



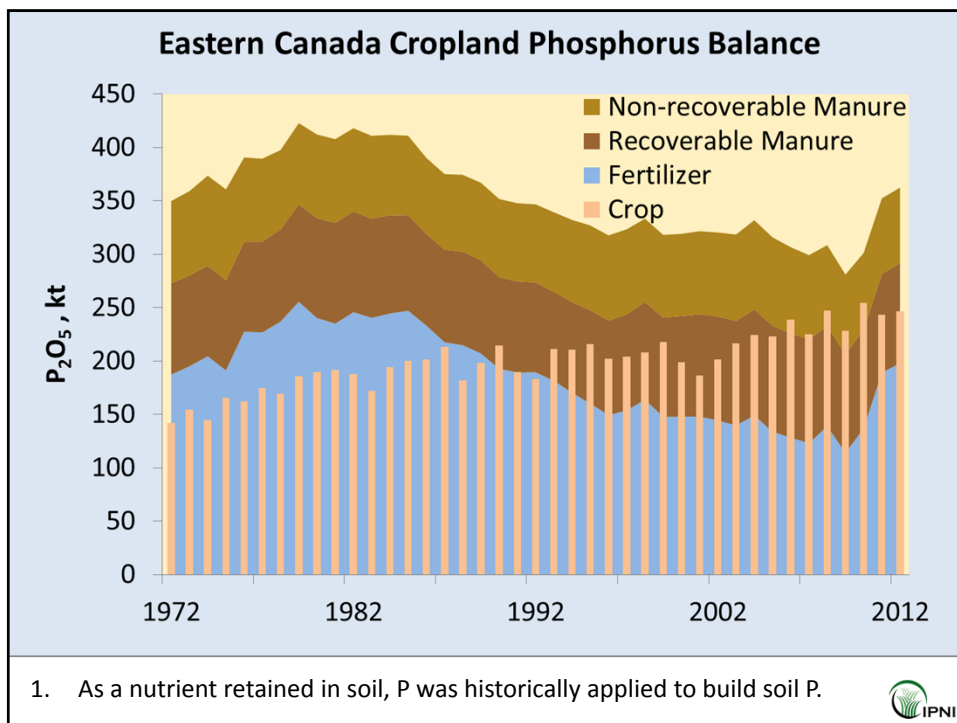
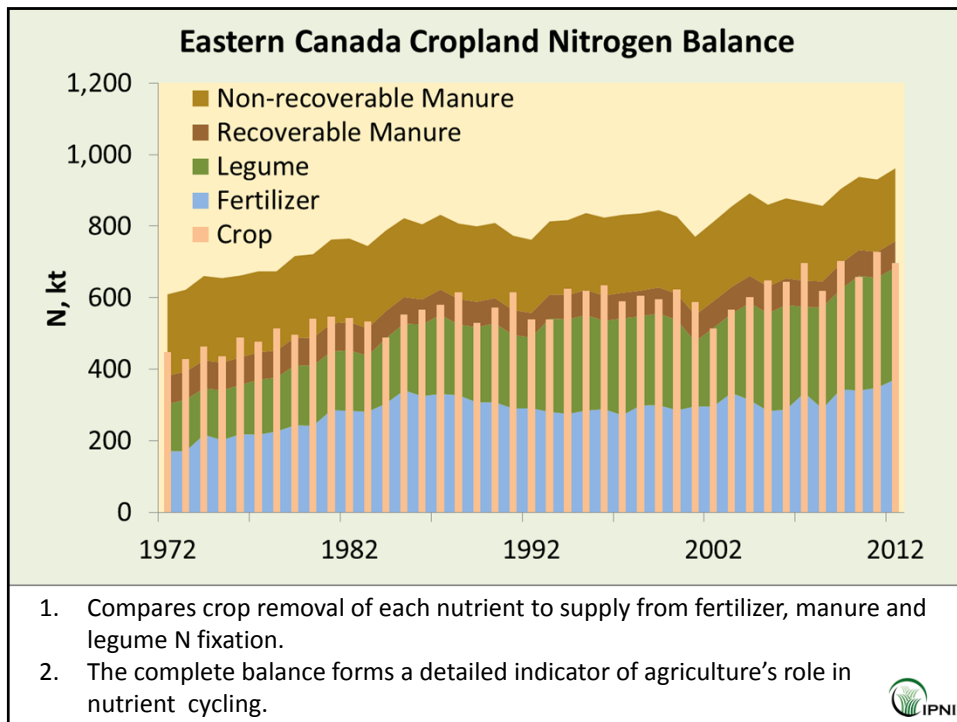
Fertilizer Statistics Workshop
Monday, October 28, 2013
Gatineau Room, Fairmont Chateau Laurier
1 Rideau Street, Ottawa

