

SAAD *vocacy*

The official newsletter of the Special Area for Agricultural Development Program

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Philippine fertilizer price outlook: A reality for farmers and fishers

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The Philippines, as a net importer of fertilizer, is vulnerable to the rising fertilizer prices due to Covid 19 pandemic causing fertilizer shortages around the globe, higher input costs and fuel prices, disruption of production and trade, including geopolitical disputes (Russia and Ukraine). The study was aimed to analyze fertilizer import prices and dealer prices to provide proposals for importation, marketing, pricing, and other policy recommendations.

Results reveal that import prices vary from country to country and started to increase in early 2021. From February to April 2022, the lowest average import price of Prilled Urea is from Uzbekistan (\$648.00/MT), Granular Urea from China (\$602.00/MT), Ammosul from Japan (\$296.58/MT), Complete fertilizer from Korea (\$608/MT), Ammophos from Korea (\$490/MT), MOP from Jordan (\$570.37/MT), and DAP from China (\$900/MT), thus automatically affecting regional dealers prices due to archipelagic situation that entails additional logistical cost. Prilled Urea had the highest price in Region VI (Php 2,814.83) and the lowest in Region XIII (Php 2,536.11); Granular Urea was high in Region V (Php 2,826.33) and low in Region VII

(Php 2,430.00); Ammosul was high in CAR (Php 1,533.65) and low in Region XI (Php 1,302.31); Complete fertilizer was high in CAR (Php 2,220.37) and low in Region XII (Php 1,793.50); Ammophos was high in Region V (Php 1,948.55) and low in Region XII (Php 1,583.54); MOP was highest in Region IX (Php 2,054.51) and lowest in Region II (Php 1,749.20); and DAP was highest in Region VII (Php 2,944.30) and lowest in Region VIII (Php 1,883.33). This indicates that average prices of different fertilizer grades are generally lower in nearby seaports (i.e. Regions III, XI, XII, and XIII).

Likewise, variation in dealer's prices is influenced more by the company, brand and logistical cost hence, the incorporation of Suggested Retail Price (SRP) and Maximum Retail Price (MRP) should be calculated based on the source of origin and be institutionalized by the Department of Agriculture (DA) and Department of Trade and Industry (DTI) centered on the location where the fertilizers are locally sold, and the government should open up bilateral agreement with countries (G2G) producing fertilizers for lesser acquisition cost. **Full read at page 7**

EMPOWERING COMMUNITIES

It's looking "pine": Yfangad SAAD farmers pineapple production

by Sheena Phine P. Dayagom



KALINGA, July 14, 2022 – The Magic 78's Lower Bangad Farmers Association (M78LBFA)'s pineapple farm expects an estimated 15,600 pineapple harvest by August, after receiving support from the Integrated Banana, Pineapple, and Poultry Production Project of Department of Agriculture – Special Area for Agricultural Development (DA-SAAD) Program.

The pineapple production component of the Php 3,667,200 worth project granted 200 pineapple slips to each of the 78 members expecting to gather produce this coming August from the 0.95 ha total accumulated production area. Since the group's primary source of income comes from farming vegetables, rice, and fruits, pineapple is among their products yet only planted on a small scale. With this, the Municipal Government of Tinglayan partnered with the DA-SAAD program to reach Lower Bangad for additional livelihood.

Farmers have started harvesting pineapples since May which were either sold or used for their families' consumption. About two to five pineapples are gathered

in a week depending on the number of mature fruits. Their initial total pineapple sales reached Php 5,365 from selling 117 pineapples, which helped in the purchase of farmers' household needs such as food, gas, and payment of electricity bills.

In terms of marketing, the members of the FA decided on consolidating all of the group's harvest to be sold to their neighboring barangays such as Upper Bangad and Bangad Centro, in Tabuk City, and even in Bontoc, Mountain Province.

About the association

M78LBFA is composed of 78 members belonging to the Bangad sub-tribe, locally called as Yfangad, of Tinglayan. The farmers' association (FA) was registered under the Department of Labor and Employment and was accredited by the Department of Agriculture in September 2020.

Aside from pineapple slips, the group also received free-range chicken stocks, agricultural tools, and equipment. Due to lack of supplier, the banana production component was refocused into lanzones and coffee production, where seedlings were provided, as well as processing equipment for the coffee trees.

Ways forward

M78LBFA Chairperson Michael Dang-iw expressed their interest in

processing pineapples to help preserve the perishable produce for a longer time, which could also be a future venture for the group.

"Agyamyaman kami iti daytuy nga livelihood assistance nga napan iti Lower Bangad ta nu mamintinar mi daytuy ket paadwen mentu pay ti maimula mi ta daytuy ket dakkel ti maitulong na nga pagbyagan dagiti myembros" (We are very thankful for the livelihood assistance that was given to Lower Bangad, and if maintained, we will later expand our production area as this will be a big help to every members' livelihood), said Mr. Dang-iw.

With the emerging venture of M78LBFA, Mr. Joseph Gawang, a SAAD staff assigned in Tinglayan, encouraged the FA to refine their policies for the growth and sustainability of their livelihood. ###



Director's note

The whole of the Department is gradually set for the President's reform in the agriculture and fishery sector and its systems. Banking from the previous leadership's attempts to achieve the nation's food sufficiency during the health and economic crises, our quest is more intensified purposely to the development of our farmers welfare. Through all these, I am proud to say, that the DA-SAAD Program has long been prepared to effectively serve this purpose, specifically for its beneficiaries.

We are positive that these efforts will not be wasted if the program gets a chance to continue and expand. With this, we ensure that a more refined SAAD implementation shall arise. This will lead to more areas benefitting from the projects and more farmers in the frontline can have a fighting chance in the nation's battle against poverty, especially in our current economic position.

On our part, we perpetually seek ways on how to develop effectively and efficiently our services and find solutions when confronted with inevitable circumstances, such as the continuous rise of agricultural inputs, and rise of agri-related diseases among others. Featured in this issue, I humbly present to you, a thorough study and recommendations on local fertilizer deficit, our continuous effort to support community-based enterprises, and project beneficiaries' training for livelihood management.

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23 FAs in Sorsogon tutored on HVC Enterprise Production

by Pauline Trixia D. Borja

SORSOGON, July 14, 2022 – To introduce proper food handling and processing, 150 farmers from 23 farmers' associations (FA) in Sorsogon participated in the High Value Crops (HVC) Enterprise Production training conducted by the Department of Agriculture-Special Area for Agricultural Development Program (DA-SAAD) last May 11 to June 30, 2022.

SAAD in its commitment to empower farmers not just through livelihood provisions, but to continuously develop their farming skills through extension services, conducted localized training to HVC production beneficiaries. Representatives from the 23 FAs came from the municipalities of Magdalena, Pilar, Donsol, Matnog, Juban, and Magallanes. Full capacity is currently not possible as adherence to COVID-19 protocols are still being observed. Each participant is selected to re-echo the knowledge they gained from the training.

Php 1.9M farm inputs aimed at boosting corn production in SAAD OccMin

by Dianne Francis A. Sy



OCCIDENTAL MINDORO, July 7, 2022 – With the aim to strengthen corn production in the province, the Department of Agriculture – Special Area for Agricultural Development (DA-SAAD) Program awarded Php 1,930,440.00 worth of corn production package to five (5) Tagalog and Mangyan FAs in Occidental Mindoro.

A total of 186 beneficiaries (117 Mangyan and 69 Tagalog farmers) from various municipalities will benefit from the planting materials, organic fertilizers, and post-harvest equipment under SAAD's Corn Production Project FY 2022. The associations' cultivated areas comprised of individual beneficiaries' farm lands dedicated to corn

cultivation. The beneficiaries plant individually and the total production is recorded by their associations after harvest.

FAs from Magsaysay and Sta. Cruz became part of SAAD in 2020, receiving livelihood projects focused on increasing corn supply. On the other hand, Sablayan is one of the newly-covered SAAD municipalities in Occidental Mindoro as part of the program's expansion in 2022.

