

## Glossary

<b>AIC</b>	Agricultural Industries Confederation. A trade association representing suppliers of agricultural inputs into the agricultural and farming sector.
<b>Ammonia</b>	A basic chemical that is produced from natural gas and <b>nitrogen</b> from the atmosphere, primarily used as a raw material in the production of <b>nitrogen</b> -containing fertilizers.
<b>AN</b>	Ammonium nitrate. A <b>nitrogen</b> fertilizer, which contains <b>nitrogen</b> only in ammonia and nitrate form.
<b>ANS</b>	Ammonium nitrate sulphate. A <b>nitrogen</b> fertilizer which is a mixture of <b>AS</b> and <b>AN</b> containing 26 per cent <b>nitrogen</b> and 13 per cent sulphur.
<b>AS</b>	Ammonium sulphate. A <b>nitrogen</b> fertilizer comprising 21 per cent <b>nitrogen</b> and 18 per cent sulphur.
<b>ANFO</b>	AN Mixed with Fuel Oil. An explosive consisting of 94 per cent <b>AN prills</b> and 6 per cent of fuel oil.
<b>Anhydrous ammonia</b>	A colourless gas or liquid derived from a mixture of carbon monoxide, hydrogen, CO <sub>2</sub> and <b>nitrogen</b> .
<b>Aqueous ammonia</b>	Also known as aqua ammonia and ammonia water, it is a derivative of fertilizer manufacture produced by dissolving anhydrous ammonia in demineralized water.
<b>Bioethanol</b>	An alternative energy source especially as an automobile fuel produced from fermentation of biomass and hydrolysis of cellulose.
<b>Blended fertilizer</b>	A <b>complex fertilizer</b> for which the combination of nutrients is obtained by the dry mixing of several materials.
<b>CAN</b>	Calcium ammonium nitrate. A fertilizer made of 60 per cent <b>AN</b> and 40 per cent limestone and containing 20 per cent <b>nitrogen</b> .
<b>CO<sub>2</sub></b>	Carbon dioxide. Colourless gas recovered from synthesis gas in <b>ammonia</b> production and from other sources. Raw CO <sub>2</sub> may be liquefied or solidified, in the latter case as dry ice.
<b>Complex fertilizer</b>	A blended or compound fertilizer which contains at least two of the three <b>primary nutrients</b> (NPK). Can also contain secondary and micro nutrients.
<b>Compound fertilizer</b>	A <b>complex fertilizer</b> for which the combination of nutrients is obtained by chemical reaction. Each granule that results contains the required mixture of nutrients..
<b>Dessicant</b>	Hygroscopic substance used to maintain dry atmosphere, usually magnesite, which has absorptive capacity.

<b>EEA</b>	European Economic Area, consisting of all 27 countries in the European Union plus Iceland, Liechtenstein and Norway.
<b>EBITDA</b>	Earnings before interest, tax, depreciation and amortization.
<b>EFMA</b>	European Fertilizer Manufacturers Association.
<b>Fertilizer season</b>	A 12-month period that starts on 1 July and ends on 30 June.
<b>FIAS</b>	Fertiliser Industry Assurance Scheme, which was developed by the <b>AIC</b> and sets the framework for voluntary codes of practice relating to the traceability of fertilizers across the supply chain.
<b>GEF</b>	Kemira GrowHow European Forum.
<b>HHI</b>	Herfindahl-Hirschman Index. A measure of concentration, defined as the sum of the squares of all the market shares in the market. A market with an HHI above 1,000 is regarded as concentrated.
<b>Nitric acid</b>	A basic chemical compound manufactured from <b>ammonia</b> . Its chemical formula is $\text{HNO}_3$ .
<b>Nitrogen (N)</b>	Primary nutrient essential for plant growth. Colourless gas constituting four-fifths of the air, distilled from liquid air.
<b>NPK fertilizer</b>	A multi-nutrient fertilizer, in which the <b>primary nutrients</b> are <b>nitrogen</b> , <b>phosphorus</b> and <b>potassium</b> . Can also contain secondary and micro-nutrients.
<b>Phosphorus (P)</b>	An element essential to life. One of the three <b>primary nutrients</b> obtained by refining phosphate-containing ores.
<b>Potassium (K)</b>	An element essential to life. One of the three <b>primary nutrients</b> . Mined as a salt from bedrock.
<b>Prills</b>	Small round or acicular (needle-shaped) aggregates of material, usually a fertilizer, artificially prepared. In the explosives field, prills-and-oil consists of 94 per cent coarse, porous <b>AN</b> prills and 6 per cent fuel oil.
<b>Primary nutrients</b>	<b>Nitrogen</b> , <b>phosphorus</b> and <b>potassium</b> .
<b>Process chemicals</b>	A term usually used to describe products sold to the chemical process industry, such as <b>nitric acid</b> , <b>ammonia</b> and technical <b>urea</b> .
<b>SSNIP</b>	Small but significant non-transitory price increase.
<b>Straight N fertilizer</b>	Fertilizer containing only <b>nitrogen</b> as a primary nutrient (ie no <b>potassium</b> or <b>phosphorus</b> ).
<b>TAN</b>	Technical ammonium nitrate. <b>AN</b> for industrial use, chemically identical to <b>AN</b> sold for agricultural use, used by explosives manufacturers as a source of oxygen.

**Urea**

Single-nutrient fertilizer, rich in **nitrogen**, made from **ammonia** and **CO<sub>2</sub>**. Also used as a raw material for resins. Used as fertilizer.

**UAN solution**

Urea ammonium nitrate solution. A compound with a 28 to 32 per cent **nitrogen** content made by dissolving **AN** and **urea** in water. UAN can be handled as a liquid at atmospheric pressure and temperature.