

FAI Activities

FAI WORKSHOP ON “BOILER FEED WATER/STEAM SYSTEM MANAGEMENT”

A TWO-DAY WORKSHOP ON “BOILER Feed Water / Steam System Management” was organized by FAI and Chambal Fertilisers and Chemicals Limited (CFCL) jointly during 12-13, January, 2010. CFCL hosted the Workshop at Gadepan. Mr. Vinod Mehra, President (Operations) CFCL, Gadepan inaugurated the Workshop. The workshop was attended by 44 participants from 20 fertiliser plants and 7 experts from M/s L&T, Alpine and Chembond.

Mr. Vinod Mehra in his inaugural addresses pointed out that Indian plants need to be cost competitive in view of pricing policy which mandates import parity price of fertiliser products. Therefore, efficiency of operation is even more important today. The efficiency can only be improved by high plant reliability which allows high on-stream efficiency and continuous run of plants for long periods. He informed that one of the ammonia plants of Yara Group operated for 1300 days on continuous basis and Indian plants should strive to achieve this kind of long operating period. He expressed concern about the growth of the fertiliser industry as no new projects commissioned after Chambal Expansion. The status of new projects including CFCL III expansion is uncertain. He pointed out that major plant equipment and machinery are paid enough attention for their upkeep and maintenance. However, there is need to pay attention to other miscellaneous areas like water treatment in order to improve reliability of operation. Boiler Feed Water management is one of the critical areas for continuous operations of the plant that needed deliberation and exchange of ideas amongst experts and fertiliser plants. He hoped that the Workshop would provide such an opportunity and would result in useful suggestion for improvements in this area.



Mr. U. C. Mittal, Dr. S. Nand, Mr. Vinod Mehra, Mr. A. K. Bhargava and Mr. P.C. Srinivasan at FAI Workshop held at CFCL, Gadepan

Earlier, Dr. S. Nand in his address mentioned that the fertiliser industry is highly capital intensive and therefore most efficient utilization of assets is essential for survival of the industry. He mentioned that despite being well managed, having high capacity utilization and energy efficient operations, there is a scope for improvement in the on-stream factor of plants. The data showed that there are long duration of turnarounds and forced shutdown periods. There is also need to improve energy efficiency further through it will require huge capital investment. The pricing policy for fertiliser needs to be conducive to facilitate such investment.

He mentioned the Government's is concerned over reduced crop response to fertilisers and stagnant agricultural production in spite of increase in fertiliser consumption. Secondly, the increase in subsidy bill exceeded Rs. 1 lakh crore in 2008-09 posed fiscal management problem for the government. He informed that the Government is considering the shift from product based subsidy to nutrient based subsidy. The change in policy would bring in necessary impetus to correct nutrient imbalances to improve crop response ratio and thus improve farm productivity. He mentioned even if there is marginal increase in selling price of fertilizers, the balanced application of nutrients including micronutrients will give the net economic gain to farmers due to improved productivity. This would also make the fertiliser sector attractive for fresh investment for enhancement of production capacity and the efficiency of the industry.

Earlier, Mr. A K Bhargava, Vice

President (Operations), CFCL, Gadepan welcomed guests, participants and experts. He emphasized on the importance of water treatment for efficient operation of plant. He mentioned that the monitoring and control of water quality is very essential for better health of equipment and plant.

Mr. Manish Goswami, Sr. Technical Officer, presented a vote of thanks at the conclusion of the inauguration programme.