"Bilang Chairman ng CIFA, hindi namin inaasahan na may mga ganitong [makinang] darating kaya malaki po ang pasasalamat namin sa DA-SAAD," said Mr. Romulo V. Ramos...*continue to p. 4*

23 FAs in Sorsogon tutored on HVC...from p. 2



In line with this, eight (8) out of 23 farmers' associations from Sta Magdalena, Matnog, Magallanes and Juban were newly-formed and received the same training where some of them do rice, vegetable and coconut farming as their primary sources of income before joining SAAD Program.

Most of the farmers' associations, including the new group, have their communal area ranging from 200 square meters (sqm) to 1 hectare (ha) as their start-up.

The training sessions were spearheaded by SAAD Regional Program Management Support Office (RPMISO) staff Engineer Angineth Salcedo and SAAD Researchers Honey Leah Cantoria and Jenny Delmiguez, and facilitated by the Provincial Program Management Support Office (PPMSO) Sorsogon led by SAAD Provincial Coordinator Mary Rose Detera.

RPMISO Researchers Honey Cantoria and Jenny Delmiguez discussed the topic about Basic Food Hygiene and Enterprise

Development, Product Labelling, and Costing and Food Processing assisted by HVC Technical Staff Engr. Angineth Salcedo.

Additionally, the training introduced establishing a business enterprise to farmers. The farmers were taught on how to make vegetable value-added products such as veggie pastillas, veggie gummies, squash noodles, kalabasa halaya, ginger tea, kangkong fritters, and pickled sitao which will be their start-up enterprise this year.

During the cooking demonstration, Engr. Salcedo said, "You need to learn about proper food handling and processing in order for you to process food in compliance with food safety and which you may use for enterprise development that will serve as your additional income."

One of the training participants, Vanessa Malto, President of Binalyuan Vegetable Farmers' Association in Magallanes, expressed her gratitude for the program. *"Nagpapasalamat po ang aming asosasyon sa SAAD Program dahil marami po ang aming natutunan. Mas nagkaroon kami ng ideya kung ano ang tamang pagproseso ng iba't-ibang recipe na gawa sa gulay. Makatutulong po ang mga aral na ito sa*

pagpapaunlad ng aming grupo kapag kami ay nakapag simula nang mag luto ng mga itinuro sa amin" (Our association is thankful to the SAAD Program because we have learned a lot. We had a better idea of how to process different varieties of vegetable recipes properly. These lessons will help the development of our group when we are able to start cooking what has been taught to us), said Ms. Malto.

Training kits such as tote bags, advocacy shirts, notebooks, ballpen, alcohol, apron, hairnet, facemasks, and boots were also given to the farmers before the activity started.

The partial delivery of inputs to the farmers' association was started in the 1st and 2nd quarter of the year. They distributed vegetable/fruit seeds, garden tools, crates, complete fertilizer, plastic trays, weighing scales, rootcrop tubers, and ginger seedpieces.

This August, the SAAD Program will be distributing additional inputs such as brush cutter, drums, impulse sealer, and various stainless kitchenware to support enterprise establishment and complete the package worth Php 195,690 per group for FY 2022. In the same month,

Poctol Backyard Farmers' Association and Samahang Pangkabuhayan at Pangkaunlaran ng Calpi will receive a package worth Php 1,629,290 each which includes the above-mentioned interventions with additional inputs needed for enterprise development such as, power tiller with supplements, solar power irrigation system (SPIS), suction hose pipes, storage containers and packaging materials, herb and spice grinders, heat guns, food dehydrator machines, heavy cast aluminum pressure, stand mixer, steel preparation table, vegetable shredder machine, heavy duty/industrial gas stove with 50kg LPG tank.

Meanwhile, since the country is transitioning to the wet season, farmers are aiming to grow and strengthen their production of various vegetables such as pechay, upo, ampalaya, okra, talong, and kalabasa. Once they are able to stabilize operations and gain consistent harvest, the newly-formed FAs plan to venture into business enterprise this year. ###

Php 1.9M farm inputs aimed at boosting corn production...from p. 3

(As Chairman of CIFA, we were not expecting that we will be receiving such equipment. We are very grateful to DA-SAAD).

He also agreed to lend his space as equipment shed to temporarily house the machines while waiting for PhilMech's response to the association's request for a similar shed.

Mr. Reynaldo Factor, Municipal Agriculturist of Sablayan, encouraged the farmers to take care of the equipment and maximize the opportunity to improve their farming.

The group will be assigning members to take turns in maintenance and operation of the machine.

On the other hand, SAKAMAKU borrowed a warehouse from a non-government organization to keep their equipment. The facility also serves as the group's meeting place.

"Sana ay maibahagi natin nang maayos ang [interventions] na ipinapagkaloob ng programa

ng SAAD sa inyong mga miyembro. Mahalin nyo lamang lahat ng ibinibigay sa inyo ng gobyerno dahil ito na ang mga tulong para mapaunlad natin ang ating pagsasaka," Mr. Factor said.

(I hope that you will share the interventions that you received evenly among your members. Love all the projects that the government gives, as it will help you improve your farming).

Occidental Mindoro is known as the top producer of corn in MIMAROPA, producing 31,738 metric tons or the highest share of about 91.3% in the regional production of corn in the second quarter of 2021. The commodity has a variety of uses as it is consumed for food and animal feeds. FAs from Sablayan are situated in End Local Communist Armed Conflict (ELCAC) areas, while FAs from Magsaysay and Sta. Cruz are located in the geographically disadvantaged areas.

SAAD Program continues to empower its beneficiaries and extends its services to qualified municipalities by providing suitable livelihood projects even at its final year of implementation. ###



In June 2021, the association received the SAAD Program's Vegetable Production and Enterprise project amounting to Php 503,162.55, consisting of vegetable/fruit seeds (12 kgs), muriate of potash (1 bag), complete fertilizer (25 bags), urea (6 bags), African Night Crawler (57 kgs), laminated sacks (2 pcs), laminated sacks with yellow and gray combination (12 pcs), brush cutter (1 unit), knapsack sprayer (6 units), drums (12 pcs), garden tools (12 sets), hand trowel (18 pcs), hand rake (18 pcs), hand sprayer (18 pcs), pruning shear (3 pcs), plastic trays (92 pcs), bolo with scabbard (18 pcs), plastic mulch (3 rolls), vegetable twines (18 rolls), garden hoses (18 rolls), 10 kg weighing scales (2 pcs), crates (18 pcs), various stainless kitchenware – casserole, cauldron, steamer (1 set), various kitchen utensils – basin, ladle, strainer, tray (1 set), storage containers and packaging materials – bottles (1 set), protective personal equipment (PPE) and hygiene kits (1 set), ingredients for processing (1 set), impulse sealer (2 units), refractometer (1 unit), budded calamansi (566 pcs), peanut seeds (22kgs), mungbean seeds (15 kgs), rootcrop tubers (408 pcs), and ginger seedpieces (100kgs).

AGRO-FAIR 2022

Agro-Fair 2022 was held in celebration of the 125th founding anniversary of the municipality of Baras, Catanduanes on May 11-13, 2022. The event served as a venue for farmers and business owners from different municipalities to showcase various agricultural products like vegetables and products from the fisheries sector.

The fair is one of the activities highlighted in this year's Baras Foundation Day. Present in the festivities were six barangays that showcased their agricultural products, namely; Brgy. Genitigan, Brgy. Benticayan, Brgy. Paniquihan, Brgy. Guinsaan, Brgy. Abihao, and Brgy. San Miguel, which were represented by beneficiaries of the SAAD Program, the San Miguel-SAADVFA.

Throughout the three-day event, the association was able to sell their vegetable, giving them an income of Php 7,986.00.

The Agro-Fair 2022 was held at the baywalk of Baras and was a hit not just for residents but also for some neighboring municipalities. Buyers were ensured of the freshness and quality of the products the farmers offered.

Abaca Festival (Agri, Trade, and Tourism Fair)

In commemoration of the 6th Abaca Festival of the Province of Catanduanes on May 24-28,2022, the association likewise participated in the 6th Staging of Abaca Festival (Agri, Trade, and Tourism) Fair 2022 held at the Provincial Capitol grounds located in Virac, the capital town of Catanduanes.

It was attended by 99 exhibitors which consisted of 11 Local Government Units (LGU); 55 Processed Food sectors; 28 Wearables & Homestyle sectors; four Institutional Exhibitors; and one Diskwento Caravan c/o Catanduanes Bazaar. Joining the Baras LGU, the association showcased their agricultural products and earned Php 3,270.

