

F8 FERTILISERS

SOUTH AFRICAN INDUSTRIES



**CHEMICAL
INDUSTRIES**
RESOURCE PACK



SASOL
reaching new frontiers

Sasol Nitro

Sasol Nitro is a division of Sasol Chemical Industries which is a major company in Sasol's family of businesses. Sasol's core business is Gas-To-Liquid and Coal-To-Liquid processes. Some of the by-products of these processes provide raw material for fertiliser manufacturing. Sasol Nitro produces and markets ammonia, ammonium nitrate based fertilisers, ammonium sulfate, commercial explosives, nitric acid, phosphoric acid and a range of specialised blasting accessories.

Source: www.sasol.com



Yara SA (previously known as Kynoch)

Yara is one of the world's largest suppliers of crop nutrients with sales to more than 120 countries. Yara's headquarters are in Oslo in Norway. Yara acquired a controlling stake in the fertiliser company, Kynoch in South Africa. Kynoch Fertiliser Limited was a subsidiary of AECI Limited. They produced nitrogenous fertiliser. Yara SA produces the following mineral-based fertiliser components: NPK with the incorporating growth and quality enhancing nutrients, like calcium and magnesium, to micronutrients that help prevent or cure deficiencies resulting from particular soil or crop conditions.

Source: www.yara.com



Foskor

Foskor started as a single mining operation. Since then Foskor has rapidly grown into a producer and processor of phosphate rock and phosphoric acid. The starting point for the production of these phosphate fertilisers is phosphoric acid, which is produced at Foskor's Richards Bay plant, concentrated and sold locally and internationally to fertiliser producers. Phosphate fertilisers are produced and distributed to wholesale customers.

Source: www.foskor.co.za



Omnia Specialities Australia Pty Ltd

Omnia

Today Omnia is a diversified, specialist chemical services company providing customised solutions in the chemical, mining and agriculture markets. Omnia produces the following mineral based fertiliser components: limestone ammonium nitrate (LAN), single super phosphate and potassium sulfate, NPK, Ca & Mg supplements.

Source: www.omnia.co.za

Fertiliser distribution and logistics

The two most common marketing channels in the commercial sector are:

1. Direct from the manufacturer / blender to the farmer.

The manufacturer employs sales representatives and technical support staff (e.g. agronomists). This model is preferred by most of the national and regional operators.

2. Manufacturer / blender to farmer via an agent or dealer.

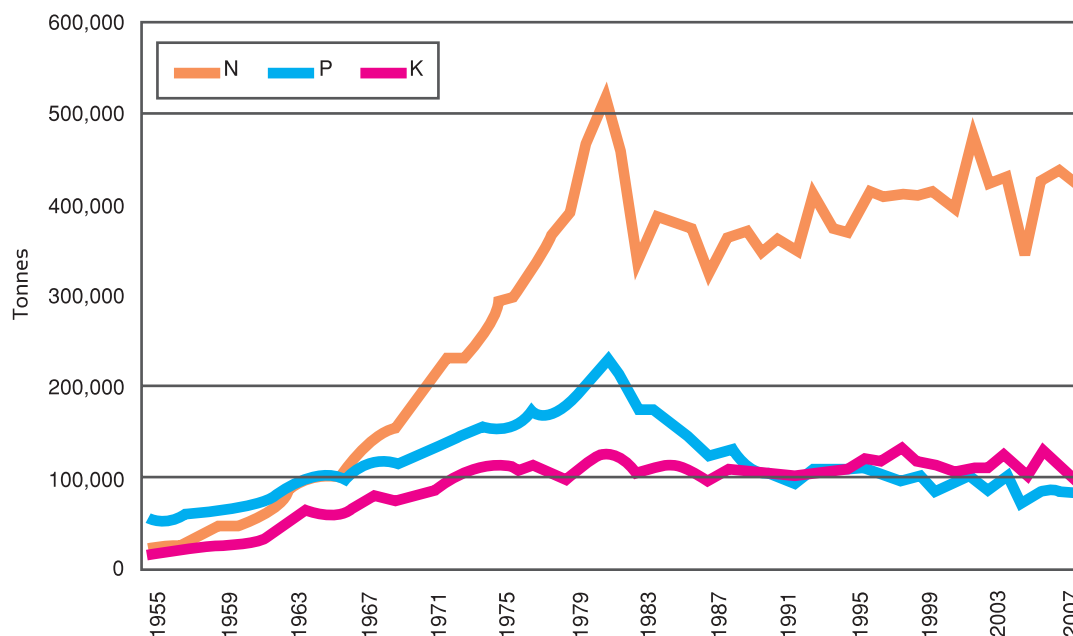
The manufacturer enters into agreements with independent agents, who may also act on behalf of other agro-input suppliers, for example of seeds and agro-chemicals. The manufacturer / blender would normally supply technical assistance as and when required.

3. The situation in South Africa

Field crops dominate South African agriculture. This holds true for the area planted, fertiliser use and the total value of production. Maize and wheat alone account for more than half of the area planted, 48 percent of fertiliser use and 39 percent of the total value of production. With the exception of citrus and deciduous fruits destined for export, crop production in South Africa is destined for the domestic market. Fertiliser demand is a derived demand for food and future growth in fertiliser use depends on this demand. Nearly half of South African households are vulnerable to food insecurity.

This material was obtained from the Food and Agricultural Organisation of the United Nations. Learners - if you use any part of it you need to write it in your own words and include the following in your reference list: FAO. 2005. Fertiliser use by crop in South Africa. [Online]. Available: <ftp://ftp.fao.org/agl/agll/docs/fertusesouthafrica.pdf> [1 July 2010].

N, P and K in South Africa 1995 - 2008



Source: FSSA



Grapes