During the workshop issues related to problems in the BFW /steam system and their impact on equipment and machinery, boiler internal treatment, steam quality, process steam generation system, demineralization and polishing units, pre-treatment, etc. were discussed. Mr. G Sadekar, L&T made a presentation on “Effect of Boiler Feed Water and Steam Quality on Process Equipment.” He outlined various quality parameters of water and their impact on health of equipment and heat transfer efficiency. He presented the design consideration and location of blowdown from boiler depending on the type of blowdown i.e. Intermittent or continuous. He emphasized on importance of analysis of blowdown for analyzing cause of problem in the equipment. Dr. Ajay Puri, Alpine, in his presentation on “BFW/Steam Quality vis-à-vis Steam Path” mentioned the types of deposits, feed water quality for different boiler pressure environment and issues related to internal water washing of turbines. Mr. Clive Roscoe, Chembond Ashland Water Technologies, in his presentation on “Challenges in Boiler Water Treatment” discussed various



Chief Guest with faculties, participants and FAI officials

treatment alternatives pertaining to a variety of boilers. He explained risk to the boilers and strategies to improve boiler reliability.

A half day visit to the facilities of CFCL was also arranged for the participants.

Mr. Vinod Mehra, advised the participants to take advantage of the learning of 2 days and apply it in their respective plants. He informed that after a similar workshop on Cooling Tower, CFCL implemented most of the recommendations of the Workshop in their plant. In the concluding session, Mr. A K Bhargava, stated that the Workshop raised several issues which were both plant specific and general in nature. For many of the problems solutions were found but some were left unanswered. He advised the participants to take full advantage of the interaction. They should continue to interact even after the workshop for further exchange of ideas.

Dr. S. Nand summarizing the proceedings of two days mentioned that the Workshop highlighted many areas of water treatment which needed attention. He appreciated the initiative of CFCL in hosting the programme in this new area. He advised the participants to study the basic science behind problems related to water and steam quality and work for finding the solutions. Result of such studies can then be shared for the benefit

of entire industry.

Mr. D. Bhattacharya, Dy. General Manager, CFCL proposed a vote of thanks at the conclusion of the programme. Mr. R. K. Gupta, Asst. General Manager (Ammonia), IGFL thanked the management of CFCL on behalf of participants for hosting the Workshop and hospitality extended to the participants.

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FAI-NORTHERN REGION

FAI-IPI DEALERS TRAINING PROGRAMME AT UDAIPUR

THE FERTILISER ASSOCIATION OF INDIA, New Delhi in collaboration with the International Potash Institute, Horgen, Switzerland organised a Training Programme for Fertiliser Dealers/Retailers/Coop. Sales Personnel at Udaipur, Rajasthan on November 9, 2009. The programme was inaugurated by Prof. S.S. Chahal, Vice Chancellor, Mahraja Pratap University of Agriculture & Technology, Udaipur, Rajasthan. Dr. M. Assaraf, Coordinator-India & China, IPI also addressed the participants on this occasion. Dr. M. Assaraf and Mr. Hariom Sharma, CFCL, Udaipur awarded the certificates to the participants at the concluding session. Fifty Four fertiliser dealers, retailers and cooperative sales personnel participated in the programme representing thirteen fertiliser companies namely CFCL, GNFC, FAGMIL, GSFC, IFFCO, IPL, KRIBHCO, Liberty

Phosphates Ltd., NFL, RCF, RSMML, SFC and Tedco Granites Ltd.

In his inaugural address, Prof. S.S. Chahal mentioned that foodgrain production in India has made a quantum jump from a mere 50.8 million tonnes in 1950-51 to 230.8 million tonnes during 2007-08. The substantial increase in crop production achieved through green revolution since the 1960s has come through mainly by the use of improved high yielding crop varieties (HYVs) and great input of fertilisers. Still, there is a mismatch between population growth rate and economic growth rate in our country. He mentioned that the major concern at this point of time was food security to our people for which we need to develop suitable technology to increase the agricultural productivity. Obviously, balanced and integrated use of fertilisers is a priority area to meet our food production target in the coming years. Presently, due to inadequate and unbalanced use of fertilisers, Indian agriculture is operating at a net negative balance to the tune of 8-10 million tonnes of plant nutrients per annum. Hence, integrated use of the nutrients from fertilisers and organic resources seems to be a need of the hour to meet the total nutrient requirement of the modern agriculture. Emphasizing the need for integrated Nutrient Management (INM). Prof. Chahal stressed upon the (i) maintain or enhance soil productivity through a



Prof. S. S. Chahal delivering the inaugural address. Others in the photo are (L-R) Dr. U.S. Teotia, Mr. Mahesh Verma, Dr. M. Assaraf and Mr. Hari Om Sharma

balanced use of mineral fertilisers combined with organic and biological sources of plant nutrients (ii) improve the stock of plant nutrients in the soil (iii) improve the efficiency of plant nutrients, thus limiting losses to the environment. He pointed out that dealer's training programmes would help in transferring the improved technology to the farmers.