The total income earned by the association will proceed to their circulating funds. Further, San Miguel SAADVFA plans to include processed products such as pickled vegetables and vegetable chips – products which were introduced to them during the training on vegetable production and enterprise development in September 2021.

Thankful for the opportunities at hand, the association looks for more opportunities to strengthen their livelihood by sustaining their vegetable production. ###

Vegetable farmers association earns 11k from agri-fest sales

by Jovinel M. Gianan

CATANDUANES, July 20, 2022 – Vegetable farmer-beneficiaries of the Department of Agriculture- Special Area for Agricultural Development (DA-SAAD) Program from the Municipality of Baras, Catanduanes earned Php 11,256 from participating in the Agro-Fair 2022 and Abaca Festival 2022 (Agri, Trade, and Tourism Fair), initiated by the Baras Local Government Unit (LGU) and through the joint efforts of the Department of Trade and Industry (DTI), Provincial Tourism Office, and the festival program committee.

With 30 members, the San Miguel SAAD Vegetable Farmers Association (San Miguel SAADVFA) sustains their vegetable production in a 1-hectare (ha) land area. The association cultivates various vegetables like upo, okra, talong, sitaw, hopi, langka, saging, patola, sigarilyas, sili, and pinya, which were part of the agricultural inputs provided.



TOWARDS CBEs

Bukidnon farmers cum cattle raisers move toward community enterprise

by Jennifer Valcobero

Having a vast land area with soils and climate highly suited to agricultural activities, Bukidnon's economy is generally agriculture-based, fueled by livestock, and highland crops such as corn, rice, sugarcane, pineapple, banana, and high-value vegetables (carrots, potato, cabbage, among others). To help plow their fields during land preparation, hauling of harvests, and transport products from farm to market, the farmers raised cattle and other draft animals for multiple farming purposes.

Livestock rearing offers two major benefits, as draft animals and for meat and milk production.

During a monitoring activity in March, two farmer's associations (FAs) from Talakag and Kibawe, Bukidnon were able to raise start-up capital to support their corn farming, procured a bull for calf drop (breeding service), and distributed cattle offspring to the next project grantees (considered as new members of the FA). This substantial result is under the corn and cattle production projects of the Department of Agriculture – Special Area for Agricultural Development (DA-SAAD) Program.

HPTI and NKSFA's admission to SAAD

Composed of 25 corn farmers for each FAs, the New Kidapawan SAAD Farmers Association (NKSFA) and Higaonon Pig-oyunan Tribal Association Incorporated (HPTI) were organized prior to selection as beneficiaries of the DA-SAAD Program in 2018. Nestled in barangay New Kidapawan, Bukidnon, and Barangay Basak, Talakag, the two groups became recipients of the Integrated Livelihood Project.

The project worth Php 2,876,419.50 included cattle, hybrid corn seeds, cacao seedlings, fertilizers, pinakbet seeds, plastic drums, garden tools, and drugs and biologics.

In 2018, a total corn production area of 56 hectares (ha) was planted, each member with 0.25-1.0ha. The farmer selected the right corn hybrid that matures within corn planting dates (January, July, April, and May) and climatic conditions.

In 2019, each member also took care of the 50 heifers (1-2 years old) provided by the program for

production. They ensure regular water sources for the animals even when temperatures plummet below normal, keep them well-fed, provide proper shelter during cold weather, assist pregnant ones, and keep them comfortable in a clean and safe environment.

Results in SAAD project implementation

Corn production

Corn planting includes land preparation, plowing and harrowing, furrowing, and burying 1-2 seeds per hill, 25 centimeters (cm) apart in the row, and 3-5cm deep. The members ensure that the soil is irrigated or rained prior to planting for uniformity and promotion of corn silks ready for pollination. When available, they use mechanical planters for a more accurate and consistent depth of planting and consequent germination.

To minimize pest and disease problems, they plant at almost the same period as other farmers do nearby.

The harvest season began after three to four months, where 80% of the produce was apportioned for family consumption, and 20% was sold. From the sales, a pledged (usually Php 500) per cropping income (twice a year) is contributed to the association as seed funds.

The associations started to provide loan services at 5% per month for members, and 10% for non-members, wherein the income serves as a revolving capital to help the members buy support farm inputs, specifically corn seeds for 2019 and 2021 production.

Cattle management

Included in the project package were drugs and biologics for the cattle, provided on a staggered basis (per year) to keep animals in good shape, ensuring access to medicine such as vitamins, spray animals to control external parasites such as ticks, lice, and flies that can be administered to them immediately.

Farmers feed the cattle with concentrate at least 1-2 kilograms per day during the fattening period, give roughage daily at 3% of its body weight if given air dry or 14% if fresh,



provide clean water without limit or ad libitum, and ordinary table salt about 30-50 grams.

Problems encountered and solutions made

Aside from typhoons, strong winds, and unfavorable weather conditions which are the usual problems in corn farming, the group members could not afford to buy fertilizers for their plants due to the high price in the market.

To increase corn yield potential, the members borrowed money from the association's fund with lesser interest to buy fertilizers which are payable after their harvest.

Increase productivity through farm consolidation

To strategically respond to unfavorable market situations, the group is planning to adopt farm consolidation. The two groups plan to start a buy and sell business – by buying corn produce from farmers in their area and reselling the same or milled products through community retail. This way, to-and-fro fares will also be saved by the producer.

The groups also offer corn mill servicing in their community at Php 2/kg.

As for HPTI's cattle production, continues breeding and multiplying their stocks is the way forward in the beef industry. In addition, part of their future business development is to establish a restaurant serving hot, meaty, and savory bowl of bulalo. ###

• NKSFA

After a year the NKSFA's heifers are now prepared for reproduction. With that and from the group's remittance and earnings, they were able to procure one upgraded bull for breeding worth Php 21,000 in 2020.

With the group's commitment and dedication, they already distributed 19 cattle offspring to new members of the association out of the 25 heifers initially provided by the program in 2019. From 25, NKSFA has now 44 total members.

FAs also sourced out added earnings by offering the bull for calf drop at Php 1,000 for non-members and Php 500 for members.

• HPTI

The group already turned over 12 cattle offspring to the next-in-line beneficiaries. Also, five of its cattle gave birth last June and one is pregnant – expected to drop a young in September. From its 25 original members, HPTI now has 69 active members involved in cattle and corn production.

SUCCESS STORY

CFO farmers succeed in association-based enterprise

by Florde Liza A. Afidchao



MOUNTAIN PROVINCE, July 22, 2022 – Through the Enhancement of Brown Egg Production and Marketing project introduced by the Department of Agriculture-Special Area for Agricultural Development (DA-SAAD) Program in Cordillera Administrative Region (CAR), the Chawchawan Farmers Organization (CFO) in Can-ao, Bontoc, Mountain Province started venturing as egg suppliers in their village.

Barangay Can-ao is one of the smallest and farthest barangays in Bontoc where goods need to be transported from the municipality's capital via passenger's jeep for two

hours. Prior to the intervention of DA-SAAD CAR, its households earn their living from planting rice, native pig, and chicken raising for household consumption, and men-afar (loom weaving) where they earn at least a maximum of Php 5,000.00 a month depending on the quantity of orders from the customers.

"No marpash tuned, achuwan ay buran nan mash-ed sha et maapit nan pakhey. Isunga, miid et geb-en mi no achi men-afar ya enpakkakan an ati-atik as taraken mi ay native ya baboy ya manok," said Ms. Grace Anongos,

Secretary of the CFO.

(If we're done in rice planting, we have to wait for how many months before we can harvest our palay. That's why we have no other work to do aside from loom weaving and feeding our small stocks of native pigs and chickens.)

This March, SAAD granted the Enhancement of Brown Egg Production and Marketing project for the CFO, worth Php 586,700.00 which provided 250 head of Dekalb Brown Chicken, feeds, biologics, vitamins, and other poultry farm tools. Meanwhile, the beneficiaries built the housing of the poultry using indigenous materials. This project has paved another farming venture and an additional source of income for the farmers.

