



Detailed country-by-country access plan for P and other agro-minerals

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N2Africa

**Putting nitrogen fixation to work
for smallholder farmers in Africa**



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1 Introduction

Phosphorus is an essential element required for legume growth and nitrogen fixation (Giller, 2001). As many African soils are old and highly-weathered, P fertilizers are required virtually everywhere for all crops. Legumes tend to have a stronger requirement for P than cereals due to their less-branched and less fibrous root systems. Crop legumes are all (with the exception of lupin) dependent on arbuscular mycorrhiza for efficient uptake of P from the soil, and these mycorrhizas are ubiquitous in the soil. P tends to be particularly in short supply in coarse-textured sandy soils and in acid, heavy clay soils (oxisols). In all cases the best strategy for managing P fertilizer additions is a little-but-often approach – using small rates of P (typically 15-30 kg P ha⁻¹) on each legume crop (Buresh et al., 1997). This ensures most efficient crop recovery of P. Typical recovery efficiencies for P are 20-25% in the first crop and 2-3% in a second, subsequent crop (Janssen et al., 1987). If P fertilizers are added regularly the residual P effect builds up. Addition of P with organic manures can enhance P availability by reducing the fixation of phosphate ions onto clay surfaces. In sandy soils over-supply of P can exacerbate incipient deficiencies of Zn, but these problems can be avoided if animal manures are used (Zingore et al., 2008). In addition to small amounts of P, small amounts of lime may be required to supply Ca (or in the case of dolomitic lime Ca and Mg), and this is readily available in all of the countries in which we will work. Fertilizer blends with micronutrients are available in some countries (e.g. Mavuno in Kenya) and will be targeted to problem soils.

Access to P and other agro-minerals will be an essential component for achieving the impact goals of the N2Africa project since most grain legumes show a response to P on low P soils, both in terms of grain yield and in terms of BNF, and since soils in a substantial part of the impact zones of the project are marginally to severely deficient in P. Other, probably more site-specific constraints (e.g., micro-nutrient deficiencies, acidity control) may require the use of other agro-minerals. Following the project indicators, the area under improved legume management will increase as detailed in Table 1 (and Annex 1). In principle, in those areas, sufficient inputs would need to be applied to reach the required increases in legume grain yield and BNF.

Table 1: Estimated areas under specific legumes for each of the regions

| Region | Legume | Year 1 [ha] | Year 2 [ha] | Year 3 [ha] | Year 4 [ha] |
|--------------|----------------|----------------|----------------|----------------|----------------|
| West | Cowpea | 1,200 | 2,800 | 6,200 | 15,000 |
| | Groundnut | 200 | 482 | 1102 | 2750 |
| | Soybean | 300 | 770 | 1860 | 4875 |
| East/Central | Bush beans | 300 | 700 | 1550 | 3750 |
| | Climbing beans | 300 | 700 | 1550 | 3750 |
| | Soybean | 90 | 389 | 1259 | 4007 |
| Southern | Groundnut | 200 | 481 | 1096 | 2727 |
| | Bush beans | 100 | 272 | 689 | 1875 |
| | Soybean | 65 | 319 | 1076 | 3496 |



Assuming relatively low required P application rates per target legume as detailed in Table 2, the project would need to leverage about 700 ton of P fertilizer by year 4 (Table 2). It is obvious that the project cannot afford to handle the logistics of moving 699 tons of fertilizer P (i.e. about 3,300 tons of fertilizer), or fully subsidize this P fertilizer and that there is need for a strategy to have participating farmers and farmer associations gradually cover the cost of the P fertilizer. In some countries where farmers are not accustomed to free hand-outs of inputs we should strive for farmer purchase of inputs from the start.

Table 2: Estimated fertilizer P needs to cover the estimated areas under legumes

| Region | Legume | P rates | Total P needs (tons) | | | |
|--------------|----------------|---------|----------------------|------------|------------|------------|
| | | | Year 1 | Year 2 | Year 3 | Year 4 |
| West | Cowpea | 10 | 12 | 28 | 62 | 150 |
| | Groundnut | 10 | 2 | 5 | 11 | 28 |
| | Soybean | 20 | 6 | 15 | 37 | 98 |
| East/Central | Bush beans | 20 | 6 | 14 | 31 | 75 |
| | Climbing beans | 30 | 9 | 21 | 47 | 113 |
| | Soybean | 30 | 3 | 12 | 38 | 120 |
| Southern | Groundnut | 10 | 2 | 5 | 11 | 27 |
| | Bush beans | 10 | 1 | 3 | 7 | 19 |
| | Soybean | 20 | 1 | 6 | 22 | 70 |
| | | | 42 | 109 | 265 | 699 |

This implementation plan describes in detail how the need for specific inputs will be determined, which would be the optimal rate, and how these inputs will be deployed on a country by country basis following the logic of Table 1. Although there are no specific indicators related to the deployment of P and other inputs, except for having this implementation plan, it is understood that such inputs are critical to achieve the impact indicators of N2Africa. Evaluation of progress with implementing the plan should be an integral part of the M&E process developed for N2Africa. This plan is related to Milestone 1.2.4. of the project.

2 Objectives

The implementation plan has the following objectives:

- I. To determine the specific needs of P and other inputs for the targeted legumes and impact zones, including optimal rates.
- II. To establish country-specific plans on how to facilitate access to the required inputs at the required rates.
- III. To integrate these plans within the country-specific dissemination strategy.
- IV. To set progress checks and specific responsibilities to achieve the above objectives in each country.

The overall aim of the plan is to ensure sustainability of access to P and other inputs by integrating their costs in the targeted legume enterprises.



3 Country-specific situation

3.1 Availability

This section describes the situation of the P and input supply sector for the different target countries. In most countries, some P-containing fertilizer is available (Table 3) though sole P, legume-specific fertilizer blends are only available in less than half of the target countries. In DRC, any fertilizer is hardly available. Lime and gypsum appears to be mainly commercially available in Zimbabwe. Though most countries have some form of rock phosphate deposits, only in Nigeria and Kenya are these commercialized with prices not being substantially lower than those of P fertilizer (Table 4).