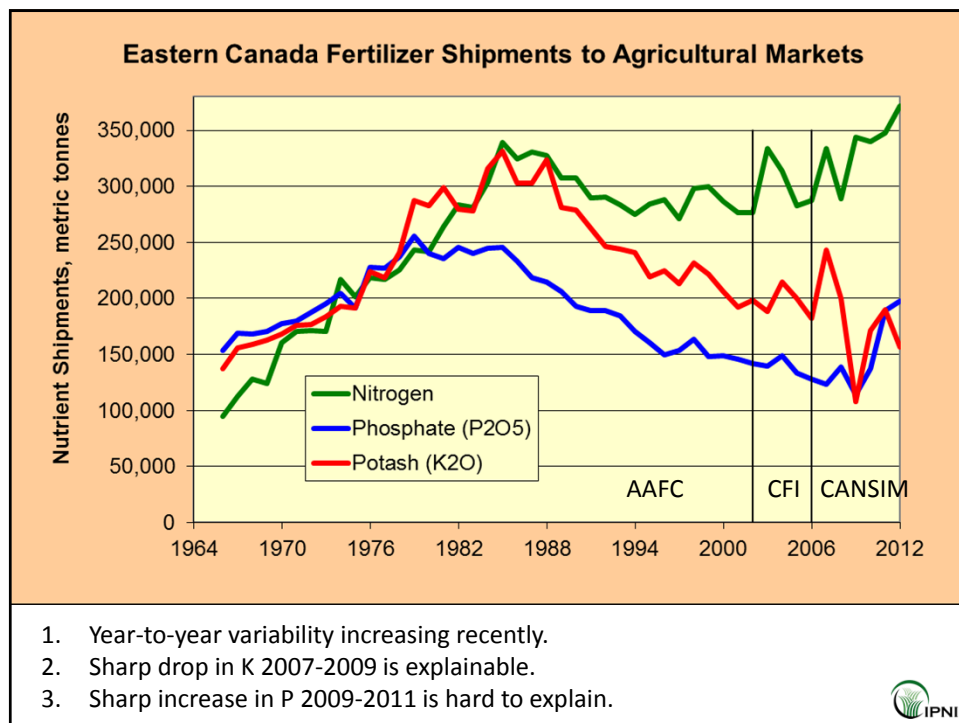
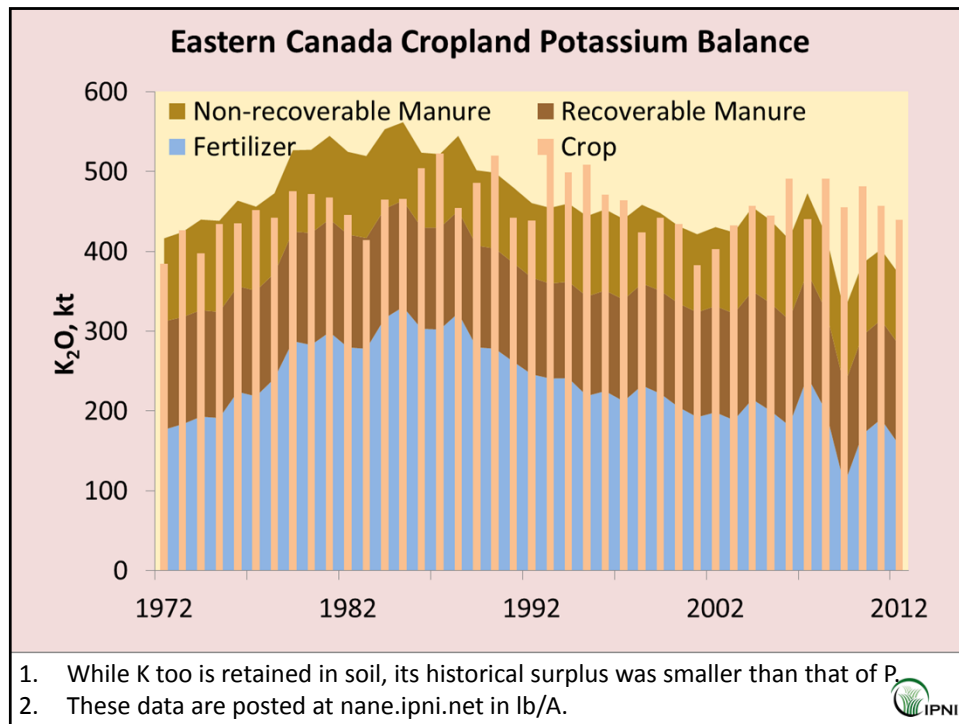
Use of shipments data in crop nutrient balances for Eastern Canada

