

# **FAI ANNUAL SEMINAR 2019**

2-4 DECEMBER 2019, HOTEL ANDAZ DELHI, AEROCITY, NEW DELHI

## **New Approach to Fertilizer Sector**



**THE FERTILISER ASSOCIATION OF INDIA**

## □ From the DG's Desk

Dear Friends,



FAI Annual Seminar 2019 will be held during 2-4 December, 2019 at Hotel Andaz Delhi, Aerocity, New Delhi, India.

Fertilizer industry continues to contribute to increase in agricultural productivity and farmers' income. However, pattern of use or lack of use of various plant nutrients is a matter of serious concern to all the stakeholders in agriculture. Further, industry continues to face serious problems due to lack of progress in ease of operating environment. It is heartening to note that there has been serious discussion on possible policy reforms in the sector, both inside and outside the government.

FAI Annual Seminar is an important international event that provides a unique opportunity to bring knowledge, information and opinions to a single platform. Delegates from India and abroad interact with the leaders of the fertilizer industry, decision makers in the Government and other stakeholders. It also provides forum for all those associated with fertilizer and agriculture sectors to enhance their professional capabilities and further their business interests.

The programme, registration form and other details are given within this brochure. We look forward to the pleasure of welcoming you to FAI Annual Seminar 2019 in New Delhi.

**Satish Chander**  
**Director General**

## □ About FAI

The Fertiliser Association of India (FAI) is a non-profit and non-trading organization representing mainly the fertilizer manufacturers, distributors, importers, equipment manufacturers, research institutes and suppliers of inputs. The Association was established in 1955 with the objective of bringing together all concerned with the production, marketing and use of fertilizers with a view to:

- Assist the industry in improving its operational efficiency;
- Find solutions to the problems faced by the fertilizer industry and agriculture;
- Promote balanced and efficient use of fertilizers;
- Encourage use of more and better plant foods and
- Promote consideration and discussion of all issues that contribute to sound agricultural practices.

FAI is represented on important government Committees/Panels related to fertilizer and agriculture. The Association cooperates actively with the Government of India on all issues related to fertilizer sector and acts as an interface between the Industry and the Government by maintaining close contacts and rapport.

The Indian fertilizer industry is highly complex and technology driven consisting of plants with varying capacity, technology, vintage and product range. With nearly 1000 members comprising Active, Associate, Overseas Associate and Technical and Professional Members, FAI provides the necessary support for meeting the challenges facing the industry.





## □ New Approach to Fertilizer Sector

India has come a long way from the planned, socialistic and license raj economy. Major reforms swept across almost all the sectors viz., oil and gas, refining, steel, cement and communications. Unfortunately, fertilizer continues to operate under archaic policies and regulations. In spite of best intentions, successive governments have not been able to bring much needed reforms in the sector. One of the reasons has been its linkage with agriculture sector which by itself remains under stress. The situation has now come to a stage where status quo is harming the very interest which policies are supposed to promote. Present policy environment is hurting the soil health, crop productivity, farmers' income, viability of industry and most important the environment. It may be underlined that it is also leading to sub-optimal use of precious natural resources.

It is obvious that there is a need for revisiting the entire policy and regulatory environment for the fertilizer sector. Incremental changes have not helped in the past and will not do even now. There are various suggestions under discussion including direct transfer of subsidy to farmers' accounts and shift of input subsidies to income support. Advances in technology and database of farmers created through different schemes viz., PM-Kisan, DBT for fertilizers, etc., should be helpful in bringing desirable reforms in the sector.

It is in this context that the theme of this year's FAI Annual Seminar is "New Approach to Fertilizer Sector". Objective is to explore the possibilities of bringing major changes in the policies related to fertilizer subsidy, controls on the industry and quality regulations. Presentations and discussion will take place in different areas of fertilizer sector, viz., production, fertilizer use, fertilizer distribution logistics, and pricing policies.