Table 3: Availability of P and other agro-minerals in the target countries

| Country | Type | Supplier | Unit sold | Cost per unit (50 kg bag) |
|----------|--|---|-----------------|---------------------------|
| Kenya | DAP | MEA limited | 50 kg | USD 35 |
| | Mavuno, Mazao | Athi River mining Company | 50 kg | USD37 |
| | SSP, TSP | CONAGRA, USA | 2, 5, 10, 50 kg | USD 32 |
| Rwanda | NPK 17.17.17; NPK 20.10.10; NPK 20.5.5 | Premium Agro Chemical; Yala Chapameli; Export Trading; gift from JICA | 50 kg | USD 33 |
| | DAP | | 50 kg | USD 27 |
| | Urea | | 50 kg | USD 23 |
| DR Congo | NPK | COOCENKI | 50kg | USD 65 |
| | DAP | COOCENKI | 50kg | USD 60 |
| | TSP | COOCENKI | 50kg | USD 50 |
| Nigeria | SSP | Federal Superphosphate Company, Kaduna | 50kg | USD 20 |
| | Crystalizer super fertilizer | Crystal Talc Nig Ltd | 50kg | USD 18 |
| | DAP | Golden Fertilizers Nig. Ltd; TAK continental Nig Ltd | ton | USD 733 |
| Ghana | TSP | Yara, Chemico, Dizengoff, Wienco, Bogos Gold, Agrimat, Atoune, Bulgaria NV, Gh., Galli Ltd | 50 kg | USD 55 |
| Malawi | Nitro-phosphate | Yara, Optichem, SFRF, ARO | 50kg | USD 46 |
| | NPK | ATC, Yara, SFRF, ARO, Farmers world and Kulima Gold, | 5,10, 50kg | USD 33 |
| | DAP | Optichem, Yara, SFRF, ARO | 50kg | USD 46 |
| | TSP | Optichem, Yara, SFRF, ARO | 50kg | USD 52 |
| Zimbabwe | Compound D (7:14:7:4 N:P205:K20:S + B) | ZFC, Windmill, Omnia | 50kg | USD 29 |
| | SSP | ZFC, Zimphos | 50kg | USD 12 |
| | Dolomitic lime | Early Worm Mine, G and W, ZFC | ton | USD 90-100 |
| | Gypsum | Zimphos | 50kg | USD 6 |
| | Compound L (5:17:10:8:0.25 N:P205:K20:S:B) | | | |



| | | | | |
|------------|-----|------------------------|------|--------|
| Mozambique | SSP | AgriFocus, Agrochemico | 50kg | USD 65 |
| | TSP | AgriFocus, Agrochemico | 50kg | USD 65 |

Table 4: Availability of rock phosphate (RP) and other local amendments in the target countries

| Country | Type | Quality issues? | Commercialized by whom? | Package units | Cost per unit |
|------------|---|---|--------------------------------------|-----------------------------|--|
| Kenya | Minjingu [powder and granulated] (imported from Tanzania) | Regulated (KEBS); should be OK | Kondola Enterprises Ltd, Nakuru | 50 kg | USD 26 |
| Rwanda | Lime and Travertine | Uncertain | Local traders | 25kg; 50kg | USD 1.42 for 25 kg bag; USD 2.84 for 50 kg |
| DR Congo | Lime | Yes ; not regulated | Private | 25 kg and 50 kg | USD 0,12/kg |
| Nigeria | Sokoto rock phosphate | QA hardly enforced | Crystal Talc Nig Ltd, Kaduna | 50 kg | USD 23/kg |
| Ghana | Togo RP; Burkina RP; Mali RP; Senegal RP; Morrocco RP | Non regulation | Weinco, Sadalco, Chemico, Yara | 30 kg | USD22/ |
| Malawi | Tundulu RP | Not regulated | Not yet | N/A | N/A |
| | Limestone | Not regulated | Not yet | N/A | N/A |
| Zimbabwe | Dorowa RP | Igneous and unreactive P deposit. Not suitable for direct application | Zimphos | 50 kg | Unsure |
| Mozambique | Local RP | The P content unknown | Not commercialized | Not available on the market | N/A |

3.2 Quality

In terms of quality of the P fertilizer and other inputs, although some quality control mechanisms do exist in nearly all countries, inputs of sub-standard quality is an important issue, except perhaps in Zimbabwe and Kenya, necessitating the need to link farmer associations to inputs from reliable sources (Tables 5 and 6). Quality decline happens in most countries through inappropriate repackaging or adulteration of inputs.

Table 5: Quality control of inputs and risk of occurrence of below quality inputs

| Country | Quality control by government? | Risk of occurrence of below quality inputs? |
|---------|--|---|
| Kenya | Yes, KEBS | - Limited risk |
| Rwanda | Certificate of origin, certificate of analysis checked by Rwanda Bureau of Standard at entry point; seasonal at local level with input | - Limited risk |



| | | |
|------------|--|--|
| | dealers stores | |
| DR Congo | None | - Risk is low since there is very little use of fertilizer |
| Nigeria | Standards Organization of Nigeria (SON) has specifications for fertilizer. | - The nutrient analysis on fertilizer bags often does not match its content - Regulatory agencies have inadequate capacity in terms of number of staff as well as facilities and this leads to quality assurance in fertilizer industry being poorly enforced leading to the importation and production of poor quality fertilizers |
| Ghana | Ghana Standards Board | Adulteration could occur at the ports through repackaging; enforcement of standards is inadequate. |
| Malawi | Malawi bureau of standards; Department of Agricultural Research Services | - Roles are not clearly defined, hence danger that it may not be conducted |
| Zimbabwe | Yes | - Minimal |
| Mozambique | INOQ (National Standards Bureau) | - Fertilizers imported mainly from South Africa in 50kg bags so risk of adulteration is low they as they are sold as is |

Table 6: Occurrence of repackaging and adulteration in the target countries

| Country | Issue | Occurrence? | Risk of occurrence? |
|------------|---------------|--|--|
| Kenya | Repackaging? | Yes but mainly by the main producers | Minimal |
| | Adulteration? | Minimal | Minimal |
| Rwanda | Repackaging? | None | NA |
| | Adulteration? | Stealing on bags during transport; opened bags | Frequent with Chapameli supplier |
| DR Congo | Repackaging? | Yes | Minimal |
| | Adulteration? | None | Could happen once more farmers use fertilizer |
| Nigeria | Repackaging? | Problems frequently reported | Under application through lower grades |
| | Adulteration? | Adulterated fertilizers due to inadequate enforcement | Under application /misapplication of input in desired quantity and quality |
| Ghana | Repackaging? | Yes at the ports and in the markets | High |
| | Adulteration? | Highly probable | Moderate to high |
| Malawi | Repackaging? | Only done by Agricultural Trading corporation (5 and 10 kg packs for fertilizers only) | No production or inadequate quantities produced due to less demand |
| | Adulteration? | May occur, though no incidence related to approved suppliers | Selfish traders may take advantage, hence poor quality fertilizers |
| Zimbabwe | Repackaging? | Yes | Minimal |
| | Adulteration? | No | None |
| Mozambique | Repackaging? | Can happen where bags are opened and sold in small quantities | Probable when imported in large packages |
| | Adulteration? | Not known | Less likely |



3.3 Input supply networks and bottlenecks

The density of input supply networks for fertilizer varies between quite dense (Kenya) to inexistent (DR Congo) (Table 7). Main bottlenecks are related to the late supply, the limited quantities available, difficult transportation, and lack of decentralized storage facilities (Table 8).