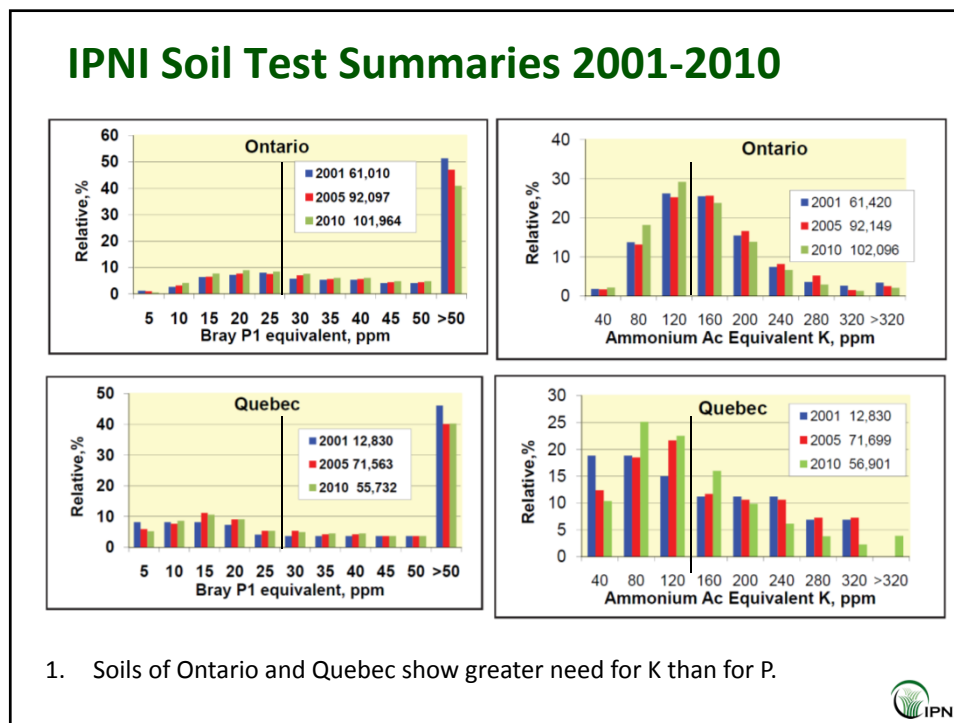
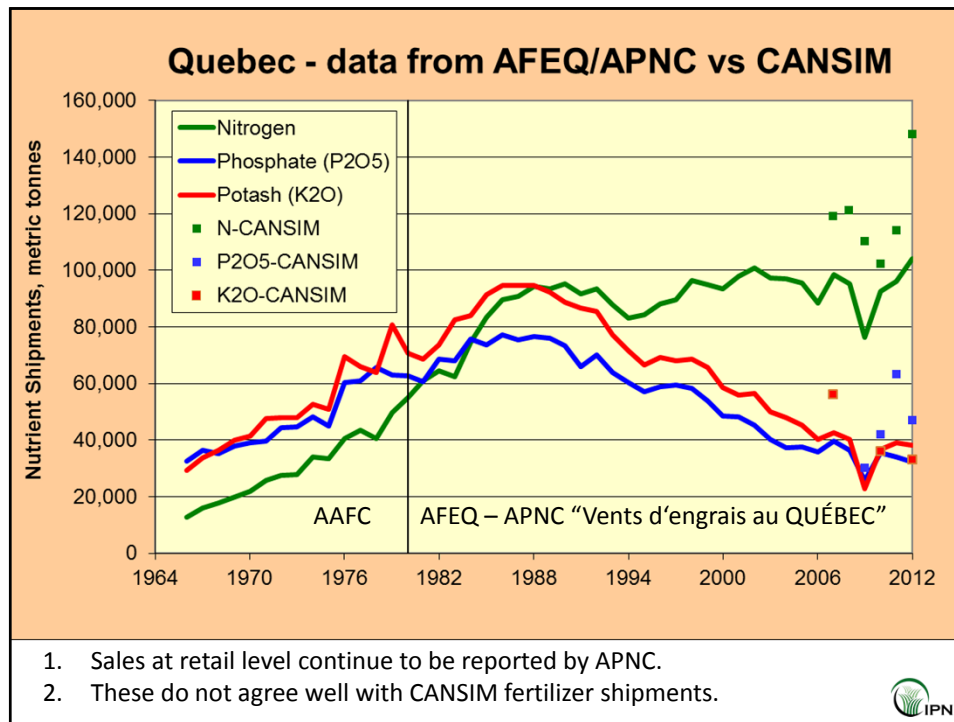