"Men iyaman kami tay inyali cha an manok ta waday pakanen mi ya nalaka ay men alaan as itlog ta adi isukupay as lakuwan nu inpa-Bontok kami" (We are thankful that they have brought us the chicken to feed to easily access eggs. We do not need to buy it if we go to Bontoc.), Ms. Anongos added.

Since the flocks have started laying eggs on May 19, 2022, the CFO collected and filled more than 87 trays. From June 2022, there is an average of 4-5 trays of harvest a day. Because they were the first to have a poultry farm in their small village, the organization now supplies several store owners as well as households in the area. While waiting for the egg scale from the program, the CFO is temporarily selling their brown eggs in mixed sizes at Php 200.00 pesos per tray.

"Edi dama, stay-nan give up kami tay marigatan kami en men-amag es kulungan da ya men isang-sang at es danum ay inumen das inakhev, ngem idi nen itlog dat, maragragsakan kami en man-pidpidot tay at least masukukatan bannog mi," Ms. Anongos explained.

(We have nearly given up at first because we feel difficulties in building their housing and in fetching up for their drinking water every day, but when they have started to lay eggs, we feel so much happiness because our hard works have started to pay off).

CFO has a total sale of Php 17,400.00 (cash on hand and cash receivables) from more than a month of selling brown eggs. The receivables were the amount of eggs loaned since there were members who take eggs upon harvest then will send payment on a later date.

According to Ms. Anongos, members of the association have agreed to save sales for the improvement of the chicken housing since it is temporarily made of cogon grass, recycled logs and firewood timbers, and other locally available materials. This underscores the organization's commitment to sustain brown egg production and its hope for more interventions from the DA-CAR SAAD.

"No mabalin ket mentuloy nan nay SAAD interventions ta waday iyali cha kasin as pankhawisan ay projects. Kasapulan mi metlang achuwan trainings on poultry farming ya financial management ta mentuloy ay mayat nan nay project mi, tay edwani lang na ay men egg production kami," said Ms. Anongos.

(If possible, we hope that the SAAD intervention will continue so that they will bring more good projects. We also need more training on poultry farming and financial management so that we can sustain this project, because we just started engaging in egg production).

In order to sustain egg production, the organization is building more partnerships with store owners within and outside the barangay in order to widen their market reach and obtain higher sales. This is to enable them to fund flocks and acquire feeds. Meanwhile, a training on bookkeeping is scheduled in August for the organization members this year to increase farmers' knowledge and skills in enterprise management. ###

DEVELOPMENT

Salegseg IP farmers modernize sugarcane processing for value addition

by Sheena Phine P. Dayagon

KALINGA, July 22, 2022 – Processing sugarcane products will now be easier and faster for farmers from Barangay Balantoy, Balbalan with the sugarcane presser grant worth Php 320,000 from the Department of Agriculture – Special Area for Agricultural Development (DA-SAAD) Program under the FY 2022 Sugarcane Processing subproject. Balantoy locals, among the Salegseg Indigenous People (IP), gears up in enhancing sugarcane production and processing to preserve basi and muscovado products.

Basi or sugarcane wine is a traditional beverage in the community and is used for many occasions. It is served during wakes of elderly people as tradition; and served after the bayanihan of locals during harvest

seasons and buhos or cast in place concrete construction activities.

Muscovado or unrefined cane sugar is also a product of the Salegseg farmers and is a sweetener for coffees and traditional sticky rice cakes.

Only a few grow sugarcane in Balantoy, planted in the backyards with a limited harvest. The sugarcane farmers process using the traditional dapilan – a wooden mill drawn by a carabao to extract sugarcane juice.

Project Implementation

In October 2020, the Bolo-Nawoy-Kilayon-Ligayan Farmers Association (BNKLFA), with 51 Salegseg Indigenous People (IP) members, was organized and registered under the Department of Labor and Employment (DOLE) in the same year. The BNKLFA received 26,066 pieces of sugarcane cuttings under the FY 2021

Sugarcane and Duck Production in November 2021 to enhance production since...*continue to p. 12* some of its members are small-scale sugarcane producers.

The group planted the cuttings in communal production areas in four sitios (Bolo, Nawoy, Kilayon, and Ligayan) totaling 2.60 ha and is expected to yield 5 tons of sugarcane by December 2022.

To further assist the BNKLFA, SAAD CAR awarded the group with an electric sugarcane presser on July 7, 2022 to hasten processing of produce and reduce labor cost.

Ways forward

The presser is currently under the care of BNKLFA Chairperson of Sitio Bolo and is to be transferred to the muscovado...*continue to p. 12*

RESEARCH

Philippine fertilizer price outlook: A reality for farmers and fishers...from p. 1

Introduction

In recent months we witnessed a sharp increase in fertilizer prices worldwide. International prices of urea rose from \$216/MT in June 2020 to \$393.25/MT in June 2021, while prices of diammonium phosphate (DAP) soared from \$263/MT in June 2020 to \$604.75/MT during the same period of 2021 (Baffes and Koh, 2021). Global fertilizer prices increased during 2021 with limited supply brought about by the disruption of production and transportation due to the COVID-19 pandemic, higher input costs, hike in fuel prices, trade disputes and geopolitics, and the recent Russia invading Ukraine (Roldan et. al. 2021).

Countries (i.e., Australia, Brazil, India) also increased their fertilizer demand to stimulate local agricultural production, China even banned export of their fertilizer products (Mula, 2022). The situation was further aggravated by the conflict in Ukraine and the sanctions imposed by Western countries on Russia and Belarus.

Import prices remained volatile but are generally increasing, regardless of country of origin. The trend of average local dealers' prices per month from 2019 to 2021 (Month 1 to 36), covering the pre-pandemic period to the height of global lockdowns to the gradual easing of quarantine restrictions is shown in Figure 1. Fertilizer prices in the Philippines started to increase during the mid-year (Month 19) of 2021 and further surged towards the end of the year (Month 24). While fertilizer prices are volatile, a relatively steady trend is observed until mid of 2021 (Month 1 to 18). During the stringent lockdown in the country in 2020 (Month 15), local prices of fertilizers remained close to the 2019 prices (Month 1 to 12); the price of urea even declined. Around May-June 2021 (Months 29 & 30), prices for all fertilizer grades started to increase and further surged towards December (Month 36).

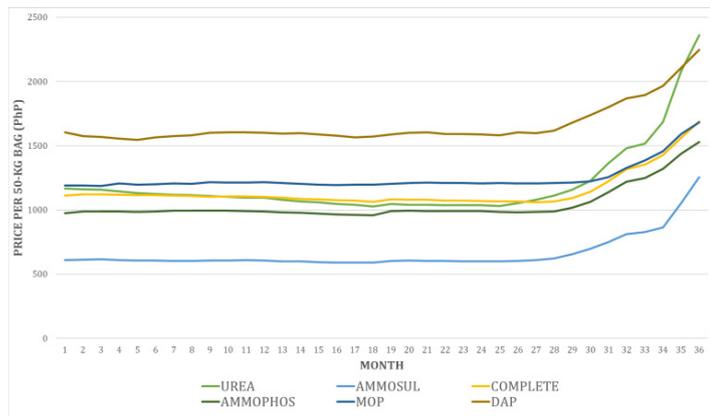


Figure 1. Trend of average monthly dealer's prices of the six major fertilizer grades, 2019-2021.

The price of urea during November 2020 (Month 23) recorded an average of Php 1,037.83 per 50-kg bag as compared to the November 2021 (Month 35) record of Php 2,082.14, indicating a hundred percent increase in a year. This was further increased in the following month (Month 36), reporting a 128% increase in price compared to December 2020 price (Month 24).

Ammonium sulfate price also increased by 109% in December 2021 (Month 36), compared to the same period of the previous year (Month 24). Ammonium phosphate and complete fertilizer posted more than 50% increase in price, while muriate of potash and diammonium phosphate prices have increased at around 40%.

Ultimately, this could initiate changes in cropping patterns and affect the country's overall crop production. Farmers would likewise lessen fertilizer application, or decline their area planted. Challenges such as diminishing farm size, population growth, and climate change also adversely affect productivity.