Table 7: Input Supply networks in the target countries

| Country | Mandate area | Large importers? | Agro-dealer density? | Input subsidy schemes? | AGRA investments on input supply? |
|------------|----------------|--|---|--|--|
| Kenya | All | Hydra-Hydra chapa Meli MEA Ltd | High in both urban and rural centres | Limited to tea and sugarcane farmers | Agro-dealer training (through CNFA) |
| Rwanda | All | RADA is the only authorized importer for fertilizers | Subcontracted privates at the district level, on a seasonal basis | 50% subsidy by the government on all imported fertilizers | Agro-dealer training (through IFDC) |
| DR Congo | All | COOCENKI [30-50 ton/season] | Very low | None; collective buying is needed | None |
| Nigeria | Guinea savanna | Largely commissioned by Government. | Major dealers domiciled in cities, retailers in villages | Especially for fertilizers but does not reach target beneficiary | Linking farmers to input dealers, credit providers and agro-processors |
| Malawi | All | SFRF, YARA, OPTICHEM, ARO | Farmers world, Kulima Gold (Rab processors) | Present- through ADMARC | None |
| Zimbabwe | All | Omnia, Windmill Fertilizers | 5 per district | ZFU-EU fertilizer scheme, Grain Marketing Board | None |
| Mozambique | Angonia | Agrifocus Agri-Quimico, from Malaw | IKURU | None | None |
| | Manica | Agrifocus and Agri-Quimico | Dengo Comercial | None | Don't know |
| | Zambezia | Agrifocus and Agri-Quimico | IKURU | None | Don'tknow |

Table 8: Input supply bottlenecks in the target countries

| Country | Bottleneck? | Risk of bottleneck? | Risk management strategy? |
|---------|---|---------------------|---|
| Kenya | High cost | Medium to high | Credit facilities; focus on improving fertilizer use efficiency |
| Rwanda | Repayment of loan | Moderate | Service providers (NGOs) to follow up and mobilize the communities |
| | Illicit selling to neighboring countries | Moderate | Crop Intensification Program to monitor and evaluate the fertilizer use and storage |
| | Exchanging of labeling with the content of bags | Low | Quality control mechanisms |
| | Reluctance of farmers to use | High | Demonstration trials with volunteer farmers |



| | fertilizer | | |
|------------|---|--------------------|---|
| | Unskilled distributors with no accurate knowledge on fertilizer | High | Training of dealers on fertilizer handling; quality control mechanisms |
| DR Congo | Resistance to fertilizer use | High | Awareness creation campaigns |
| | Taxes | High | Lobbying and informing policy |
| | Lack of knowledge on use | High | Demonstration trials; awareness creation at the academic, political, local, religious, etc level |
| Nigeria | Lack of credit | low | Creation of credit facilities |
| | Not available on time | moderate | Direct linkage to input dealers |
| | Under-bagging | Low | Enforcement of standards |
| | Adulteration and misbranding | Moderate - high | Enforcement of standards |
| | Insufficient quantities available | moderate | Organise farmers into cooperatives |
| Ghana | Poor financing of agrodealers; Poor access roads; Poor knowledge of agrodealers; Poor warehousing and storage | Moderate – High | Extend credit facilities to small agro-dealers; improve access roads; train agro-dealers in handling, usage, application, warehousing; enforce standards. |
| Malawi | Short supply of P fertilizers | High | Establish demand |
| | Transportation problems (during rainy season) | Moderate – High | Supply the local markets before rainy season |
| | Lack of warehousing facilities | Moderate – | Supply directly to farmers clubs |
| Zimbabwe | Late supply of inputs | Moderate | Timely purchase of inputs |
| | Shortage of fertilizer | Moderate | Imports |
| | Poor pricing of fertilizer | Moderate | Pricing policy for inputs |
| Mozambique | --Transportation problem | --moderate to high | --Supply local market before the rain |

3.4 Major constraints to legume production and availability of recommendations

Following expert knowledge, the major constraints to legume production are low soil P and occurrence of drought with soil acidity as a limitation in some countries (Table 9).

Table 9: Major constraints for legume production in the target countries

| Country | Mandate area | Presence of P deficiency? | Presence of soil acidity constraints? | Presence of other constraints? | Presence of drought [between and within season]? |
|---------|--------------|---------------------------|--|---|---|
| Kenya | All | Widespread | Localised in all district of Western Kenya | Limited K and S deficiencies | Most common within-season drought nearer to the Lake Victoria Basin |
| Rwanda | All | Widespread | Mainly in Gakenke District | All but most severe in Burera and Gakenke Districts | Most common in Bugesera and Kayonza Districts |
| DR | All | High | In some | Minimal | Limited |



| | | | | | |
|------------|---------------|----------------------------|-----------------------------|------------------------------------|--|
| Congo | | | areas | | |
| Nigeria | NGS | Widespread | Limited | Limited | At the beginning and towards end of season |
| Ghana | All | Widespread | Localized | Low N, low SOM, plinthite, erosion | Yes for all mandate areas |
| Malawi | All | Moderate | Moderate risk | Low N and P | Occasionally |
| Zimbabwe | Wedza | High | High risk | | Moderate |
| | Murehwa | High | High risk | | Moderate |
| | Makoni | High | High risk | | Moderate |
| | Buhera | High | High risk | Low rainfall | Moderate |
| | Bindura | Moderate | Low risk | | Moderate |
| | Chegututu | Moderate | Low risk | | Moderate |
| Mozambique | Zambesia | None | Moderate risk in some areas | rainfall fairly reliable | Short drought spells occur |
| | Manica | Some areas with moderate P | Moderate risk in some areas | Low rainfall in some years | Occasional drought |
| | Angonia, Tete | Some areas with moderate P | Some areas have low pH | None | Drought spells occur |
| | Nampula | Local along the coast | Moderat along the coast | None | Frequent drought spells occur |

Recommendations for input use on legumes do exist for P in most countries and for lime in some (Table 10).

Table 10: Summary of existing recommendations for legume production in the target countries

| Country | Legume/ Mandate area? | Existing recommendations for P? | Existing recommendations for lime? | Existing recommendations for other inputs? | Existing recommendations for water harvesting? |
|----------|-----------------------|--|------------------------------------|--|--|
| Kenya | All | 15-45 kg /ha | 2.5 t /ha | 40-60 N/ kg N/ha | Ad hoc |
| Rwanda | All | No official recommendations | No official recommendations | No official recommendations | No official recommendations |
| DR Congo | All | 45 kg P/ha | 2000 kg/ha (1 time/year) | 18 kg N/ha | None |
| Nigeria | NGS: Soybean, cowpea | 16 kg P/ha broadcast pre-plant or banded | None | 10-20 kg N/ha as starter; 8-17 kg K/ha | None |
| | NGS: Groundnut | 24 kg P/ha broadcast pre-plant or banded | None | 20 kg K/ha; P source should contain S | None |
| Ghana | Soybean, cowpea, | 30 kg P ₂ O ₅ per ha | None | 20-40kg/ha of | None |



| | groundnut | for cowpea, groundnuts, soybean; Banding | | K ₂ O; Banding | |
|------------|-----------------------------------|--|----------------------------|--|---|
| Malawi | Groundnuts, soybean | 21 kg P/ha (banding) | 3t/ha (banding) | 6t/ha (banding/ incorporation) | As much as possible |
| | Common beans | 30 kg P/ha (banding) | | | |
| | Cow peas | 20-30 kg P/ha (banding) | | | |
| Zimbabwe | Wedza, Murehwa Makoni, , | 30 kg/ha P, banding | 0.6-0.8 t/ha; broadcasting | Inoculant, slurry method, Gypsum 200-250 kg spot applied | Tied-ridges, pot-holing, planting basins, mulching, infiltration pits |
| | Buhera | 20 kg/ha P, banding | 1-1.2 t/ha; broadcasting | | |
| | Bindura, Chegutu | 30 kg/ha P, banding | | | |
| Mozambique | Gurue district – Zambesia, Malema | No official recommendation (20 kg/ha) | No recommendation | No recommendation | Not available |
| | Manica province, Angonia | No official recommendation (40 kg/ha) | | | |

