in order to achieve top performances on their land.”
Definitely to be recommended – the Customer Portal

Mekoson is one of the largest fertilizer wholesalers in Belgium. The company helped develop the OCI Customer Portal and would not be without it.

Pierre Detry: “It is a simple and intelligent system. We can immediately access all the information that is relevant to us. In view of the fact that we order thousands of tons of mineral fertilizer from OCI Agro every year, that is extremely useful. We immediately receive confirmations, see any changes in our contract and can view the status of deliveries in real time. Through the portal we also have access to informative reports. We would definitely recommend the use of this portal to wholesalers like us.”

OCI Customer Portal

The OCI Customer Portal is a multifunctional platform. Among other things, it offers a webshop with customer-specific orders and reports. The portal is available 24/7 on a customer’s computer, tablet or smartphone. This allows our customers to have access to all relevant information at all times. From an open contract volume to an order. Through the portal they can also order products and/or samples directly.

Apps

Specifically for farmers and advisers, OCI Agro develops apps that are of course also available on various platforms, such as iOS and Android. For example, the ‘OCI Nutri-N App’ was developed to calculate the optimal nitrogen release. With the ‘Agro Weather App’, farmers can find the most suitable time for various farming activities. Go to www.oci-agro.com to see the options for downloading apps or just look in the stores under ‘OCI’ or the name of the app.
Fertilizer production

We are living in a society in which nature is under great pressure. With a view to protecting this environment, we work to support farmers as much as possible in the correct use of quality fertilizers. But what do we do ourselves to contribute towards a sustainable world?

In Western Europe there are strict requirements for fertilizer production in relation to environmental pollution. Less than 1% of the substances is lost in emissions during manufacture. The use of natural gas for fertilizer production contributes approximately 2% of world CO₂ emissions. Our emission levels are well within the legal limits. In addition, our policy is aimed at keeping emissions as low as possible by having modern plants that use the best production techniques in existence. As a result, energy use in our plants is very efficient.

In 2008, OCI Agro invested in sharply reducing the N₂O emissions of the nitric acid plants. This lets us save two million metric tons of CO₂ on an annual basis. In two of the nitric acid plants, 100% of N₂O emissions are actually removed. In consequence, Nutramon, our calcium ammonium nitrate fertilizer, is the CAN with the lowest CO₂ footprint in Europe! Thanks to an innovative cooling system, particulate emissions have been reduced to 0. For this we received the Responsible Care Award.
“We have been producing mineral fertilizers here for a very long time – since 1929 to be precise. We are one of the largest producers in Europe and we have plants all over the world, for example in Egypt, Algeria and the United States. Over the years, a lot has changed and has been modernized and improved. I would venture to say that we never stand still. We are constantly making improvements, in order to produce fertilizers in the most environmentally friendly way possible.

“Care for growth is the basic principle that guides our actions. We make sure that our customers obtain optimal results. We enter into long-term relationships with them. On the other hand, each plant in the field has to receive just the right nutrients year in, year out. It is the only way that maximum yields can be obtained from farmland in the most sustainable manner. Here we produce outstanding bulk fertilizers such as Nutramon CAN (yes indeed, the one with the orange granules). We also make the innovative fertilizer OCI Exacote, which ensures that crops receive nutrients continuously for two to three months. And we bring many more interesting fertilizers onto the market. In addition, we do not just sell fertilizers.

We provide wide-ranging care for our customers and support farmers. For example, we have developed a fertilization website and special apps for farmers and advisers. Care for growth naturally also applies to us. We are always investing in sustainable processes and techniques. Recently we developed a new technique that enables us to guarantee an even more consistent granule size. What’s more, based on our key principle, we wish to make a significant contribution to the whole agricultural sector.

For that reason, we work very hard, and also with a great deal of pleasure, with a variety of organizations to achieve a sustainable chain that delivers optimal yields. Our many years of experience as a fertilizer producer is essential in this endeavour. They make us a stable factor in the market.”

“We are always investing in sustainable processes and techniques.”

MARC VAN DOORN, COMMERCIAL DIRECTOR
Under the trade name OCI Agro, OCI Nitrogen B.V. sells and distributes fertilizers. As part of the listed company OCI N.V., OCI Nitrogen is one of Europe’s market leaders in nitrogen-based fertilizers, but is also a big player in supplying various industrial products. Our industrial products are raw materials for applications in the pharmaceutical, chemical and food industries. One of the industrial products, ammonia, is the raw material for mineral fertilizers. OCI’s fertilizers play an essential role in improving agricultural productivity. They help to meet the growing demand for food in the world, for instance.

Our customers specifically ask for fertilizer with orange granules

We are keen to work long-term with our customers. Because we are convinced that when parties know and understand each other well, they can also guarantee the best results. OCI Agro and the German cooperatives AGRAVIS have been working together for decades. Fertilizer Manager Ralf-Georg Dinter talks about his experiences.