# □ Programme

<b>Monday</b> <b>December 2, 2019</b>	0930-1700 hrs. : Registration 1100-1700 hrs. : Exhibition <b>1430-1600 hrs. : Inauguration and Distribution of Awards</b> 1600 hrs. : High Tea 1900-2200 hrs. : Cultural Programme, Cocktails and Dinner
<b>Tuesday, December 3, 2019</b> 0900-1700 hrs. : Registration 0900-1700 hrs. : Exhibition	<b>0915-1300 hrs. SESSION I: POLICY ISSUES OF FERTILIZER SECTOR</b> <ul style="list-style-type: none"> <li>• Rejuvenating the Fertilizer Sector</li> <li>• Emerging Environmental Issues of Fertilizer Sector</li> <li>• Global Price Trends of Fertilizers and Raw Materials</li> <li>• Issues of Indian Urea Sector</li> <li>• Issues of P&amp;K Fertilizer Industry</li> </ul> <b>1400-1700 hrs. SESSION II: RESOURCE MANAGEMENT AND FARM INCOME</b> <ul style="list-style-type: none"> <li>• Water Management in Indian Agriculture</li> <li>• Nutrient Management under Conservation Agriculture</li> <li>• Soil Health Management for Sustainable Agriculture</li> <li>• Enhancing Farm Income</li> </ul>
<b>Wednesday, December 4, 2019</b> 0900-1200 hrs. : Registration 0900-1700 hrs. : Exhibition	<b>0900-1300 hrs. SESSION III: TECHNOLOGICAL DEVELOPMENTS IN FERTILIZER PRODUCTION</b> <ul style="list-style-type: none"> <li>• Digital Technologies to support Plant Operations</li> <li>• Experience of Construction and Commissioning of Large Ammonia and Urea Plants</li> <li>• Revamp of Urea Plants for Higher Capacity and Efficiency</li> <li>• Co-production of Methanol in Ammonia Plant</li> <li>• New Process for Phosphoric Acid Production</li> <li>• Improving Efficiency of a Complex Fertilizer Plant</li> </ul> <b>1400-1600 hrs. SESSION IV: VIABILITY OF FERTILIZER MARKETING</b> <ul style="list-style-type: none"> <li>• Potential of Non-subsidized Fertilizers</li> <li>• Review of Implementation of DBT               <ul style="list-style-type: none"> <li>- Government Perspective</li> <li>- Industry Experience</li> </ul> </li> <li>• Improving Logistics Management through Coastal Movement</li> </ul> <b>1600 hrs. Valedictory Session</b>

## Registration

### Seminar Fee

- FAI Members: US\$ 2500 + 18% GST/delegate
- FAI Non-members: US\$ 2600 + 18% GST/delegate

### Seminar Fee includes:

- Seminar Kit with Pre-prints of Seminar Papers
- High Tea, Cultural Programme, Cocktails and Dinner on December 2, 2019 (Monday)
- Working lunches and pre & post lunch – tea/coffee on December 3-4, 2019 (Tuesday & Wednesday)

### Procedure of Registration & Payment

#### I. Online Registration

For registering online, please visit FAI website [www.faidelhi.org](http://www.faidelhi.org)

#### II. Registration Form

Nominations in the attached registration form, along with the seminar fee, should be sent to The Fertiliser Association of India, New Delhi.

### Payment Options

Payment can be made either of the following:

- **Draft:** Please make Bank Draft payable at **New York** in favour of 'The Fertiliser Association of India'.
- **Wire Transfer:** Mode of transfer of funds to **FAI's Citibank** Account should be as per the details given below:

**Correspondent Bank** : Citibank NY  
**Correspondent Bank SWIFT Code** : CITIUS33  
**Beneficiary Bank of USD** : Citibank India  
**Beneficiary Bank SWIFT Code** : CITIINBX  
**Beneficiary Bank Address & Telephone Number** : Level-1, Gurmehar  
A-12, Ring Road  
South Extension – I  
New Delhi – 110 049, India

Tel. No. : +91-11-30035000/30035100/66415005

**Citibank India Nostro A/c Number with Citi NY** : 10990896

**Beneficiary A/c Number, Name & Address** : 0414462006

The Fertiliser Association of India  
FAI House, 10, Shaheed Jit Singh Marg  
New Delhi – 110 067, India

**FAI ANNUAL SEMINAR 2019**

New Approach to Fertilizer Sector

**Purpose of Remittance** : \_\_\_\_\_  
**FAI - GSTIN.** : 07AAACT0097M1Z3  
**FAI - PAN No.** : AAAC0097M

Duly filled registration form should be sent to:

The Secretary

The Fertiliser Association of India

FAI House, 10 Shaheed Jit Singh Marg

New Delhi – 110067, India

Tel: +91-11- 46005204/46005233/46005209

Fax: +91-11-26960052, 46005213

Email: [secy@faidelhi.org](mailto:secy@faidelhi.org); [acctt@faidelhi.org](mailto:acctt@faidelhi.org)

### On the Spot Registration

It can be done by payment of Cash or Demand Draft or Credit Card only at the venue of the seminar.