3.5 Existing summary scenarios

Condensing all above information, at least 5 scenarios can be identified that will impact on the strategies to use to make P fertilizer and other agro-minerals available to smallholder farmers in the different countries (Table 11). These scenarios cover differences in availability of P-containing or P fertilizer, the risk for sub-optimal quality of these inputs, the presence of agro-input dealer networks, and the existence of P input recommendations. Each country is within reach of large importers of fertilizer (though the cost per unit fertilizer will obviously vary depending on the transport routes available to a specific country).

Table 11: Potential scenarios existing across the target countries

| Scenario (country) | Potential to import | Availability of P-containing fertilizer | Availability of P fertilizer | Presence of good quality inputs | Presence of input dealer networks | Existence of recommendations for P use |
|---|---------------------|---|------------------------------|---------------------------------|-----------------------------------|--|
| Scenario 1 (Kenya, Zimbabwe and Mozambique) | Yes | Yes | Yes | Yes | Yes | Yes |
| Scenario 2 (Nigeria, Ghana, Malawi) | Yes | Yes | Yes | No | Yes | Yes |
| Scenario 3 (None) | Yes | Yes | Yes | Yes | No | No |
| Scenario 4 (Rwanda) | Yes | Yes | No | Yes | No | No |
| Scenario 5 (DR Congo) | Yes | No | No | No | No | No |



4 General principles and scenario-specific strategies

4.1 General principles

The following principles should form the basis of any P/agro-mineral deployment plans:

- I. We should use existing resources where possible.
- II. We should engage the private sector as early as possible in the implementation plan.
- III. We should move towards sustainability (the input cost should be embedded in the targeted legume enterprises).
- IV. We should work with other investments where possible (e.g., AGRA investments in the input supply chain).
- V. We should start from what is known and available and modify this through experimentation and promotion activities.
- VI. We should explore deploying fertilizer together with the inoculant and the improved varieties.
- VII. We should have realistic plans that have a certain degree of flexibility.
- VIII. We should base the follow through of the plan on feedback from the M&E activities.

4.2 Scenario 1 components

| Activities | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | |
|---|--------|----|----|----|--------|----|----|----|--------|----|----|----|--------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 |
| Confirm/adapt existing recommendations (adaptive trials) | | | | | | | | | | | | | | | | |
| Timely delivery of P fertilizer by producers or large importers | | | | | | | | | | | | | | | | |
| Train agro-dealers on the specific needs for P fertilizer | | | | | | | | | | | | | | | | |
| Subsidize small amounts during initial dissemination campaigns | | | | | | | | | | | | | | | | |
| Link agro-dealers to dissemination campaigns during years 2-4 | | | | | | | | | | | | | | | | |

4.3 Scenario 2 components

| Activities | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | |
|---|--------|----|----|----|--------|----|----|----|--------|----|----|----|--------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 |
| Confirm/adapt existing recommendations (adaptive trials) | | | | | | | | | | | | | | | | |
| Identify appropriate sources of P fertilizer and link to N2Africa | | | | | | | | | | | | | | | | |
| Timely delivery of P fertilizer by producers or large importers | | | | | | | | | | | | | | | | |
| Train agro-dealers on the specific needs for P fertilizer | | | | | | | | | | | | | | | | |
| Subsidize small amounts during | | | | | | | | | | | | | | | | |



| | | | | | | | | | | | | | | | | | |
|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| initial dissemination campaigns | | | | | | | | | | | | | | | | | |
| Link agro-dealers to dissemination campaigns during years 2-4 | | | | | | | | | | | | | | | | | |

4.4 Scenario 3 components

| Activities | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | |
|---|--------|----|----|----|--------|----|----|----|--------|----|----|----|--------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 |
| Develop recommendations (adaptive trials) | | | | | | | | | | | | | | | | |
| Subsidize small amounts during initial dissemination campaigns | | | | | | | | | | | | | | | | |
| Source P fertilizer through fertilizer import companies | | | | | | | | | | | | | | | | |
| Organize associations for bulk purchase around business plans | | | | | | | | | | | | | | | | |
| Explore links with other initiatives strengthening agro-dealer networks | | | | | | | | | | | | | | | | |

4.5 Scenario 4 components

| Activities | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | |
|---|--------|----|----|----|--------|----|----|----|--------|----|----|----|--------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 |
| Develop recommendations (adaptive trials) | | | | | | | | | | | | | | | | |
| Subsidize small amounts during initial dissemination campaigns | | | | | | | | | | | | | | | | |
| Convince importers/government to also avail P fertilizer | | | | | | | | | | | | | | | | |
| Organize associations for bulk purchase around business plans | | | | | | | | | | | | | | | | |
| Explore links with other initiatives strengthening agro-dealer networks | | | | | | | | | | | | | | | | |

4.6 Scenario 5 components

| Activities | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | |
|---|--------|----|----|----|--------|----|----|----|--------|----|----|----|--------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 |
| Develop recommendations (adaptive trials) | | | | | | | | | | | | | | | | |
| Subsidize small amounts during initial dissemination campaigns | | | | | | | | | | | | | | | | |
| Convince importers/government to also avail P fertilizer | | | | | | | | | | | | | | | | |
| Ensure quality of fertilizer along the input supply chain | | | | | | | | | | | | | | | | |
| Organize associations for bulk purchase around business plans | | | | | | | | | | | | | | | | |
| Explore links with other initiatives strengthening agro-dealer networks | | | | | | | | | | | | | | | | |



5 Country-specific P and other agro-mineral deployment plans

This section details the different steps to take towards a self-sustaining input deployment plan for each of the target countries, taking into account the specific situation in each of these, including the presence of complementary projects.

5.1 Kenya

The target areas of the project in Kenya are Western and Nyanza provinces in West Kenya. Both soybean and beans are the target legumes for the complete target area. The following detailed activities are planned to facilitate profitable access to P fertilizer and other essential agro-minerals.

I. Appropriate input rates and requirements for legume production

Evaluation of the agronomic results of the VAR-1 and INP-1 adaptive trails and specific observations taken from the various demonstration trials will result in quantitative information on the response of soybean and beans to P application and how this is affected by location and within-farm soil fertility gradients. The relative benefits of using commercially available Minjingu rock phosphate, which is cheaper per unit of P than the soluble P fertilizers, will also be evaluated against the latter. The obtained results will be translated in site-specific recommendations for P use in the target Provinces. The draft recommendations will be continuously updated following the generation of new information on the performance of these inputs in West Kenya. The final outcome towards the end of the project should be the determination of legume-specific blends and engagement with fertilizer companies to produce these.

