



Al Qawafel Agro-Industrial Company

Al Qawafel Agro-Industrial is a Jordanian company established in 1990. It is one of the largest fertilizer companies in Jordan specializing in manufacturing compound fertilizers, chelating agents of micronutrients (Al-makhlabh) and organic pesticides in the Jordanian market.

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Number of Employees	150 - 170
Key Products	Compound fertilizers, chelating agents of micronutrients, and organic pesticides
Main Market	Main domestic markets: Farmers in Jordan. Main export market: 80% of the production is exported to different countries such as Egypt, Algeria, Sudan, Lebanon, Iran and Saudi Arabia



Al Arabia Company was also established in 1990 and is part of the Al Qawafel Agro-Industrial Company. The company produces potassium sulfaphate (K_2SO_4), which is supplied as raw material to Al Qawafel for the production of compound fertilizers. In addition, the company sells potassium sulphate directly to the farmers.

New innovations

Hazardous chemicals are unfortunately of common use for the production of raw materials supplied as main ingredients for the manufacturing of agro-chemicals; and contained as well as in by-products resulting from these processes. Acknowledging the

high environmental impacts and health risks associated with the production of potassium sulphate and its sub-products, Al Arabia engaged in eco-innovation to implement a new business model addressing challenges around the potassium sulphate production. One of the objectives is soundly managing 25 Ton/day of liquid hydrochloric acid (HCl), a by-product stored on-site in plastic containers. Al Arabia aims at identifying new customers in industry sectors such as steel manufacturing, where HCl can be sold as a valuable supply material. With this, the company expects to reduce health risks of workers who handle liquid HCl, as well as slow down the oxidation of the facilities caused by the HCl vapors. In addition, Al Arabia is targeting the conversion of calcium chloride (CaCl_2) from liquid state to flakes. To achieve this, the company has identified a technology provider and is in the final stages of its selection. The CaCl_2 in flakes is a common product used in extraction processes, food industries, drilling, dairy products production, and plant nutrients industries. The selling of HCl and CaCl_2 in flakes is expected to increase the profitability of the company, and contribute to improve health conditions to workers handling these substances, as well as reducing environmental impacts in air, water and soil associated with their production, use and handling. Additionally, Al Arabia has also started the production of sulfuric acid on-site, completing the construction of the production plant during the eco-innovation project. By producing sulfuric acid on-site, Al Arabia is reducing high risks posed to workers and surrounding communities by the transporting of sulfuric acid, as well as cutting by 50% the costs related to supplying sulfuric acid.

“The company believes that reducing its impact on the environment, and adding value throughout its value chain and its stakeholders make good business sense”.

Eng. Ahmad Al Bis

General Manager, Al Qawafel/Al Arabia