Dr. M. Assaraf, Coordinator-India & China, IPI, Israel mentioned that IPI in collaboration with FAI initiated a number of activities including Dealers Training Programmes to promote the concept of balanced fertilisation and integrated plant nutrient management in India six years back. He pointed out that though considerable information on the balanced use of fertilisers had been compiled, it was not reaching the farmers. The knowledge and awareness of the dealers need to be improved as 'dealer' is an important link between fertiliser industry & farmers and they can play a key role in transferring the innovative technology to the farmers in a very effective manner. He pointed out that the cost of agri-inputs had been increasing very fast and therefore efficient use of agri-inputs become necessary to increase the net income of the farmers. He mentioned that farmer education was the need of the hour to maintain soil health by using FYM, Green Manures, Bio-fertilisers in addition to chemical fertilisers. He pointed out that soil testing was very important to know about the right doses of fertilisers needed by the

plant to give maximum return to the farmer. Emphasizing upon the importance and role of potash, he told that potash helps in improving the crop quality besides increasing productivity of the crops. He hoped that the programme would provide valuable information to dealers to enable them to educate the farmers on balanced and integrated nutrient management. He advised the participants to actively participate in deliberations to get maximum benefit from the programme.

Earlier, welcoming the chief guest, special invitees and participants, Dr. U.S. Teotia, Regional Executive, FAI-Northern Region mentioned that use of high yielding varieties, increased irrigation facilities and enhanced availability and use of fertilisers during last 4 decades has made the country self sufficient in foodgrain production. Simultaneously, higher removal of macro and micro nutrient from the soil coupled with inadequate and imbalanced supply of these nutrients had led to degradation in soil fertility and stagnation in foodgrains productivity. Addition of only nitrogen, phosphorus and to some extent potassium to the soil on one hand and removal of sulphur, Iron, Zinc, Molybdenum, Manganese and Boron alongwith N, P and K on the other has resulted in multinutrient deficiency in soils which has now become a limiting factor in increasing crop productivity. Due to lack of knowledge and proper guidance, farmers have kept on increasing doses of

nitrogen. This has resulted in failure in getting desired productivity level in want of other nutrients by the crop and it has introduced a wrong notion among the farmers that fertilizers spoil the soil. Expressing his concern over slackening extension machinery, Dr. Teotia emphasised the need of massive campaign to educate the farmers on balanced and efficient use of fertilisers. He pointed out that agriculture in India has tremendous potential for improvement which needs to be tapped by laying multi-pronged strategy and investments in this sector. Briefing about the objectives of training programme and activities of the FAI, Dr. U.S. Teotia mentioned that the FAI had been organising about 12-14 dealers training programmes through out the country every year. He hoped that the knowledge gained by the participants from this programme would be of great help in enabling them to improve farmers' awareness on balanced, efficient and integrated nutrient management.

The one day programme included four lectures viz. Role of Potash for High Quality Produce Under Integrated Nutrient Management by Dr. M. Assaraf, Coordinator-India & China, IPI, Israel; FCO & Recent Amendments by Mr. Mahesh Verma, Jt. Director Agriculture (Extn.), Udaipur, Govt. of Rajasthan; IPNM Approach for Sustainable Agriculture by Dr. S.C. Bhandari, Controller of Examination, MPUA&T, Udaipur, Rajasthan; and Handling of Agriculture Inputs and Customer Services by Mr. Hari Om Sharma, CFCL, Udaipur.