II. Training of agro-dealers

In West Kenya, a reasonably dense network of agro-dealers exists. Many of these have been trained in business management skills through AGRA support and other initiatives and some of them have been exposed to ISFM approaches through training workshops and exchange visits organized by TSBF-CIAT. In a first instance, agro-dealers will be identified that cover a substantial area of the target zones. These will be engaged in specific training activities on legume production and inoculant use (see Milestone 5.4.3.) and the cost-benefits of selling inoculants and P fertilizer.

III. Initial demonstration campaigns

Since the number of households that are involved during the initial demonstration campaigns is rather limited, fertilizer has been subsidized by a Kenya-based fertilizer company MEA Limited. The same company also supplied the inoculants free of charge. Since the initial phase of the demonstrations is to prove the concept and expose farming communities to inoculant x P fertilizer effects on legume productivity, it is normal that inputs are subsidized to reduce risk for the participating farmer families.



IV. Follow-up demonstration campaigns

During follow-up demonstration campaigns, as the number of participating households increases, full subsidy of the required fertilizers will be impossible. By then, farming families should have been exposed to the beneficial effects of inoculant x P fertilizer on legume productivity so interesting them in purchasing the inputs directly could be justified. The unit price of the inputs and the method of procurement would need to be developed depending on the capacity of the participating associations for collective purchasing and marketing of inputs and produce. Since purchasing inputs, even inoculant, is always going to require some capital, successful deployment of P fertilizer will only happen if those same associations are linked to profitable output markets that would generate the required cash. Access to micro-credit schemes could be explored in the Kenyan context (e.g., Equity Bank, loan guarantees initiatives through AGRA). Linkages between projects, supported by AGRA and other investors, aiming at facilitating smallholder farmers to access fertilizer will be explored and where feasible, overlapping target areas will be considered. We should consider one means of engagement with fertilizer importers to ensure delivery of inputs on time would be for us to use project funds as guarantees up-front with companies so they deliver to suppliers in areas we are working in advance of the season.

5.2 DR Congo

The target areas of the project in DR Congo are the Walungu, Kabare, and Kalehe Territories of South-Kivu Province. Both soybean and beans are the target legumes for the complete target area. The following detailed activities are planned to facilitate profitable access to P fertilizer and other essential agro-minerals.

I. Appropriate input rates and requirements for legume production

Evaluation of the agronomic results of the VAR-2 and INP-2 adaptive trails and the INO-1 demonstration trials will result in quantitative information on the response of soybean and beans to P application and how this is affected by location and within-farm soil fertility gradients. The obtained results will be translated in site-specific recommendations for P use in the target territories. The draft recommendations will be continuously updated following the generation of new information on the performance of these inputs in East DR Congo. The final outcome towards the end of the project should be the establishment of legume-specific blends and engagement with importers to import these into DR Congo. For soils that have a limited P fixing capacity we will investigate the impact of focusing fertilizers on other crops in the rotation (e.g. maize) so that the legumes benefits from the residual P. In countries like DR Congo where there is very limited capacity to buy fertilizer this could be the most sensible choice for farmers.

II. Initial demonstration campaigns

Since the number of households that are involved during the initial demonstration campaigns is rather limited, fertilizer has been subsidized by a Kenya-based fertilizer company MEA Limited. The same company also supplied the inoculants free of charge. Since the initial phase of the demonstrations is to prove the concept and expose farming communities to



inoculant x P fertilizer effects on legume productivity, it is normal that inputs are subsidized to reduce risk for the participating farmer families.

III. Convince importers/government to avail P fertilizer

In DR Congo, only relatively small quantities of NPK fertilizer are currently available. The CATALIST program managed by IFDC has been able to convince the Congolese government to remove import duties on fertilizer but interest of the private sector in importing inputs has been limited. We need to convince CATALIST that P fertilizers should be part of the package of inputs they are dealing with. We should consider one means of engagement with fertilizer importers to ensure delivery of inputs on time would be for us to use project funds as guarantees up-front with companies so they deliver to suppliers in areas we are working in advance of the season.

IV. Ensure quality of fertilizer along the input supply chain

Since there is no functional quality control scheme in DR Congo, efforts would be required to ensure that the fertilizer to be used in the follow-up demonstration cycles is of original quality and that repackaging of large amounts of fertilizer is centralized following tight procedures. Alternatively, MEA Limited is also interested in commercializing fertilizer in small packages in East-DR Congo through their office in Kigali, Rwanda. Obviously, cross-border movement of fertilizer would require administrative procedures to be followed and simplified.

V. Organize associations for bulk purchase around business plans during follow-up demonstration campaigns

During follow-up demonstration campaigns, as the number of participating households increase, full subsidy of the required fertilizers will be impossible. By then, farming families should have been exposed to the beneficial effects of inoculant x P fertilizer on legume productivity so interesting them in purchasing the inputs directly could be justified. In absence of a functional agro-dealer network in East DR Congo, it will be important for participating associations to purchase P fertilizer in bulk to reduce transport costs and ensure timely availability of fertilizer. Such efforts would need to go hand in hand with profitable links to output markets and setting up some credit and savings schemes. Various organizations in Sud-Kivu are engaged in such activities and linkages with these would need to be sought since N2Africa itself does not have the funding to train associations in that respect. The unit price of the inputs and the method of procurement would need to be developed depending on the capacity of the participating associations for collective purchasing and marketing of inputs and produce. Since purchasing inputs, even inoculant, is always going to require some capital, successful deployment of P fertilizer will only happen if those same associations are linked to profitable output markets that would generate the required cash.

VI. Explore links with other initiatives strengthening agro-dealer networks

The earlier-mentioned CATALIST program is setting up activities to interest the private sector in commercializing agricultural inputs through business training and awareness creation.



5.3 Rwanda

The target areas of the project in Rwanda are in first instance the Burera (climbing beans), Gakenke (climbing beans), Kamonyi (soybean), Bugesera (soybean and bush beans), and Kayonza (soybean) districts in the Northern, Southern, and Eastern Provinces of Rwanda. The target legumes for each of the districts are given between brackets. The following detailed activities are planned to facilitate profitable access to P fertilizer and other essential agro-minerals.

I. Appropriate input rates and requirements for legume production

Evaluation of the agronomic results of the VAR-2 and INP-2 adaptive trails and the INO-1 demonstration trials will result in quantitative information on the response of soybean and beans to P application and how this is affected by location and within-farm soil fertility gradients. The obtained results will be translated in site-specific recommendations for P use in the target Districts. The draft recommendations will be continuously updated following the generation of new information on the performance of these inputs in Rwanda. The final outcome towards the end of the project should be the determination of legume-specific blends and engagement with importers and government agencies to import these into Rwanda. For soils that have a limited P fixing capacity we can investigate the impact of focusing fertilizers on other crops in the rotation (e.g. maize) so that the legumes gets the residual P. In countries like Rwanda where there is very limited capacity to buy fertilizer this could be the most sensible choice for farmers.