“AGRAVIS is one of the biggest cooperatives by revenue in Europe. We offer farmers everything they need, such as mineral fertilizers, plant protection, compound feed, but also energy. I myself have worked for AGRAVIS since 1992 and the cooperation between the two organizations began before that time. Why do we like it so much? Because we clicked with each other. This is perhaps because we both offer our services based on the same key principle: we want to help our customers grow. Not only by offering good-quality products, but specifically by adding value. For this reason, we’re keen to provide solutions, advice and support. Our goal is not simply to sell the product but to offer a total package. Furthermore, it’s a deal that we can obtain fertilizers timely and efficiently. Placing an order is straightforward and our products are then delivered by road or water transport. It is reassuring for us as a wholesaler that consistent quality is guaranteed. We know that through our experiences with OCI Agro we always have quality fertilizers available. If there is ever a problem, we work together to seek a solution. We know we can rely on OCI. The contact person has occasionally changed, but we always experience the same high-quality service. Our customers are also satisfied. Some farmers even ask specifically for OCI fertilizers, ‘the fertilizer with the orange granules’ still being the most recognizable. Farmers report that they have achieved good results and they want to maintain this success.”
Looking to the future

Conscious farmers form the basis of a very significant aspect of the future: the provision of food. The world’s population is growing by 200,000 people a day. At the same time, the amount of available farmland per person is shrinking drastically. The question is therefore a fundamental one: how do we ensure, in a responsible manner, that there is sufficient food for a fast-growing world population? Mineral fertilizers play a crucial role.

Increasing numbers of farmers are making conscious choices. They want to utilise farmland optimally, while taking the environment into account. Efficient and sustainable food production can be achieved best by optimally combining the available manure with mineral fertilizers. Thanks to mineral fertilizers, the soil receives exactly the right amount of nutrients at precisely the right time. Year in, year out. In summary: mineral fertilizers make it possible over the long-term for farmers to achieve better results with a smaller area of land.

Highest yields with the smallest losses
We have been producing quality fertilizers since 1929. We take the greatest possible care in doing this, thus ensuring the highest yields and the smallest losses. The productivity of farmland is rising, while the impact on the environment is declining. Thanks to our fertilizers, farmers can work their valuable farmland in the most sustainable way. We produce not only fertilizers, but also provide broad support to farmers and advisers in their activities. Like no other we are aware that maximum results can only be achieved through the combination of quality fertilizers, a good fertilization plan, fertilization advice and the correct spreader setting. Therefore, these are all topics that we examine in depth and with which we distinguish ourselves in the market.

Let us start with ourselves
A sustainable world begins with ourselves. For this reason, we are continually investing in new processes and techniques. Our production meets the strict European requirements under environmental legislation: we keep our emissions low and use energy very efficiently. We are constantly working to make our production processes increasingly sustainable. In everything, from the raw material via the production process...
Working together to complete the agricultural chain

Our basic principle is conscious farming. For this reason, at OCI Agro we support initiatives that encourage sustainable farming. According to our vision, these are the initiatives with which we make the whole chain more sustainable, and thus help to move the process forward. We found an excellent partner in the French IAD. Christian Rousseau, one of the founders, explains what the IAD stands for.

"The IAD has existed since 2006 and it is a coalition of agricultural partners with a shared vision. We have a clear standpoint: we want ecosystems to achieve full maturity and we are seeking a symbiosis between nature, the soil and crops. We engage in lobbying at the highest level, so that decisions are made which really do lead to increasing the sustainability of agriculture. This is desperately needed. After all, intensive farming methods have reached their limits, so things have to be done differently. And there are alternatives. Nitrogen plays a crucial role in this. That is why we are cooperating with OCI Agro, which we believe to be the specialist in nitrogen fertilization. It is a fact that soil enriched with nitrogen has more resilience and is also more fertile. And in the end, fertile soil that is not quickly depleted is the basis for a sustainable agricultural chain. For example, it is very important that the level of protein remains high in our cereals.

It is good that conscious farmers are increasingly searching for new farming techniques, greater knowledge, outstanding mineral fertilizers, and effective tools to be able to grow crops efficiently. And thereby generating greater revenues. Luckily, farming is developing in a way that enables farmers to achieve this quality improvement. Together, we are moving towards completing a circular agricultural chain, in which all the elements of agricultural life are in harmony. This is also the basic principle of the IAD. As already mentioned, quality mineral fertilizers play a crucial role. In order to ensure a chain that is both sustainable and successful, we need to focus on achieving the right fertilization at the right time. For us as the IAD, it is always interesting to cooperate with a partner such as OCI Agro, which is continuously raising the quality of fertilizers to a higher level."

to the final product, we impose strict quality requirements and controls. We are ISO 9001 certified and we are a member of Fertilizers Europe. We fully meet the requirements of product stewardship. This way, we guarantee that our products are manufactured, treated, stored and distributed properly in terms of health, safety, security and the environment. What is more, we meet all the requirements laid down for safe food production.

The entire chain is involved

The ultimate goal is to have the most sustainable chain. Only in this way, can we, the entire agricultural sector, ensure that there is sufficient food for a fast-growing world population in a responsible manner. With our many years of experience, we consider ourselves to be a stable factor within the market. We also enter into interesting partnerships, so that together we can make a difference in the agricultural sector. We actively support projects and organizations that encourage sustainable farming, such as the Dutch foundation Veldleeuwerik, the French Institute for Sustainable Agriculture (IAD) and the Dutch Innovation Fund for Farmers. We inspire one another to deal with the soil in a sustainable way. We care for growth and that is why we enter into these partnerships with great enthusiasm.

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