



IFA
CROSSROADS
ASIA-PACIFIC 2014




Singapore
28 - 30 October 2014

Benefits of Protect & Sustain certification – Experience of Yara companies in Asia


CHAN Wei Siong
Yara Asia Pte Ltd, Singapore



IFA Crossroads Asia-Pacific 2014



protect&sustain
IFA'S PRODUCT STEWARDSHIP INITIATIVE





International
Fertilizer Industry
Association

PRODUCT STEWARDSHIP DEFINED THE BUSINESS CASE THE PROTECT&SUSTAIN INITIATIVE

Content

1. Introduction
2. Benefits & Challenges
3. Examples of tools used in Yara






PRODUCT STEWARDSHIP DEFINED
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Yara Product Stewardship Policy

A systematic approach to monitoring and reviewing the safety, health, environment, security, quality and handling of all our products, ensuring that proper care is taken along the entire value chain



THE PRINCIPLES OF PRODUCT STEWARDSHIP GUIDE ALL OF YARA'S ACTIVITIES








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Safety is always our top priority

- Best practice sharing on storage and handling with partners and customers








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International Fertilizer Industry Association

PRODUCT STEWARDSHIP DEFINED BENEFITS THE PROTECT&SUSTAIN INITIATIVE



WORKFORCE **ENVIRONMENT** **COMMUNITY**

Safer working conditions
Safer communities
Better environmental protection



The AGRECOVERY Foundation thanks you for your support and contribution.

2018-2019

Yara Fertilisers (NZ) Limited

Certificate awarded to Yara NZ as thanks for their contribution to the programme



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IMPROVING PERCEPTION **RISK MITIGATION**

THE BOTTOM LINE

Good public image
Influencing policy
Maximizing profitability
Minimizing accidents






PRODUCT STEWARDSHIP DEFINED
BENEFITS
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DNV BUSINESS ASSURANCE
MANAGEMENT SYSTEM CERTIFICATE

Certificate No. 111187-2013-0719-BEL-DNV
This is to certify that
Yara Vietnam Co Ltd
Office : Suoi Treng 11 Ph. 1117 Phume, D.1. Ho Chi Minh City, Vietnam
Washington 20701 Ph. M. 1, The Trade, Bu Hai - Hoang Tra, Vietnam
IFA Protect & Sustain product stewardship programme

Scope of the IFA Protect & Sustain Management System:
Management System
Product development and planning
Sourcing and contracting
Supply chain to the customer
Marketing, sales and application services
Development, marketing, sales and delivery of fertilizers and related crop nutrition solutions
This Certificate is valid for the following scope:
The level of recognition within the IFA PS scheme: Product Steward and

Joint Certificate date	Issue and date
20 January 2013	Approved: 21 February 2013
The Certificate is valid until: 30 January 2016	DNV certifies Yara Vietnam Co Ltd's Management System

The audit has been performed under the supervision of:
Viv Huse
Lead Auditor




Lack of fulfillment of conditions set out in the Certification Agreement may result in the Certificate being withdrawn.
DNV Business Assurance 111187-2013-0719-BEL-DNV, 111187-2013-0719-BEL-DNV



DNV BUSINESS ASSURANCE
MANAGEMENT SYSTEM CERTIFICATE

Certificate No. 111187-2013-0719-BEL-DNV
This is to certify that
Yara International (M) Sdn Bhd
Lot 3/2, Level 3, 1 First Avenue, Banker Chuan, 47000, Petaling Jaya, Selangor Darul Ehsan, Malaysia
IFA Protect & Sustain product stewardship programme

Scope of the IFA Protect & Sustain Management System:
Management System
Sourcing and contracting
Supply chain to the customer
Marketing, sales and application services
This Certificate is valid for the following scope:
Import, distribution and sale of fertilizers, and promotion of crop nutrition solutions
The level of recognition within the IFA PS scheme: Product Stewardship Excellence

Joint Certificate date	Issue and date
15 April 2014	Approved: 10 May 2014
The Certificate is valid until: 15 April 2017	DNV certifies Yara International (M) Sdn Bhd's Management System