II. Initial demonstration campaigns

Since the number of households that are involved during the initial demonstration campaigns is rather limited, fertilizer has been subsidized by a Kenya-based fertilizer company MEA Limited. The same company also supplied the inoculants free of charge. Since the initial phase of the demonstrations is to 'prove the concept' and to expose farming communities to inoculant x P fertilizer effects on legume productivity, it is normal that inputs are subsidized to reduce risk for the participating farmer families.

III. Convince importers/government to avail P fertilizer

In Rwanda, the government has recently invested in crop-specific subsidies for specific fertilizers, mainly NPK and DAP. Through continued dialogue with the Crop Intensification Program and the Ministry of Agriculture, we can certainly create interest in availing P fertilizer. MEA is going to set up a commercial outlet for its small packages of specific fertilizers in Kigali, Rwanda, so at least one company is going to supply legume-specific fertilizers and inoculants. Interest through private importers that have successfully applied to government bids for importing fertilizer – as is the current procedure – can certainly be extended to bulk purchases of P fertilizer. We should consider one means of engagement with fertilizer importers to ensure delivery of inputs on time would be for us to use project funds as guarantees up-front with companies so they deliver to suppliers in areas we are working in advance of the season.



IV. Organize associations for bulk purchase around business plans

During follow-up demonstration campaigns, as the number of participating households increases, full subsidy of the required fertilizers will be impossible. By then, farming families should have been exposed to the beneficial effects of inoculant x P fertilizer on legume productivity so interesting them in purchasing the inputs directly could be justified. The unit price of the inputs and the method of procurement would need to be developed depending on the capacity of the participating associations for collective purchasing and marketing of inputs and produce. Since purchasing inputs, even inoculant, is always going to require some capital, successful deployment of P fertilizer will only happen if those same associations are linked to profitable output markets that would generate the required cash. Access to micro-credit schemes could be explored since there are a number of micro-credit schemes in Rwanda. Linkages between projects, supported by AGRA and other investors, aiming at facilitating smallholder farmers to access fertilizer will be explored and where feasible, overlapping target areas will be considered.

V. Explore links with other initiatives strengthening agro-dealer networks

The CATALIST project, supported by AGRA, is starting a set of activities around strengthening agro-dealer networks. N2Africa needs to interact with CATALIST in order to ensure that inoculant and P fertilizer use in the context of legume production is included in specific training activities.

5.4 Nigeria

The mandate areas of the project in Nigeria are Kaduna and Kano States. Cowpea, groundnut and soybean are the mandate crops in the mandate areas. The following detailed activities are planned to facilitate profitable access to P fertilizer and other essential agro-minerals.

I. Appropriate input rates and requirements for legume production

There are existing P fertiliser recommendations for cowpea, groundnut and soybean in the mandate areas. However, these recommendations appear too generalised and obsolete and therefore require a review. Evaluation of the agronomic results of the VAR-1 and INP-1 adaptive trails and specific observations taken from the various demonstration trials will result in quantitative information on the response of the three crops to P application and how this is affected by location and within-farm soil fertility gradients. Single superphosphate (SSP), which is the commonest P fertiliser available in the market, will be used for the trials. The relative benefits of using commercially available Sokoto rock phosphate, which is marketed as Crystallizer, will also be evaluated against the latter. The obtained results will be translated in site-specific recommendations for P use in the target areas. The draft recommendations will be continuously updated following the generation of new information on the performance of these inputs in both Kaduna and Kano States. The final outcome towards the end of the project should be the determination of legume-specific blends and engagement with fertilizer companies to produce these. Already, the Managing Director of Crystallizer Company Ltd has given his personal assurance to closely collaborate with the project and to be responsive to the needs of farmers as recommended by the project in terms of blends and mini packs.



II. Training of agro-dealers

Large concentrations of agro-dealer networks exist within or in close proximity to the action sites in both Kaduna and Kano States. Many of these have been trained in business management skills through the support and initiatives of the International Fertilizer Development Centre (IFDC) and have formed regional organisations. The North Western Agro Input Dealers Association (NOWAIDA), which is the umbrella body for input dealers in both Kaduna and Kano States, is a key partner of the N2Africa project. Many of its members participated in the Nigeria National Planning Meeting and made very useful suggestions and are willing to organise trainings for farmers in the action sites on input handling and application. In the first instance, agro-dealers that cover a substantial area of the target zones will be engaged in specific training activities on legume production and inoculant use and the cost-benefits of selling inoculants and P fertilizer.

III. Initial demonstration campaigns

Farmers in the Guinea savanna of Nigeria are generally not used to the culture of applying fertiliser to legumes. Additionally, no farmers currently use inoculants. Since the initial phase of the demonstrations is to prove the concept and expose farming communities to inoculant x P fertilizer effects on legume productivity, inputs will be subsidized to reduce risk for the participating farmer families. Each participating farmer will be given a one-off package consisting of 1 kg of P fertiliser, 1 kg of improved seeds and inoculant packet. In return, the farmer is expected to give back 2 kg of seeds after harvest.

IV. Follow-up demonstration campaigns

During follow-up demonstration campaigns, new farmers may also be given one-off subsidised inputs but, as the number of households increases and the benefit of P x inoculation becomes obvious; farmers will be expected to purchase their inputs. The unit price of the inputs and the method of procurement would need to be developed depending on the capacity of the participating associations for collective purchasing and marketing of inputs and produce. Since purchasing inputs, even inoculant, is always going to require some capital, successful deployment of P fertilizer will only happen if those same associations are linked to profitable output markets that would generate the required cash. The existing fertiliser voucher subsidy scheme in Kano State and micro-credit schemes will be leveraged to help farmer access to inputs. Linkages between projects, supported by AGRA and other investors, aiming at facilitating smallholder farmers to access fertilizer will be explored and where feasible, overlapping target areas will be considered. One way of engaging with fertilizer importers to ensure timely delivery of inputs would be to use project funds as guarantee up-front with the companies so that they deliver to suppliers in areas we are working in advance of the season.

5.5 Ghana

The mandate area of the project in Ghana is northern Ghana, which is made up of 3 regions, namely Northern, Upper East and Upper West Regions. Cowpea, groundnut and soybean are the mandate crops in the mandate area. The following detailed activities are planned to facilitate profitable access to P fertilizer and other essential agro-minerals.

I. Appropriate input rates and requirements for legume production



The existing P fertiliser recommendations in the mandate areas for cowpea, groundnut and soybean (as well as other crops) are blanket recommendations that have been in place since the early 1970s. Trials are currently underway by the Soil Research Institute (SRI), in collaboration with Crop Research Institute (CRI) and Savanna Agricultural Research Institute (SARI) to update current recommendations. All of these institutes are partners in the N2Africa project. There are, therefore, strong opportunities for the project to make significant inputs into and leverage from these efforts to update current P fertiliser recommendations. Evaluation of the agronomic results of the VAR-1 and INP-1 adaptive trails and specific observations taken from the various demonstration trials in the 3 regions will result in quantitative information on the response of the three crops to P application and how this is affected by location and within-farm soil fertility gradients. Both single superphosphate (SSP) and triple superphosphate are available in the market within the mandate areas. TSP will be used for the trials. The results obtained will be translated into site-specific recommendations for P use in the target areas. The draft recommendations will be continuously updated following the generation of new information on the performance of these inputs in the mandate areas. The final outcome towards the end of the project should be the determination of legume-specific blends and engagement with fertilizer companies to produce these.