The Philippines, being a net importer of fertilizer, is vulnerable to the shifts in the global market. Different chemical fertilizer grades are imported into the country from various countries. The primary sources of our fertilizer imports from 2018 to 2021 are China (40.66%), Indonesia (16.70%), Malaysia (12.20%), Qatar (7.37%), Canada (6.18%), and Japan (5.88%), according to the FPA 2021 data. Fertilizer imports from various countries also come with varying import prices.

However, the fertilizer peg at dealer prices is computed at the average notwithstanding where the origin of fertilizer comes from. Local fertilizer prices are only monitored at the dealer level and there is no data on fertilizer prices at

the distributor level. Hence, comparison of fertilizer dealer prices per country of origin should be analyzed to determine if the trend of import prices is reflected in the local market. This study tends to analyze the import prices and dealer prices of the six major fertilizer grades from the month of February to April 2022, also provide proposals for fertilizer importation, a system of retailing monitoring, and other policy recommendations.

Methodology

The fertilizer importation data by country of origin and regional fertilizer dealer prices were analyzed to provide decision-making and policy direction of the Department of Agriculture (DA).

Data on regional dealer prices of the seven major fertilizer grades: prilled and granular urea (46-0-0), ammonium sulfate (21-0-0), complete fertilizer (14-14-14), ammonium phosphate (16-20-0), muriate of potash (0-0-60), and diammonium phosphate (18-46-0), and fertilizer importation data are obtained through the Fertilizer and Pesticide Authority (FPA) database on weekly bases. The data on fertilizer importation are taken from the VAT exemption invoices issued to the importers by the FPA.

These data are analyzed to investigate price trends, compare fertilizer import prices per country of origin, and compare dealer prices per region, country of origin, and brand.

Since local fertilizer price is only monitored at the dealer's level, there is no data on the fertilizer prices at the distributor or wholesale level. A profit margin matrix was used to approximate fertilizer prices along the supply chain. The estimations in this matrix came from the fertilizer industry stakeholders.

Import prices are in US\$ per unit MT (CFR values) of fertilizer. Payments for duties and other port costs are added to the import price to give the landed cost upon disport. These costs are estimated to be Php 90.00 per 50-kg bag of fertilizer. Importers then add imputed costs for trucking, warehousing, labor, tax (2.5%), and profit per bag (8%). The distributor's price to the dealer adds to the price by following the same margin estimates as the importers. Lastly, the dealer's price covers an additional cost for only trucking and labor, plus the tax (2.5%) and profit per bag (8%) (Figure 2).

Figure 2 presents the imputed costs of fertilizer prices along the supply chain. From the import price, costs are added to the fertilizer price in every market channel (Figure 3) and eventually come up with the dealer's price – the retail price of fertilizer availed by the farmer end-users.



Figure 2. Diagram showing the imputed costs of fertilizer price along the supply chain

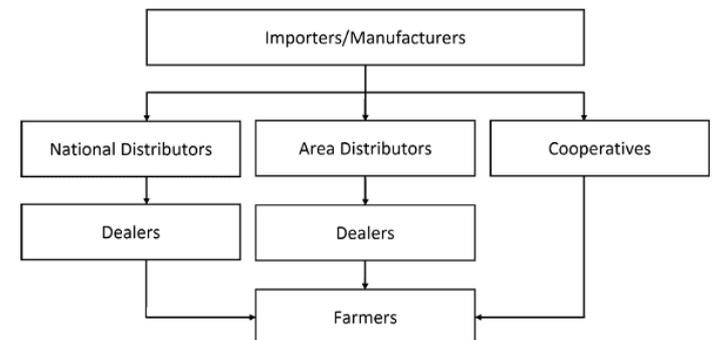


Figure 3. Diagram of the fertilizer supply chain showing the handlers/stakeholders in the market.

Import prices will be compared depending on the country of origin to determine the source country with the lowest prices of fertilizer imports. On the other hand, comparison of dealer prices is to be assessed by country of origin, region of sale, and brand.



Results and Discussions

Price status of 7 major traditional fertilizer (February-April 2022)

Prices of fertilizer had been increasing since mid-2021 and soared especially at the end of the year. From February to April of 2022, import prices remained volatile and in upward trend regardless of country of origin. On the local retail level, average prices are observed to be increasing over the months (Figure 4). However, the movement of prices from the retail or dealer's level does not directly reflect the movement of import prices.



Figure 4. Trend of average dealer prices of the six major fertilizer grades, February to April 2022.

The effect of Origin and Branding

Assessing the fertilizer prices per brand at the regional level can be inferred the differences in prices. The same fertilizer grade with the same brand could have varying prices in the same month, depending on the country of origin and the region of sale.

For example, in Region VII, complete fertilizer Atlas from China has a dealer price of Php 1,946.28 in April. The same brand sold in the same region but is from Korea has a dealer price of Php 1,960.63. In Region XI, the same Atlas complete fertilizer from China posted Php 1,820.00 per bag. One brand of fertilizer could also appear to be more expensive than other brands but could still be cheaper at some point due to varying prices depending on its country of origin and region. In April prices of MOP from Canada in Region IV, brand Amigo (Php 2,026.34) is more expensive than Atlas (Php 1,912.50). However, in Region XI, Amigo (Php 1,917.50) is cheaper than Atlas (Php 1,966.82).

The country of origin depends on the import price of the fertilizer, while region of sale could be attributed to the far proximity from ports, distance from ports and large distributors, and the number of handlers.

Import and Regional Dealer Prices

Prilled Urea

Import Price

The highest volume of prilled urea imported was from Indonesia with 22,445.03 MT or 42.82%, followed by Qatar (21,999 MT or 41.98%) (Table 1). Meanwhile, import prices from Uzbekistan are the lowest at \$648.00 per MT, followed by Indonesia (\$690.71/MT). Prilled urea from Vietnam has the most expensive price per metric ton at \$942.50.

Table 1. Import price and volume of prilled urea, February to April 2022.

Country	Total Volume (MT)	Volume (%)	Ave. Price per MT (\$)
Indonesia	22,445.03	42.83	690.71
Qatar	21,999.99	41.98	854.85
Uzbekistan	1,584.00	3.02	648.00
Vietnam	6,373.95	12.16	942.50
Total	52,402.98	100.00	

Dealers Price

On the regional average dealer prices of prilled urea, the highest price in February was noted in Region V (Php 2,673.523), Region VI in March and April at Php 2906.15 and Php 3,118.19, respectively. While the lowest prices were recorded in Region I (February – Php 2,380.00) and REGION XIII (March – Php 2,474.31 and April – Php 2,646.24) (Table 2).

Table 2. Regional dealer prices of prilled urea, February to April 2022.

Region	Monitored Dealer's Price (Php/50-kg bag)		
	Feb-22	Mar-22	Apr-22
CAR	2,546.53	2,771.28	3,037.23
Region I	2,380.00	2,694.38	3,066.00
Region II	2,532.79	2,659.47	3,037.18
Region III	2,522.31	2,640.27	3,060.78
Region IV	2,670.71	2,683.32	2,823.25
Region V	2,673.53	2,752.71	2,937.31
Region VI	2,420.17	2,906.15	3,118.19
Region VII	2,585.59	2,809.63	2,999.76
Region VIII	2,611.03	2,641.84	2,765.77
Region IX	2,545.46	2,556.91	2,757.14
Region X	2,522.93	2,615.52	2,898.67
Region XI	2,435.34	2,520.11	2,842.45
Region XII	2,396.31	2,482.06	2,823.31
Region XIII	2,487.79	2,474.31	2,646.24
BARMM	-	-	-
Average Price	2,523.61	2,657.71	2,915.23

Granular Urea

Import Price

Granular urea imports' highest volume is Indonesia, with 39,104.60 MT or 42.92%, followed by Qatar with 22,000.00 MT or 24.15%. Regarding import prices, the highest price is Qatar with an average of \$882.43/MT, while the lowest is from China at \$602.00/MT (Table 3).

Table 3. Import price and volume of granular urea, February to April 2022.