The audit has been performed under the supervision of:
John Vanegas
Lead Auditor




Lack of fulfillment of conditions set out in the Certification Agreement may result in the Certificate being withdrawn.
DNV Business Assurance 111187-2013-0719-BEL-DNV, 111187-2013-0719-BEL-DNV










PRODUCT STEWARDSHIP DEFINED
BENEFITS
THE PROTECT&SUSTAIN INITIATIVE


"In a very competitive environment, it is crucial to stay ahead of competition and differentiate ourselves through quality engagement by demonstrating a strong commitment to the safe and sustainable management of our entire value chain - from factory to end user.


Being the first fertilizer company to receive the IFA Protect and Sustain certificate in Vietnam and in Business Unit Asia, is a great source of recognition for our staff who has worked extensively on that process and a proof of quality and added value for our customers."

Mehdi Saint André
Yara Vietnam
Managing Director











PRODUCT STEWARDSHIP DEFINED
THE BUSINESS CASE
EXPERIENCE


“There is strong commitment shown by the Yara Malaysia auditees. Very good controls are implemented at warehouse.



- 1) Good identification of products for FIFO implementation
- 2) Consistent spacing between lots, allowing for efficient evacuation, preventing mixing in case of emergency or damage
- 3) Clear segregation of products”

Thivakaran Narayanan
Senior Lead Auditor
DNV GL Business Assurance
Malaysia












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Main benefits of Protect & Sustain certification

- 1) Risk assessment - focus on higher risk activities in the supply chain
- 2) Extra focus with partners and customers by sharing best practices
- 3) Reinforcing standard operating procedures and controls
- 4) Raising the competence of employees and stakeholders





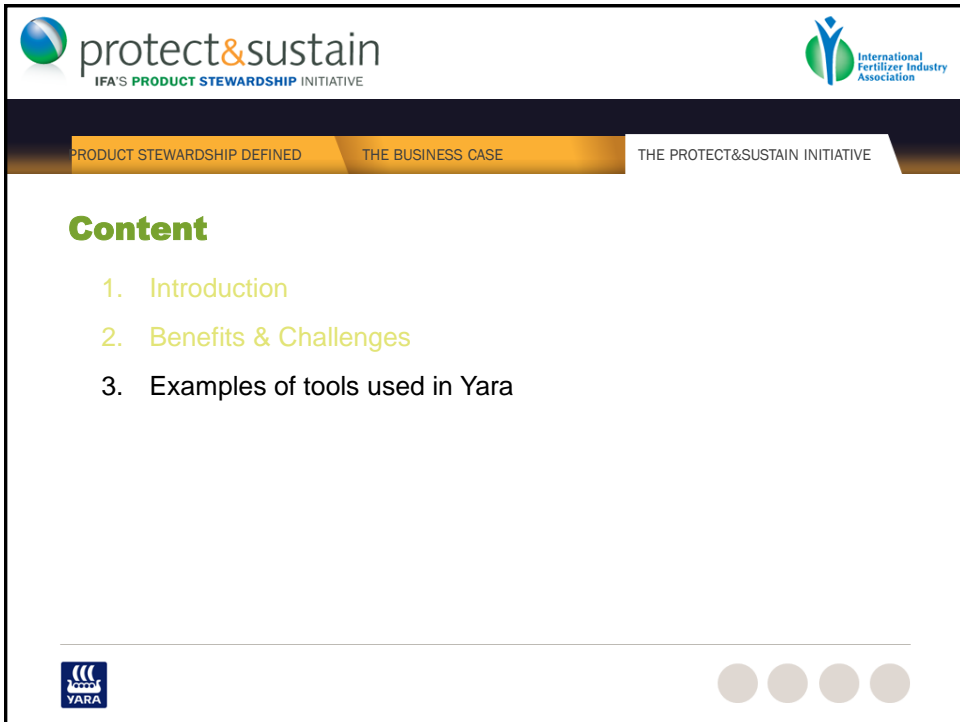





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Main Challenges


1. Overcome initial cultural barriers, explain the benefits, get the “buy in”
2. Self-assessment tool is adapted from European conditions, so some questions needs to be explained from a Yara and local perspective
3. An experienced person is needed to coach and explain with practical examples what each question means, considering local conditions