The programme ended with the vote of thanks to the Chief Guest, IPI, Faculty and Member companies for extending their support in successful organization of the programme.

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FAI-WESTERN REGION

AGRO-FERT RETAILERS REFRESHER SESSION

THE FERTILISER ASSOCIATION OF INDIA, Western Region organized one day "Agro-Fert Retailers Refresher Session" at Hotel Mehfil Inn, Amravati (Maharashtra) on 7th January, 2010. The programme was



Mr. Suresh Ambulgekar, lighting the lamp at the inauguration of the FAI-WR dealers training programme. Others seen in the photo are : (from L to R) : Mr. D. D. Khose, Mr. V. B. Patil, Mr. A. T. Jadhav, Mr. V. V. Chavale and Mr. B. K. Kulkarni

attended by 75 dealers & co-operative sales personnel. Apart from this, senior officials of the fertiliser industry as well as state Deptt of Agriculture were also present during the session. Mr. Suresh Ambulgekar, Joint Director of Agriculture, Amravati inaugurated the programme, while Mr. A T Jadhav, Chief Mktg Manager, RCF Ltd presided over the session.

While welcoming the Chief Guest & participants, Mr. D.D. Khose, R.E., FAI-WR briefed about the national as well as regional level fertiliser scenario. He further added that the dealers / co-operative sales personnel are important link between the manufacturers and the farmers and hence FAI organizes such types of training programmes to impart the knowledge to the dealers about recent developments taking place in the industry, Govt. policies, agricultural technologies as well as fertiliser quality control etc. Mr. Khose expressed that the fertilizer consumption has increased manifold & Govt is paying huge amount of subsidy to the farmers however productivity of our crops is not increasing hence more emphasis should be given on balanced & efficient use of fertilisers. He appealed the dealers to propagate the concept of balanced fertilisation & integrated nutrient management among the farmers, which will help to maintain soil health, increase crop productivity and reduce the cost of cultivation. Mr. Khose further informed

that the despite of various problems & huge under-recovery in movement & distribution of fertilisers, the industry is putting all efforts to make adequate fertilisers available to the farmers on time.

While inaugurating the programme Mr. Suresh Ambulgekar, Joint Director of Agriculture, Amravati appreciated the efforts put in by FAI in the dissemination of latest agricultural technology upto field level & hoped that it will help to improve the economy of the farmers. He further informed that the NPK ratio is more or less balanced in Maharashtra however the farmers needs to be educated on efficient use of fertilisers for which proper extension is required. While stressing upon the need for strengthening of soil testing facilities, Mr. Ambulgekar opined that the fertiliser industry should provide customized products to the farmers, which ensures balanced fertilization. He wished the programme all the success.

In his presidential address, Mr. AT Jadhav, Chief Mktg Manager, RCF Ltd appealed the participants to disseminate the knowledge imparted by such types of programmes about balanced & integrated nutrient management, soil & crop management etc upto farmers' level. He also invited suggestions / opinion from the dealers on training programmes organized by FAI as well as the industry.

Mr. A T Jadhav, Chief Mktg. Manager, RCF Ltd delivered a talk on "Current

Fertiliser Scenario – Prices, Demand, Supply situation & Subsidy claims requirement", while Mr. B K Kulkarni, Chief Agronomist, Zuari Rotem Speciality Fertilisers Ltd covered all important aspects of "Integrated Nutrient Management Supply System & Efficient Use of fertilisers."

During post lunch session Mr. Vijayrao Patil, Dy General Manager, DFPCL deliberated on "Role of Retailers / Co-operatives in Efficient Use of Fertilisers", whereas Mr. V V Chavale, Agricultural Development Officer, Amravati explained the "Legal Aspects of Fertiliser Retailing & FCO Implications."