Country	Total Volume (MT)	Volume (%)	Ave. Price per MT (\$)
China	18210	19.99	602
Indonesia	39,104.60	42.92	766.18
Malaysia	10,989.25	12.06	689.45
Qatar	22,000.00	24.15	882.43
Vietnam	800.00	0.88	832.00
Total	91,103.85	100.00	

Dealers Price

The highest average dealer prices of granular urea were observed in Region IV (February - Php 2,723.00), in Region XIII (March - Php 2,847.29), and in CAR (April - Php 3,100.39). Region XI posted the lowest dealer price in January with Php 2,394.33/bag, while in March it was Region VII (Php 2,430.00/bag). Region XIII had the lowest in April at Php 2,728.01/bag (Table 4).

Table 4. Regional dealer prices of granular urea, February to April 2022.

Region	Monitored Dealer 's Price (Php/50-kg bag)		
	Feb-22	Mar-22	Apr-22
CAR	2,502.56	2,646.90	3,100.39
Region I	2,483.93	2,673.21	3,014.85
Region II	2,498.58	2,609.69	3,033.85
Region III	2,448.77	2,511.06	2,957.98
Region IV	2,723.00	2,744.70	2,890.33
Region V	2,718.51	2,779.91	2,980.58
Region VI	2,564.22	2,606.12	2,775.74
Region VII	2,430.00	2,430.00	-
Region VIII	2,583.19	2,847.29	2,935.00
Region IX	-	-	-
Region X	-	-	-
Region XI	2,394.33	2,530.31	2,840.71
Region XII	2,432.06	2,500.38	2,804.69
Region XIII	2,494.70	2,495.98	2,728.01
BARMM	-	-	-
Average Price	2,529.67	2,629.32	2,914.74

Ammonium sulfate (21-0-0)

Import Price

Ammonium sulfate or ammosul has been sourced from only three countries over the past months, namely: China, Japan, and Taiwan. The highest volume of imports from February to April were China (37.36% or 1,067.27 MT). Both imports from Japan and Taiwan had substantial amounts of volume, each with around 31% of the total imported volume (Table 5).

In terms of price, ammosul from Japan are priced the lowest at \$296.00/MT. Price of imports from Taiwan are slightly expensive at \$300.00/MT, while the most expensive are from China (\$355.76/MT).

Table 5. Import price and volume of ammonium sulfate, February to April 2022.

Country	Total Volume (MT)	Volume (%)	Ave. Price per MT (\$)
China	1,067.27	37.36	355.76
Japan	889.75	31.14	296.58
Taiwan	900.00	31.50	300.00
Total	2,857.02	100.00	

Dealers Price

On the local side, ammosul average dealer prices are averaged at Php 1,387.57/bag in February, Php 1,403.49/bag in March, and Php 1,439.89/bag in April. The highest dealer prices were recorded in Region V (February - Php 1,506.47), and CAR (March - Php 1,526.24 and April - Php 1,591.87) (Table 6). Lowest prices, on the other hand, were in Regions VIII and XI. In February, ammosul price in Region VIII averaged at Php 1,300.08/bag, while in March, Region XI average dealer price was only at PHP 1,292.32/bag and Php 1,302.22 in April.

Table 6. Regional dealer prices of ammonium sulfate, February to April 2022.

Region	Monitored Dealer 's Price (Php/50-kg bag)		
	Feb-22	Mar-22	Apr-22
CAR	1,482.84	1,526.24	1,591.87
Region I	1,373.39	1,361.94	1,370.67
Region II	1,454.73	1,455.68	1,534.04
Region III	1,394.14	1,376.21	1,398.64
Region IV	1,473.01	1,465.40	1,498.33

cont. Table 6.

Region V	1,506.47	1,504.67	1,509.40
Region VI	1,310.33	1,325.96	1,388.01
Region VII	1,347.91	1,453.54	1,582.02
Region VIII	1,300.08	1,447.24	1,516.70
Region IX	1,400.75	1,394.62	1,423.45
Region X	1,390.83	1,390.82	1,378.39
Region XI	1,312.40	1,292.32	1,302.22
Region XII	1,319.69	1,303.67	1,307.38
Region XIII	1,359.40	1,350.50	1,357.27
BARMM	-	-	-
Average Price	1,387.57	1,403.49	1,439.89

Complete fertilizer (14-14-14)

Import Price

Majority of complete fertilizer imports are from China (9,640.00 MT or 75.79%). The other is from Korea at 24.21% or 3,080.00 MT. Import price per MT is cheaper in Korea (\$608.00/MT) than in China (\$632.75/MT) (Table 7).

Table 7. Import price and volume of complete fertilizer, February to April 2022.

Country	Total Volume (MT)	Volume (%)	Ave. Price per MT (\$)
China	9,640.00	75.79	632.75
Korea	3,080.00	24.21	608.00
Total	12,720.00	100.00	

Dealers Price

National average prices of complete fertilizer increased within the three months, reaching Php 1,854.11 in February, Php 1,894.02 in March, and Php 2,103.21 in April (Table 8). However, complete fertilizer has been most expensive in Region V in February and March (Php 1,993.56 and Php 2,037.44, respectively). In the same months, the lowest prices of said fertilizer were recorded in Region XII (Php 1,715.38/bag in February and Php 1,740.50/bag in March). In April, the highest price was recorded in CAR (Php 2,706.80/bag), while Region XIII had the lowest at Php 1,896.06/bag.

Table 8. Regional dealer prices of complete fertilizer, February to April 2022.

Region	Monitored Dealer 's Price (Php/50-kg bag)		
	Feb-22	Mar-22	Apr-22
CAR	1,918.78	2,035.52	2,706.80
Region I	1,868.54	1,897.85	2,017.89
Region II	1,887.33	1,940.62	2,473.14
Region III	1,943.02	1,998.01	2,273.78
Region IV	1,983.44	2,008.36	2,123.93
Region V	1,993.56	2,037.44	2,206.26
Region VI	1,785.86	1,838.09	1,971.72
Region VII	1,792.04	1,890.39	2,011.59
Region VIII	1,813.84	1,921.57	2,023.06
Region IX	1,835.97	1,831.78	1,962.79
Region X	1,773.93	1,813.37	1,973.60
Region XI	1,731.15	1,758.64	1,906.68
Region XII	1,715.38	1,740.50	1,924.62
Region XIII	1,788.72	1,804.07	1,869.06
BARMM	-	-	-
Average Price	1,845.11	1,894.02	2,103.21

Ammonium sulfate (21-0-0)

Import Price

Ammonium phosphate or ammophos are imported from China (9,516 MT or 74.25%) and Korea (3,300.00 MT or 25.75%) during the months of February to April totaling to 12,816.00 MT (Table 9). However, the price in Korea (\$490.00/MT) is much lower than China (\$612/MT).

Table 9. Import price and volume of ammonium phosphate, February to April 2022.

Country	Total Volume (MT)	Volume (%)	Ave. Price per MT (\$)
China	9,516.00	74.25	612.00
Korea	3,300.00	25.75	490.00
Total	12,816.00	100.00	

Dealers Price

Local dealer prices of national ammophos are averaged at Php 1,631.03 (February), Php 1,684.92 (March), and Php 1,880.47 (April). The lowest prices were observed in Region XII (February - Php 1,464.19 and March - Php 1,496.17), and in REGION XIII in April at Php 1,644.18. On the other hand, Region V (from Php 1,879.05 in February to Php 1,913.04 in March) and CAR (Php 2,363.50 in April) posted the highest dealer prices of ammophos (Table 10).

Table 10. Regional dealer prices of ammonium phosphate, February to April 2022.

Region	Monitored Dealer 's Price (Php/50-kg bag)		
	Feb-22	Mar-22	Apr-22
CAR	1,667.11	1,769.52	2,363.50
Region I	1,715.44	1,755.94	1,818.40
Region II	1,598.58	1,713.22	2,336.62
Region III	1,641.27	1,746.49	1,779.68
Region IV	1,840.94	1,867.46	1,908.04
Region V	1,879.05	1,913.04	2,053.57
Region VI	1,523.33	1,572.79	1,710.02
Region VII	1,605.71	1,693.36	1,833.39
Region VIII	1,509.20	1,628.42	1,710.12
Region IX	1,703.79	1,682.47	1,840.69
Region X	1,600.48	1,640.09	1,840.64
Region XI	1,535.46	1,547.34	1,697.51
Region XII	1,464.19	1,496.17	1,790.25
Region XIII	1,549.82	1,562.56	1,644.18
BARMM	-	-	-
Average Price	1,631.03	1,684.92	1,880.47

Muriate of potash

Import Price

During February to April, muriate of potash (MOP) was imported from six countries, namely, Belarus, Canada, Jordan, Laos, Russia, and Uzbekistan (Table 11). The highest volume of imports came from Canada at 19,001.00 MT (55.76%) while the least is from Russia (1,000 MT) and Belarus (500 MT). Moreover, prices of MOP imports are the lowest in Jordan (\$570.37/MT), followed by Canada (\$583.33/MT).