### Mobile/Web based Application

FAI will provide on-line mobile/web based application facility to the registered delegates of FAI Annual Seminar 2019. After registration and confirmation, an email containing a link to download the App and a unique login/password will be sent to the delegate. On installation of the App, the registered delegate will be able to get the information on programme schedules, delegates, exhibitors, presenters, related events and places of interest amongst many other helpful features.

### Change in Names

Change in names of delegates can be made up to 22<sup>nd</sup> November, 2019. Only the names of delegates registered up to this date will appear in the delegates list.

### Cancellation

Cancellation of registration can be made only up to 15<sup>th</sup> November, 2019. For cancellation beyond this date, only 50% of the fee paid will be refunded after deducting the GST paid to the Government of India. For this, refund requests received up to 31<sup>st</sup> January, 2020 will be entertained.



## □ Exhibition

For display of your literature, products and services during 2-4 December, 2019, stall(s) (3mx2m) would be available.

The charge for each stall is as under:

FAI Member companies	FAI Non-member companies
US\$ 3300 plus 18% GST	US\$ 3600 plus 18% GST

Stall(s) will be made available on all the three days of the seminar. Two persons will be allowed to represent each stall and they will be extended all facilities as to regular delegates. Since the stalls are limited in number, the same will be booked on first come first served basis with payment. The payment can also be made as per payment options given on previous page.

For booking and more information:

Email : [mktg@faidelhi.org](mailto:mktg@faidelhi.org)

Tel : +91-11-46005210

Any modification or alteration in the design of the stall(s) will not be permitted.

### Andaz Delhi a Concept by HYATT

Conveniently adjacent to the airport, the Andaz Delhi (Luxury Lifestyle Hyatt Group Hotel) impresses guests with its gorgeous decor and plentiful amenities. It has 401 non-smoking rooms, which come with free Wi-Fi, flat-panel TVs, minibars and coffeemakers. Guests can order 24-hour room service or dine at any of the three restaurants and two bars. The hotel also hosts a lounge with music and dancing. There is a gym on-site, as well as a business center and a spa with treatments and a sauna. The two outdoor pools are surrounded by lounge chairs and towering palm trees. Other property pluses are free parking and an airport shuttle. Pets are welcome for a fee and are offered bowls and pet beds. It is within 30 minutes



of New Delhi's cultural center and iconic sites, such as Gurudwara Bangla Sahib, Rashtrapati Bhavan, National Museum and Humayun Tomb. Also within a reasonable time, guests check out the stunning architecture of the Bahai Lotus Temple, Qutub Minar, Red Fort, Jama Masjid and Akshardham. The Delhi Aero City metro stop is a 10-minute walk from the hotel, and New Delhi Railway Station is 18 km away.

### Hotel Reservation

For the convenience of all our delegates, special room tariff has been negotiated along with the meeting rooms and banquet halls in the hotel and other nearby hotels. For hotel accommodation, airline booking, visas, insurance or any other assistance, delegates may contact:

MICE & MORE Services LLP

☎ +91 9873731943 / +91 124 4666185-186

✉ [faiseminar@gmail.com](mailto:faiseminar@gmail.com), [sarthak@miceandmore.co.in](mailto:sarthak@miceandmore.co.in)

**MICE & more** **MICE & MORE Services LLP** has in depth knowledge and track record of successfully executing prestigious conferences. The company has handled prestigious accounts like Fragrance & Flavour Association of India, Airtel, Timex Watches, Spark Mindia, Tata, Coke, Crisil, Forbes, Liberty Shoes, etc., to name a few.

**2-4 December 2019**

Hotel Andaz Delhi, Aerocity, New Delhi, India

## □ Sponsors



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