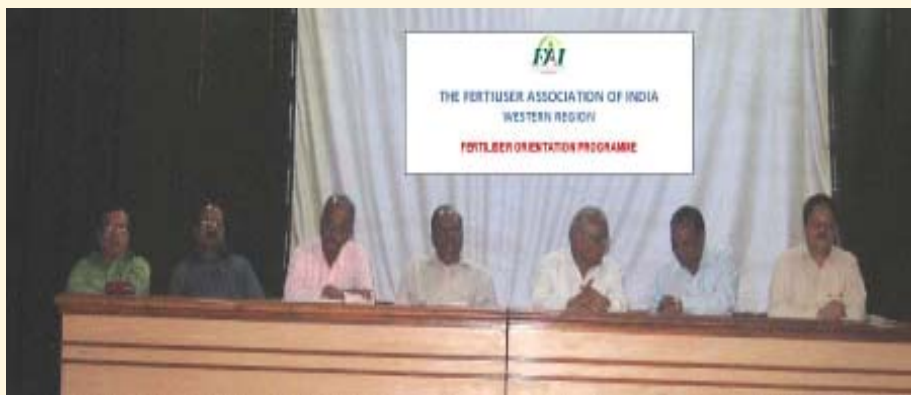
During concluding session, Mr. Suresh Ambulgekar, Joint Director of Agriculture, Amravati shared his experiences on the agricultural developments taking place in Vidarbha. Mr. S Haribabu, Managing Director, Vidarbha Co-op Mktg Society Ltd (VCMS) appraised about the problems / difficulties faced by the dealers / retailers in distribution of fertilisers. JDA, Amravati as well as RE, FAI-WR assured that all the issues would be taken up at appropriate level to ensure adequate availability of fertilisers in Vidarbha region.

The programme ended with a vote of thanks proposed by Mr. S P Shete, Technical Officer, FAI-WR.

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FERTILISER ORIENTATION PROGRAMME

FAI-WR ORGANIZED A HALF-DAY "Fertiliser Orientation Programme for Students" in collaboration with the Dr Punjabrao Deshmukh Krishi Vidyapeeth (PKV), Akola. The programme was held at the College of Agriculture, Akola Campus on 8th January 2010 and it was attended by about 75 students of PG as well as Final year UG. Dr D L Saale, Dean & Director of Education, PKV Akola was the Chief Guest for the inauguration, while Dr E R Patil, Associate Dean, College of Agriculture, Akola presided over the session. Mr. A T Jadhav, Chief Mktg Manager, RCF,



(From L to R) : Mr Patil, Dr E. R. Patil, Mr. B. K. Kulkarni, Mr. A T Jadhav, Dr D. L. Saale, Mr. D. D. Khose and Mr. Vijayrao Patil at FAI-WR Programme

Mr. B K Kulkarni, Chief Agronomist, ZRSF Ltd & Mr. V B Patil, Dy General Manager (Liaison & Training), DFPCL & Mr. Patil, Sr Manager, GNFC were also present for the inauguration.

At the outset Mr. S P Shete, Technical Officer, FAI-WR welcomed the Chief Guests as well as sr officials of the industry, agricultural University as well as the students. While welcoming the Guests, faculties & the participants, Mr. D D Khose, RE, FAI-WR informed that Indian agriculture is changing very rapidly and farmers have become more aware & eager to learn & adopt modern techniques of farming. This has forced the agro input as well as other industries associated with the agriculture to change their focus. Mr. Khose further added that fertiliser is an essential agro input and being the biggest agro input suppliers, the fertiliser industry is also reorienting to face the challenge of changing agriculture however it is facing the shortage of skilled manpower. On the other hand the students of agriculture are not aware about the working of the agro input and other related industries and face problems when they appear for the jobs. Keeping this in mind, FAI-WR designed this "Fertiliser Orientation Programme" to acquaint the students about the fertiliser industry. Mr. Khose hoped that the students would be benefited from the content of the programme.

In his inaugural speech, Dr D L Saale, Dean & Director of Education, PKV, Akola

thanked FAI-WR for organizing such type of informative programme for his students. Dr Saale further informed that the course curriculum of agriculture needs drastic changes, as it does not give professional education to the students. He further informed that the students of agriculture are more attracted towards competitive exams and ignore the industrial sector, where they have bright future. Dr Saale further informed about the achievements of the students of PKV, Akola & wished the programme all the success.