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Yara Product Safety Card
For more information please refer to the Safety Data Sheet
KRISTA K PLUS

Physical state: Solid

Supplier's details: Yara International (M) Sdn Bhd, Petaling Jaya Selangor Darul Ehsan, 47800, Malaysia
T: +603-7726 4181, A: +603-7722 2476
Emergency phone: +6012-251 1513
OXIDIZING SOLIDS - Category 3
ACUTE TOXICITY, ORAL - Category 5

Signal word: Warning

May intensify fire, oxidizer. May be harmful if swallowed.

Fire extinction:
Avoid contamination by any source including metals, dust and organic materials.
Suitable: Use flooding quantities of water for extinction.
Unsuitable: Do NOT use chemical extinguisher or foam or attempt to smother the fire with steam or sand.

Inhalation:
No personal respiratory protective equipment normally required.
If inhaled, remove to fresh air. Get medical attention if symptoms occur.

Accidental release:
In washing facility or water for eye and skin cleaning purposes should be present.
Wash out mouth with water. If material has been swallowed and the exposed person is conscious, give small quantities of water to drink. Do not induce vomiting unless directed to do so by medical personnel. Get medical attention if symptoms occur.


Skin contact:
Personal protective equipment for the body should be selected based on the task being performed and the risks involved.
Wash with soap and water. Get medical attention if irritation develops.

Eye contact:
Safety eyewear complying with an approved standard should be used when a risk assessment indicates this is necessary to avoid exposure to liquid splashes, mists, gases or dusts.
Rinse with plenty of running water. Check for and remove any contact lenses. Get medical attention.

Handling and storage: Store in accordance with local regulations. Store in a dry, cool and well-ventilated area. Avoid contact with ignition and heat sources. Keep away from direct sunlight. Separate from reducing agents and combustible materials. Keep away from organic materials, oil and grease.

Methods of disposal: Disposal should be in accordance with applicable regional, national and local laws and regulations. Care should be taken when handling emptied containers that have not been cleaned or rinsed out. Incineration or landfill should only be considered when recycling is not feasible. Avoid dispersal of spilled material and runoff and contact with soil, waterways, drains and sewers.

Prepared by: Yara Product Classifications & Regulations.
This is not a legal document. The information is provided for guidance only, at the user's risk.



Kad Keselamatan Produk Yara
Untuk maklumat yang lebih terperinci, sila rujuk kepada Lembaran Data Keselamatan Bahan
KRISTA K PLUS

Keadaan fizikal: Pepejal

Butir-butir pembekal: Yara International (M) Sdn Bhd, Petaling Jaya Selangor Darul Ehsan, 47800, Malaysia
T: +603-7726 4181, A: +603-7722 2476
Nombor kecemasan: +6012-251 1513
PEPEJAL, PENGOKSIDA - Kategori 3
ACUTE TOXICITY, ORAL - Kategori 5

Kata isyarat: Warning

Mungkin memperamalkan kebakaran, pengoksid. Mungkin berbahaya jika tertelan.

Rehabilitasi/kegunaan:
Elakkan pencemaran oleh sebarang sumber termasuk logam, debu dan bahan organik.
Sesuai: Cuna air dalam jumlah yang banyak.
Sesuai: Jangan guna pemadam api berjenis kimia atau buih. Jangan cuba mengucirkan atau memadamkan api dengan wap atau pasir.

Pencegahan:
Peralatan pemalasan peribadi biasanya tidak diperlukan.
Jika beresid, pindah ke tempat udara segar. Dapatkan bantuan perubatan jika gejala-gejala berlaku.