II. Training of agro-dealers

There are inefficiencies and bottlenecks in fertiliser distribution within the mandate areas. These lead to limited access and relatively high costs of the product. Some of the major importers of fertiliser include YARA, Dizengoff, CHEMICO, WIENCO and Golden Stock. These companies have wholesale distribution outlets in the urban areas of the North, such as Tamale, Wa and Bolga. Agro-input dealers supply most of the farming communities that are far away from the major wholesale centres. Although the agro-input dealers in Ghana have an umbrella organisation by name Ghana Agricultural Input Dealers Association (GAIDA), most agro-dealers are not well trained, efficiently coordinated or financially resourced to acquire and cost effectively distribute fertilisers and other inputs at scale. Some agro-input dealers participated in the Ghana National Planning Meeting and made very useful suggestions and are willing to collaborate with N2Africa project to ensure farmers' access to good quality fertiliser. In the first instance, agro-dealers that cover a substantial area of the target zones will be engaged in specific training activities on legume production and inoculant use and the cost-benefits of selling inoculants and P fertilizer. The project will also link with IFDC's agro-dealer programme and AGRA's Soil Health Programme at SARI which are already organising trainings for agro-dealers and farmer groups. This partnership will ensure effective delivery of training and avoid duplications, and thus enable coverage of greater numbers of agro-input dealers and communities in the mandate areas.

III. Initial demonstration campaigns

Farmers in Northern Ghana are generally not used to the culture of applying fertiliser to legumes, with general fertiliser application in the region being less than 8 kg per ha. Additionally, inoculant use among farmers is non-existent. Since the initial phase of the demonstrations is to prove the concept of and expose farming communities to inoculant x P fertilizer effects on legume productivity, inputs will be subsidized to reduce risk for the participating farmer families. Each participating farmer will be given a one-off package consisting of 1 kg of P fertiliser, 1 kg of improved seeds and inoculant packet. In return, the farmer is expected to give back 2 kg of seeds after harvest. We will leverage the input supply component of AGRA's Soil Health Programme that is being implemented by SARI to cover some of the communities.



IV. Follow-up demonstration campaigns

During follow-up demonstration campaigns, new farmers may also be given one-off subsidised inputs but, as the number of households increases and the benefit of P x inoculation becomes obvious; farmers will be expected to purchase their inputs. The unit price of the inputs and the method of procurement would need to be developed depending on the capacity of the participating associations for collective purchasing and marketing of inputs and produce. Since purchasing inputs, even inoculant, is always going to require some capital, successful deployment of P fertilizer will only happen if those same associations are linked to profitable output markets that would generate the required cash. Linkages between projects, supported by AGRA and other investors, aiming at facilitating smallholder farmers to access fertilizer will be explored and where feasible, overlapping target areas will be considered. One way of engaging with fertilizer importers to ensure timely delivery of inputs would be to use project funds as guarantee up-front with the companies so that they deliver to suppliers in areas we are working in advance of the season.

5.6 Malawi

The target areas in Malawi are Salima, Ntcheu, Dowa, Mchinji, Lilongwe and Kasungu districts in the central region. Soybean, groundnut, and bean are the target crop but there will also be activities with cowpea in the Salima. The following activities are planned to facilitate profitable access to P fertilizer and other essential agro-minerals.

I. Appropriate input rates and requirements for legume production

There is need for small amounts of P and in several locations Gypsum especially to increase yield of groundnut. However gypsum availability is erratic and the recommendation is bulky (3 t/ha) discouraging utilisation by smallholder farmers. SuperD (10 N: 24 P: 20 K: 6 S: 0.15 Bo) is widely used on legumes. This recommendation was done probably over 20 years ago and it is important for the project to update this recommendation in view of several observations in recent years claiming increase soil acidity and the value of residual fertilizer in maize-legume rotation.

II. Training of agro-dealers

A reasonably good network of agro-dealers exists in Malawi, though most deal with maize and tobacco and less on legumes. Some agro-dealers have participated in trainings by NASFAM, Farmer World, and a few other projects, but emphasis have been placed on maize and tobacco rather than legumes. Farmers are fairly aware of the use of inoculants but the supply side has been erratic. Main source has been the Chitedze research Station. Further discussions are warranted to explore the improvement of the quality of inoculants from this source, sale of inoculants, with appropriate storage and handling, through a wide range of agro-dealers.

III. Initial demonstration campaigns

Inputs for all demonstration campaigns can be purchased from the open market. We should strive for maximum purchase of inputs and minimum subsidy from the outset. Inputs purchased directly by the project will only be needed for larger plots (e.g. demo plots) managed through the project partners.



IV. Follow-up demonstration campaigns

As the project expands the number of areas where it is engaged and the number of participating households increases, attention needs to be given to ensuring the supply chain is operational to provide timely inputs. It is likely that this needs to be linked directly to marketing activities and further initiatives to ensure that sufficient capital is available for purchase of inputs. The use of farmer groups to ensure delivery of inputs on time should be explored.

5.7 Zimbabwe

The target areas in Zimbabwe are Wedza, Murehwa, Makoni, Buhera, Bindura and Chegutu. Emphasis will be placed on soybean and groundnut, but there will also be activities with cowpea and beans across the complete target area. The following activities are planned to facilitate profitable access to P fertilizer and other essential agro-minerals.

V. Appropriate input rates and requirements for legume production

The need for small amounts of P and Dolomitic lime for legume production are well established, though specific recommendations will be refined. Groundnut benefits from application of gypsum at podding to prevent 'pops' in the nutrient deficient sandy soils. Due to problems in accessing SSP and TSP, the cotton fertilizer blends Compound L is often used on legumes. Dorowa rock phosphate is the sole source available in the country, and this is mined and processed into P fertilizer by ZimPhos. It is an unreactive, igneous rock P deposit that is unsuitable for direct application. Dolomitic lime is mined in Zimbabwe by Early Worm Mine and is readily available. Draft recommendations for legume fertilizer rates will be drawn up in consultation with local experts and continuously updated following the generation of new information on the performance of these inputs. The final outcome towards the end of the project should be the determination of legume-specific blends and engagement with fertilizer companies to produce these.

VI. Training of agro-dealers

A reasonably dense network of agro-dealers exists in Zimbabwe, though few have the capital to invest in maintaining a good stock of inputs. Some agro-dealers have participated in the SOFECSA Learning Centres in Wedza and have therefore good knowledge of ISFM approaches. This does not hold for agro-dealers in the other areas where the project will be active and training workshops and exchange visits will be required. The use of legume inoculants is well-embedded in Zimbabwe, and inoculants are distributed through the local AGRITEX offices from the SPRL, Marondera where they are produced. Further discussions are warranted to explore the sale of inoculants, with appropriate storage and handling, through a wider range of agro-dealers.