Table 11. Import price and volume of muriate of potash, February to April 2022.

Country	Total Volume (MT)	Volume (%)	Ave. Price per MT (\$)
Belarus	500.00	1.47	650.00
Canada	19,001.00	55.76	583.83
Jordan	6,433.72	18.88	570.37
Laos	4,308.10	12.64	703.50
Russia	1,000.00	2.93	695.00
Uzbekistan	2,835.50	8.32	602.33
Total	34,078.32	100.00	

Dealers Price

Regarding national average dealer prices, MOP posted an average price of Php 1,792.00/bag (February), Php 1,832.91 (March), and Php 1,999.63 in April (Table 12).

The regional average dealers' lowest price of MOP was observed in Region II (February - Php 1,634.54 and March - Php 1,699.89), and in Region VIII (April - Php 1,853.63). In contrast, the highest dealer prices were noted in Region IX for the

three-month period at Php 1,944.27 (February), Php 2,040.48 (March), and Php 2,178.78 in April.

Table 12. Regional dealer prices of muriate of potash, February to April 2022.

Region	Monitored Dealer 's Price (Php/50-kg bag)		
	Feb-22	Mar-22	Apr-22
CAR	1,747.72	1,847.04	1,979.44
Region I	1,811.95	1,837.66	1,870.16
Region II	1,634.54	1,699.89	1,913.18
Region III	1,769.35	1,813.62	1,934.81
Region IV	1,928.29	1,937.56	1,998.22
Region V	1,781.17	1,871.10	1,995.21
Region VI	1,732.87	1,764.89	1,942.82
Region VII	1,806.67	1,838.38	2,037.60
Region VIII	1,745.79	1,793.25	1,853.63
Region IX	1,944.27	2,040.48	2,178.78
Region X	1,750.48	1,807.05	2,087.11
Region XI	1,797.46	1,798.32	2,123.10
Region XII	1,762.56	1,780.17	2,091.44
Region XIII	1,874.92	1,831.31	1,989.27
BARMM	-	-	-
Average Price	1,792.00	1,832.91	1,999.63

Diammonium Phosphate

Import Price

Imports of diammonium phosphate (DAP) were sourced from China (68.60% or 14,420 MT) and Vietnam (6,600 MT) from February to April (Table 13). Import prices from the two countries are lowest in China (\$900/MT), while Vietnam is at \$990/MT.

Table 13. Import price and volume of diammonium phosphate, February to April 2022.

Country	Total Volume (MT)	Volume (%)	Ave. Price per MT (\$)
China	14,420.00	68.60	900.00
Vietnam	6,600.00	31.40	990.00
Total	21,020.00	100.00	

Dealers Price

The national average dealer prices from February to April covers regions IV, VI, VII, VIII, IX, X, XI, XII, and XIII due to non-availability of this fertilizers in other regions (Table 14).

The lowest average dealer prices of DAP were obtained from Region VIII (February - Php 1,883.33); and in Region XIII (March - Php 2,405.81 and April - Php 2,430.00). Highest dealer prices were observed in Region VII (February - Php 2,788.30 and March - Php 2,980.74); and Region XI (April - Php 3,078.26).

Table 14. Regional dealer prices of diammonium phosphate, February to April 2022.

Region	Monitored Dealer 's Price (Php/50-kg bag)		
	Feb-22	Mar-22	Apr-22
CAR	-	-	-
Region I	-	-	-
Region II	-	-	-
Region III	-	-	-
Region IV	2,408.75	2,600.83	2,906.25
Region V	-	-	-
Region VI	2,406.50	2,470.87	2,649.17
Region VII	2,788.30	2,980.74	3,063.85
Region VIII	1,883.33	-	-
Region IX	2,520.62	2,578.61	2,656.25
Region X	2,622.55	2,665.16	2,832.12
Region XI	2,498.31	2,571.11	3,078.26
Region XII	2,539.19	2,581.58	2,837.38
Region XIII	2,370.14	2,405.81	2,430.00
BARMM	-	-	-
Average Price	2,448.63	2,606.84	2,806.66

Conclusions

This data shows that prices of each brand is influenced more by the fertilizer's country of origin and region. The same fertilizer grade with the same brand could have varying prices in the same month, depending on the country of origin and the region of sale. Variation in dealer's price due to branding is also affected by other factors, such as retail price history, competition, and product cost (Li and Volpe, 2013). Farmers also have a preference for fertilizer brands. According to a study by Briones (2021), the more vital driver of monthly price is the international market rather than local variations in demand.

Import Price

While there are various sources of different fertilizers, cheaper fertilizers can be sourced from certain countries. Lowest prices of prilled urea comes from Uzbekistan (\$648.00/MT), granular urea from China (\$602.00/MT), ammosul from Japan (\$296.58/MT), complete fertilizer from Korea (\$608/MT), ammophos from Korea (\$490/MT), MOP from Jordan (\$570.37/MT), and DAP from China (\$900/MT).

Dealers Price

Prilled Urea. On the regional dealer prices of prilled urea, the highest price in February was recorded in Region V (Php 2,673.523), Region VI in March (Php 2906.15), and April (Php 3,118.19). While the lowest prices were recorded in Region I in February (Php 2,380.00) and in Region XIII in March (Php 2,474.31) and April (Php 2,646.24).

Within the 3-month period, the highest average dealer price of prilled urea from Region VI at Php 2,814.83, while the lowest is from Region XIII at Php 2,536.11.

Granular Urea. The highest dealer prices of granular urea were observed in Region IV in February (Php 2,723.00), in Region XIII in March (Php 2,847.29), and in CAR in April (Php 3,100.39). Region XI posted the lowest dealer price in January with Php 2,394.33 per bag, while in March it was Region VII with Php 2,430.00 per bag. Region XII had the lowest dealer price in April at Php 2,728.01 per bag.

Granular urea average dealer prices in February to April was the highest in Region V with Php 2,826.33 and the lowest in Region VII with Php 2,430.00 (Table 15).

Ammonium Sulfate. Meanwhile, ammosul dealer prices averaged at Php 1,387.57/bag in January, Php 1,403.49/bag in March, and Php 1,439.89/bag in April. The highest dealer prices of ammosul were recorded in Region V in February (Php 1,506.47) and in CAR in March (Php 1,526.24) and April (Php 1,591.87). Lowest prices, on the other hand, were in Regions VIII and XI. In January, ammosul price in Region VIII averaged at Php 1,300.08/bag, while in March, Region XI average dealer price was only at Php 1,292.32/bag and Php 1,302.22 in April.

CAR had the highest average ammosul dealer prices during the 3 months (Php 1,533.65), while Region XI had the lowest (Php 1,302.31) (Table 15).

Complete. Complete fertilizer has been most expensive in Region V in February and March, with average prices of Php 1,993.56 and Php 2,037.44 respectively. In the same months, the lowest prices of complete fertilizer were recorded in Region XII, with Php 1,715.38/bag in February and Php 1,740.50/bag in March. In April, the highest price was recorded in CAR with Php 2,706.80, while Region XIII had the lowest with Php 1,896.06.

Average dealer price of complete fertilizer in CAR is the highest from February to April at Php 2,220.37, while in Region XII is the lowest at Php 1,793.50 (Table 15).

Ammonium Phosphate. Local dealer prices of ammophos averaged at Php 1,631.03 in February, Php 1,684.92 in March, and PHP 1,880.47 in April. Lowest prices were observed in Region XII in February (Php 1,464.19) and March (Php 1,496.17), and in Region XIII in April at Php 1,644.18. On the other hand, Region V and CAR posted the highest dealer prices for ammophos. Prices in Region V averaged to PHP 1,879.05 in February and increased to Php 1,913.04 in March; in CAR, it posted Php 2,363.50 in April.

