**Project title:** FERTAO - Fertilizer Cost Build up studies and process maps in West Africa (9 countries)

<table>
<thead>
<tr>
<th>Project place</th>
<th>Project cost</th>
<th>Role in the project</th>
<th>Technical and financial sponsors</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Niger, Nigeria, Senegal, Togo</td>
<td>100 000 €</td>
<td>Agriculture &amp; Market Expertise</td>
<td>IFDC - International Fertilizer Development Center</td>
<td>February 2019 - April 2019</td>
</tr>
</tbody>
</table>

**Project’s goals and results**

**Main goals**
The objective of this consultancy to undertake a series of cost build-up studies and fertilizer process maps along four main corridors that connect with the main high-fertilizer consuming hubs/destinations in West Africa (e.g., cotton areas in Sahel), which will identify key bottlenecks and processes that can be optimized to reduce domestic costs and reduce farm gate prices

>> See the studies on the [IFDC website](#)

**Specific objectives**
- Understand the cost implication of the various components of the fertilizer value chain to the final fertilizer prices paid by the farmer
- Be able to compare costs to move product through different ports in a given region, and understand the variation in costs and processes
- Provide fertilizer stakeholders offline and online tools to estimate scenarios and cost of doing business through various corridors for various products (straight, compound, blends)

**Beneficiaries**

**Results**
R1. The study will analyze 4 main corridors
   - Port of Dakar, serving Senegal, Mali, and Burkina Faso
   - Port of Abidjan, serving Cote d'Ivoire, Mali, and Burkina Faso
   - Port of Tema, serving Ghana and Burkina Faso
   - Port of Lomé, serving Togo and Burkina Faso

   R2. Cost build up analysis for each corridor
   - From FOB to port warehouses (bulk / bagged / containerized, including storage)
   - From port warehouses to main distribution centers
   - For imported feedstocks (e.g urea, SoA, DAP, TSP, MOP, kieserite ...) and main compounds imported in the countries served by the corridors
   - For blends produced in coastal countries before export to the hinterland
   - Where applicable, include railway costs in addition to trucking costs
   - Provide recommendations to optimize costs of procuring and distributing fertilizers

   R3. Detailed process map for each corridor
   - Standard procedures to import, blend, and distribute fertilizers
   - Description of ports, roads and railways, warehouse operations and capacity
   - Review of existing delays and issues encountered by stakeholders at the various stages, and their impacts on their business operations (cost, time)
   - Provide recommendations to optimize processes of procuring and distributing fertilizers

**Activities**

A1. Conduct a desk review to assess
   - Incoterms used for importing fertilizers at the respective ports (e.g. CFR, CIF, FOB)
   - International freight charges (from manufacturers port to respective country’s sea port)
   - Country Port Tariff manual (by Port managers e.g. either government and/or private agents)
   - Taxes and levies imposed on fertilizers

A2. Conduct field and remote interviews with
   - Sea and dry ports, shipping agencies, forwarders, transporters, railway operators
   - Fertilizer producers, importers, blenders, distributors
   - Fertilizer supplier services: bagging, warehouses, quality control labs

A3. Hold consultative and validation meetings with key stakeholders
   - One per corridor
   - One regional (during the next West Africa Fertilizer Forum, April 2019)