Tom Bruulsema, Director,
Northeast Region, IPNI

 Agrium Inc.	 Arab Potash Company	 Belarusian Potash Company	 CF Industries Holdings, Inc.	<p>Formed in 2007 from the Potash & Phosphate Institute, the International Plant Nutrition Institute is supported by leading fertilizer manufacturers.</p> <p>Its mission is to promote scientific information on responsible management of plant nutrition.</p>
 Compass Minerals Specialty Fertilizers	 Incitec Pivot	 International Raw Materials LTD.	 Intrepid Potash, Inc.	
 K+S KALI GmbH	 The Mosaic Company	 OCP S.A.	 PotashCorp	
 Qatar Fertiliser Company (QAFCO)	 Simplot	 Sinofer Holdings Limited	 SQM	
 Toros Tarim	 Uralkchem	 Uralkali		

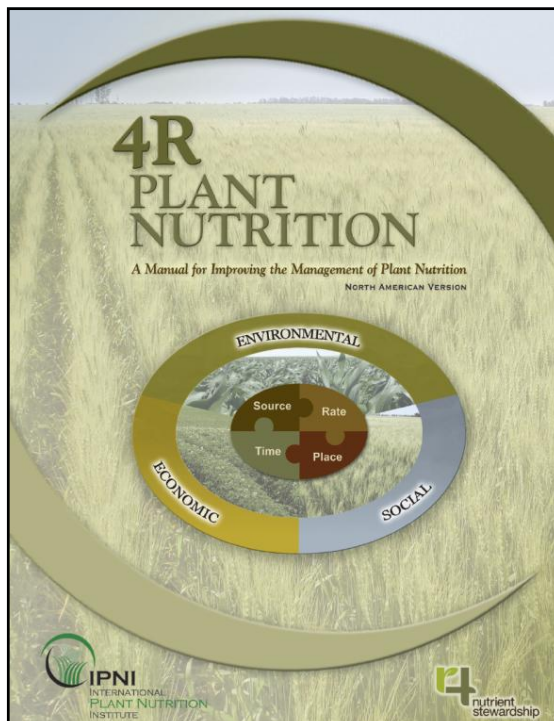






Summary

1. *As industry engages 4R Nutrient Stewardship, the demand for accurate data on fertilizer use in comparison to the nutrient removal by crops will increase.*
2. *Fertilizer use data needs to be presented in the appropriate context, relative to crop removal and changes in soil fertility levels.*



Thank
You

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