VII. Initial demonstration campaigns

Inputs for all demonstration campaigns can be purchased from the open market. We should strive for maximum purchase of inputs and minimum subsidy from the outset. Inputs purchased directly by the project will only be needed for larger plots (e.g. at Learning Centres) managed through the project partners. Windmill Fertilizers have expressed an



interest in working together with N2Africa to improve the functioning of the supply chain. They are already working closely with SOFECSA.

VIII. Follow-up demonstration campaigns

As the project expands the number of areas where it is engaged and the number of participating households increases, attention needs to be given to ensuring the supply chain is operational to provide timely inputs. It is likely that this needs to be linked directly to marketing activities and further initiatives to ensure that sufficient capital is available for purchase of inputs. The dearth of cash in the economy at present is hampering economic activities at all levels. To ensure delivery of inputs on time it may be necessary to use project funds as up-front guarantees with companies so ensure that they deliver to suppliers in areas where N2Africa is working in advance of the season.

5.8 Mozambique

The target areas of the project in Mozambique are Zambesia, Manica, Tete, Nampula, and Niassa provinces. Soybean technologies will be promoted in all the provinces except Nampula; and groundnut activities will mainly focus on Nampula province. The following detailed activities are planned to facilitate profitable access to P fertilizer and other essential agro-minerals.

I. Appropriate input rates and requirements for legume production

Evaluation of the agronomic results of the VAR-1 and INP-1 adaptive trails and specific observations taken from the various demonstration trials will result in quantitative information on the response of soybean and beans to P application and how this is affected by location and within-farm soil fertility gradients. The results will be translated to site-specific recommendations for P use in the target Provinces. The draft recommendations will be continuously updated following the generation of new information on the performance of these inputs. The final outcome towards the end of the project should be the determination of legume-specific blends and engagement with fertilizer companies to produce these.

II. Training of agro-dealers

The main extension partners will be CLUSA and Technoserve who are both based in Nampula. Luis Pereira of Technoserve will lead the dissemination activities and has a business model that involves companies already engaged in contract farming for cotton and other crops. With this business model the main people being trained will be staff of the companies that are doing contract farming. However, we will stay in constant communication with the Foundation's Soybean Value Chain project and train agro dealers as needed. These trainings will focus on legume production and inoculant use (see Milestone 5.4.3.) and the cost-benefits of selling inoculants and P fertilizer.

III. Initial demonstration campaigns

Since the initial phase of the demonstrations is to prove the concept and expose farming communities to inoculant x P fertilizer effects on legume productivity, it is normal that inputs are subsidized to reduce risk for the participating farmer families.



IV. Follow-up demonstration campaigns

It is expected that the number of participating households will increase as more farmers become aware of the project; hence follow-up demonstration campaigns will be implemented. The farmers that are participating in the contract growing system will be provided with inputs through the system organised by the company they are associated with. However, only small quantities of the required fertilizers will be provide to farmers not participating in the contract growing system during their first year of the project. By then, all the farming families should have been exposed to the beneficial effects of inoculant x P fertilizer on legume productivity which may motivate them to purchase the inputs directly. The unit price of the inputs and the method of procurement would be developed. N2Africa will partner with the Soybean Value Chain project to ensure that most of the farmers have access to the required inputs and a market to sell their harvest.



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Appendices

Annex 1: Specific areas under the target legumes in the target countries

Acreeage estimates

| Region | Legume | Nr Households | | | |
|--------------|----------------|---------------|---------------|---------------|----------------|
| | | Year 1 | Year 2 | Year 3 | Year 4 |
| West | Cowpea | 2,000 | 4,667 | 10,333 | 25,000 |
| | Groundnut | 2,000 | 4,667 | 10,333 | 25,000 |
| | Soybean | 2,000 | 4,667 | 10,333 | 25,000 |
| East/Central | Bush beans | 1,500 | 3,500 | 7,750 | 18,750 |
| | Climbing beans | 1,500 | 3,500 | 7,750 | 18,750 |
| | Soybean | 3,000 | 7,000 | 15,500 | 37,500 |
| Southern | Groundnut | 2,000 | 4,667 | 10,333 | 25,000 |
| | Bush beans | 2,000 | 4,667 | 10,333 | 25,000 |
| | Soybean | 2,000 | 4,667 | 10,333 | 25,000 |
| | | 18,000 | 42,000 | 93,000 | 225,000 |

| Region | Legume | Ha under a specific legume | | | |
|--------------|----------------|----------------------------|--------|--------|--------|
| | | Year 1 | Year 2 | Year 3 | Year 4 |
| West | Cowpea | 0.600 | 0.600 | 0.600 | 0.600 |
| | Groundnut | 0.100 | 0.103 | 0.107 | 0.110 |
| | Soybean | 0.150 | 0.165 | 0.180 | 0.195 |
| East/Central | Bush beans | 0.200 | 0.200 | 0.200 | 0.200 |
| | Climbing beans | 0.200 | 0.200 | 0.200 | 0.200 |
| | Soybean | 0.030 | 0.056 | 0.081 | 0.107 |
| Southern | Groundnut | 0.100 | 0.103 | 0.106 | 0.109 |
| | Bush beans | 0.050 | 0.058 | 0.067 | 0.075 |
| | Soybean | 0.033 | 0.068 | 0.104 | 0.140 |

| Region | Legume | Ha under improved legume practices | | | |
|--------------|----------------|------------------------------------|--------------|---------------|---------------|
| | | Year 1 | Year 2 | Year 3 | Year 4 |
| West | Cowpea | 1,200 | 2,800 | 6,200 | 15,000 |
| | Groundnut | 200 | 482 | 1,102 | 2,750 |
| | Soybean | 300 | 770 | 1,860 | 4,875 |
| East/Central | Bush beans | 300 | 700 | 1,550 | 3,750 |
| | Climbing beans | 300 | 700 | 1,550 | 3,750 |
| | Soybean | 90 | 389 | 1,259 | 4,007 |
| Southern | Groundnut | 200 | 481 | 1,096 | 2,727 |
| | Bush beans | 100 | 272 | 689 | 1,875 |
| | Soybean | 65 | 319 | 1,076 | 3,496 |
| | | 2,756 | 6,914 | 16,382 | 42,230 |



List of project reports

1. N2Africa Steering Committee Terms of Reference
2. Policy on advanced training grants
3. Rhizobia Strain Isolation and Characterisation Protocol
4. Detailed country-by-country access plan for P and other agro-minerals



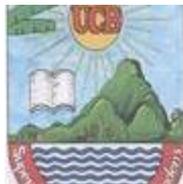
Partners involved in the N2Africa project



Diobass



Murdoch
UNIVERSITY
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Université Catholique de Bukavu



University of Zimbabwe

- Programme d'appui au développement durable **PAD** (DRC)
- Service d'Accompagnement et de Renforcement des capacités d'Auto promotion de la Femme en sigle – **SARCAF** (DRC)