Pemalasan:
Mesti pencucian atau air untuk tujuan pembersihan mata dan kulit harus disediakan.
Bersihkan mulut dengan air. Jika bahan telah ditelan dan orang yang mengalami disedarkan, berikan sedikit air untuk minum. Jangan paksa muntah kecuali diarahkan berbuat demikian oleh kakitangan perubatan. Dapatkan bantuan perubatan jika gejala-gejala berlaku.


Selamatkan kulit:
Peralatan perlindungan peribadi untuk badan perlu dipilih berdasarkan tugas yang dilakukan dan melibatkan risiko dan perubahan dilakukan oleh pakar sebelum mengesan produk ini.

Selamatkan mata:
Kacamata keselamatan yang mematuhi keperluan piawai perlu digunakan apabila penilaian risiko menunjukkan sanya perlu untuk mengagalkan pencidahan kepada perisian ocular, kabu, gas atau debu bilau dengan air mengalir yang banyak. Puntak jika memakai kanta mata dan keluarkan jika ada. Dapatkan bantuan perubatan.

Pengendalian dan penyimpanan: Simpan mengikut peraturan tempatan. Simpan di dalam kawasan kering, sejuk dan ventilasi baik. Avoid contact with ignition and heat sources. Keep away from direct sunlight. Aangkan daripada agen pencemar dan bahan boleh terbakar. Jauhkan daripada bahan buhar seperti: bahan organik, minyak dan gas.

Kaedah pembuangan: Pelepasan hendaklah menurut undang-undang dan peraturan kawasan setempat, negara dan setempat. Mata buli apabila mengemulsi toka yang mahu dibuang tetap belum dibersihkan atau dibilas. Penemuan atau kabus tanah hanya harus dibertimbang apabila tidak mungkin dikitar semula. Elakkan pencemaran tanah trifungsi dan aliran dan beresid dengan tanah, jalan air, longkang dan pembekut.

Disediakan oleh: Yara Product Classifications & Regulations.
Ini bukan dokumen undang-undang. Maklumat yang disediakan ini hanya untuk panduan. Risiko penggunaan ditanggung oleh pengguna.






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My 15 Observations
Managers' Pocket Edition
15 important checkpoints
for Product Stewardship
at Fertiliser Warehouses



My 5 Observations
5 important checkpoints
for Product Stewardship
at Customer locations






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Thailand



คู่มือการจัดเก็บปุ๋ยยาอย่างถูกต้อง
เพื่อความปลอดภัย



ยารประเทศไทย

Malaysia



Safe Use of Fertilizers
肥料安全使用手册



China



化肥安全使用手册








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Yara Crop Nutrition focus



Home Fruit Planmaster



Mediterranean Planmaster



Savanna Planmaster

Consolidated and deep knowledge on crops











Yara Crop Nutrition



Tools and services, application concepts and competence

Wide and unrivalled product range to combine for better results







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- Plantmaster™ Series for agronomic information on specific crops


- Product Manuals covering:
 - Production Technology
 - Product Properties
 - Basic Agronomy Information
 - Product Performance Information

- Best Practice of Fertilizer Application
 - Basic Soil and Plant Nutrition Manual
 - Fertigation Manual



Banana Plantmaster™








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Higher profitability throughout the value chain



The diagram illustrates the value chain. At the top, a yellow bar with double chevrons contains the word "Profits". Below this, three boxes represent the value chain stages: "YARA" (with the YARA logo), "Retail" (with a photo of a YARA retail store), and "Distributors" (with a photo of a distributor). Below these is another yellow bar with double chevrons containing the word "Knowledge". To the right of the "Retail" and "Distributors" boxes, a vertical bar shows "Increased profit" at the top and "Growers' base profit" at the bottom, with a photo of a grower in a field.



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 International Fertilizer Industry Association

PRODUCT STEWARDSHIP DEFINED THE BUSINESS CASE THE PROTECT&SUSTAIN INITIATIVE

Join us!

 ifa product steward  ifa product steward **EXCELLENCE**

www.protectandsustain.org



YARA

Knowledge grows