Ammophos in Region V has the highest average dealer price of ammophos during the three-month period, at Php 1,948.55. Region XII, on the other hand, had the lowest average at Php 1,583.54 (Table 15).

Muriate of Potash. Regarding MOP dealer prices, it posted an average price of Php 1,792.00/bag in February, Php 1,832.91 in March, and PHP 1,999.63 in April. Lowest price of MOP was observed in Region II during February (Php 1,634.54) and March (Php 1,699.89), and in Region VIII in April (Php 1,853.63). In contrast, the highest dealer prices of MOP were recorded in Region IX for the entire three-month period. MOP dealer prices at Region IX were at Php 1,944.27 in February, Php 2,040.48 in March, and rose further to Php 2,178.78 in April.

Region IX recorded the highest average dealer price of MOP with Php 2,054.51, while Region II had the lowest with Php 1,749.20 (Table 15).

Diammonium Phosphate. Comparison of DAP local dealer prices from February to April excludes regions I, II, III, V, and CAR from the analysis due to lack of data. With the data available, it shows that the lowest dealer prices of MOP were obtained from Region VIII in February, at Php 1,883.33; and in Region XIII in March (Php 2,405.81) and April (Php 2,430.00). Highest dealer prices of DAP, on the other hand, were observed in Region VII in February with Php 2,788.30, and March with Php 2,980.74; in Region XI in April with Php 3,078.26.

From February to March, the lowest average dealer price of DAP is from Region VIII at Php 1,883.33, while the highest is from Region VII at Php 2,944.30 (Table 15).

Table 15. Average dealers prices of the six major fertilizer grades per region, February to April 2022.

Region	Average Dealers Price Per Grade (Php)						
	Prilled urea	Granular urea	Ammosul	Complete	Ammophos	MOP	DAP
CAR	2,785.01	2,749.95	1,533.65	2,220.37	1,933.38	1,858.07	-
Region I	2,713.46	2,723.99	1,368.67	1,928.09	1,763.26	1,839.92	-
Region II	2,743.15	2,714.04	1,481.48	2,100.36	1,882.81	1,749.20	-
Region III	2,741.12	2,639.27	1,389.66	2,071.60	1,722.48	1,839.26	-
Region IV	2,725.76	2,786.01	1,478.91	2,038.58	1,872.15	1,954.69	2,638.61
Region V	2,787.85	2,826.33	1,506.85	2,079.09	1,948.55	1,882.49	-
Region VI	2,814.83	2,648.70	1,341.43	1,865.22	1,602.05	1,813.53	2,508.85
Region VII	2,798.32	2,430.00	1,461.16	1,898.01	1,710.82	1,894.22	2,944.30
Region VIII	2,672.88	2,788.50	1,421.34	1,919.49	1,615.91	1,797.56	1,883.33
Region IX	2,619.84	-	1,406.27	1,876.85	1,742.32	2,054.51	2,585.16
Region X	2,679.04	-	1,386.68	1,853.63	1,693.74	1,881.55	2,706.61
Region XI	2,599.30	2,588.45	1,302.31	1,798.82	1,593.44	1,906.29	2,715.89
Region XII	2,567.23	2,579.04	1,310.25	1,793.50	1,583.54	1,878.06	2,652.72
Region XIII	2,536.11	2,572.90	1,355.72	1,820.62	1,585.52	1,898.50	2,401.98
BARMM	-	-	-	-	-	-	-

Average prices of different fertilizer grades show that fertilizers are generally more expensive in Region V and CAR, as the region are far from ports. On the contrary, fertilizer prices are generally lower in Regions XI, XII, and XIII due to close proximity to ports.

Recommendations

Given that the country is import dependent, including that of the local manufacturers raw materials 90% imported, notwithstanding the archipelagic situation of our regions which entails high logistical cost, the following recommendations based on this assessment are as follows:

- The government should open up bilateral agreement with countries (G2G) producing fertilizers for lesser acquisition cost.
- Regional dealer's prices should be based on the source of origin of the fertilizer sold and logistical cost following calculated price matrix approved.
- The incorporation of Suggested Retail Price (SRP) and Maximum Retail Price (MRP), as per PD 1144 S 1977, on the packs and bags should be institutionalized with the agreement between the Department of Agriculture (DA) and Department of Trade and Industry (DTI). However, the said retail prices should be computed based on the location where the fertilizers are locally sold.
- The adaption of the Calculation of Fertilizer Price Matrix at Various Cost Levels should be the basis for DA and DTI impose the SRP and MRP for every import entry.
- The inclusion of Batch and Lot Number in the packs and Bags to determine the entry of this fertilizer, its origin and landed cost.

Other Important Consideration in Mitigating Higher Fertilizer Prices

- Improve monitoring of fertilizer prices from imports to recording or dealer's prices. The improvement of monitoring of fertilizer imports should require more information from the importers to aid in better record-keeping and estimation of actual prices. This will result in more accurate data and help improve price studies in the future. Moreover, reporting of price values

about saadvocacy

The SAADvocacy is a monthly newsletter produced by the Public Relations and Communications Cluster of the Special Area for Agricultural Development (SAAD) Program, located at 3/F SAAD Office, Department of Agriculture New Building, Elliptical Road, Diliman, Quezon City, Philippines.

The SAADvocacy aims to inform the program's partners about its important happenings and events towards realizing its goal of contributing the poverty alleviation of the farmers and fisherfolks from 30 provinces and areas covered by the Executive Order No. 70.

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in averages only might not be an accurate representation of the dealer's prices given the differences in prices per region.

- To further improve the inventory monitoring through the fertilizer, watch system, batch number of importers and local producers should cover source of origin, manufacturing date, date of arrival, and landed cost (for imports).
- Importing companies be urged to coordinate and order bulk imports from certain countries, if possible, to avail of lower prices and discounts and save freight costs. Fertilizers imported at lower prices and less cost will result in cheaper fertilizers available for farmers in the market.
- Provide market assistance in regions where fertilizer is expensive to ensure supply and lower fertilizer prices by reducing additional transportation costs. Further market study should also be conducted at the regional level to assess the possibility of providing the same market intervention while conducting consultations with the stakeholders.
- The practice of balanced fertilization strategy should be introduced to lessen the impact of high fertilizer prices. The use of alternatives like organic, microbial, and biorational fertilizers, will also be explored to lessen dependence on chemical fertilizers.

Acknowledgment

The authors acknowledge the Field Operations and Coordination Unit (FOCU), Regional Field Units (RFUs), Policy, Management and Information Division (PMID), and Fertilizer Regulatory Division (FRD) of the FPA for the data required in this study. To the Special Area for Agricultural Development (SAAD) farmers and fishers who voice their clamor on this issue.

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Salegseg IP farmers modernize sugarcane processing...from p. 6



processing facility with cooling chamber also to be constructed and awarded by the SAAD CAR Program.

Being a newly organized group and is yet to start their enterprise, the FA also plans to tap DOLE for the provision of an additional unit of sugarcane presser which will be situated in between the sitios of Kilayon and Ligayan to minimize the transport of machinery.

"Dakel ti pagyamyaman mi ti Department of Agriculture ta natungpalen ti arapaap mi nga makatulong laungay kadakami nga farmers ti organisasyon... Iti maintenance na, namnamaen yu nga agsuccess daytuy. Ket siguro nu adda produksyun na kayat mi man nga idawat kuma nga tumulong kayu nga mangi-advertise tapnu agbibiyag daytuy nga natrabaho tayu," Pablo Dongnga, BNKLFA Board of Director said.

(A big thanks to the Department of Agriculture since our dream

has now come true that can greatly help the farmers of the organization. When it comes to its maintenance, rest assured that it will be achieved. And maybe when this starts to have production, may we also request your help to advertise [our products] as to attain the sustainability of our work).

Sugarcane production and processing training was given to the group in 2021 and training on processing, packaging, labelling, and marketing along with Good Manufacturing Practices (GMP) is scheduled at the 3rd quarter of 2022 that can help improve their product through value addition and for the group to improve their marketing strategies.

The Local Government Unit of Balbalan, an active partner of the program in the project implementation, assured to help the farmers of the municipality in marketing their products that also give pride to the community. ###