After inauguration, Mr. D D Khose, RE, FAI-WR presented the overall fertiliser scenario in India & Maharashtra while Mr. A T Jadhav, Chief Mktg Manager, RCF, Mr. V B Patil, Dy General Manager (Liaison & Training), DFPCL and Mr. B K Kulkarni, Chief Agronomist, ZRSF Ltd informed the students about the activities & profile as well as opportunities & procedure for job in their respective companies. This was followed by an interactive question answer session, where these faculties answered to the queries of the students.

During concluding session, Dr D L Saale, Dean & Director of Education, PKV, Akola expressed satisfaction over the content & conduct of the programme and requested FAI-WR to regularly organize such type of programmes for the students. Mr. D D Khose, RE, FAI-WR expressed satisfaction over the interest shown by the students and assured that FAI-WR will organize such type of

programmes for the benefit of the students.

The programme ended with a vote of thanks proposed by Mr. S P Shete, Technical Officer, FAI-WR.

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FAI-EASTERN REGION

TRAINING PROGRAMME FOR FERTILISER SALES AND PROMOTION PERSONNEL

TRAINING PROGRAMME ON IMPROVING the Challenges of Marketing for Fertiliser Sales and Promotion Personnel was organized by FAI-ER from 5-8 Jan., 2010 at Paradeep, Orissa. 25 participants representing organizations such as IFFCO, TCL, PPL, KRIBHCO, IPL, NFCL, CIL & RCF.

Mr. M. R. Patel, Chairman, FAI-ERC & E.D., IFFCO, while inaugurating the programme, felt that the fertiliser industry is passing through a critical stage. On the one hand the central govt. has not taken congenial policies and on the other hand the fluctuating international market for prices of raw materials has created uncertainties in the industry. After the production of a particular variety of fertiliser, it is not known whether the materials could be sold or not at a profitable price. Very often the industry has to face substantial losses due to the import parity price policy of the Govt. of India for which there is no remedy which could save the industry. He felt that unless the govt. comes out with concrete favourable policies, there would be no investment in the fertiliser sector. Many of the plants in the country have grown old and the efficiency is falling rapidly. He urged upon the trainees to make full utilization of the forum which would give them the proper exposure to brush up their knowledge and remove the doubts and confusions to carry on with their jobs confidently.

Mr. T. N. Gupta, Jt. G.M. (Tech.), and Mr. P. T. Parmer, Jt. G.M. (Prodn.), PPL,



Mr. M. R. Patel, Chairman, FAI-ER addressing the participants.
Others seen in the picture are Mr. S. Banerjee and Mr. P. T. Parmar

believed that such training programmes are of immense importance and remarked that FAI-ER has taken a great step to hold a programme at Paradeep where the trainees would be getting the facilities of visiting the port and the plants.

Mr. S. Banerjee, RE, FAI-ER, welcomed the participants and discussed about the basic objective of holding such programmes every year. He pointed out that this is a platform where the trainees can enjoy the facility of free and frank interactive session. Sharing of experiences and views also serve a very important purpose to go ahead with their jobs. He said that participants should not feel that other organizations are their competitors but they should take them as

their partners to meet the challenges which they face in their day to day discharge of duties.

On 7th Jan. '10, the participants were taken for a visit to the Paradeep Port and thereafter the IFFCO plant which was organized by IFFCO, Paradeep. The participants were highly enthused by the visit of the port and the plant.

Different topics were handled such as "Marketing strategies under free Market" by Mr. S. B. Sarkar of TCL, "Fertiliser Scenario and the Govt. Policy" by Mr. S. C. Das of TCL, "Cost optimization in Fertiliser distribution under decontrolled regime" by Mr. Sajal Mukherjee of TCL. Dr. Rajesh Das from the Govt. of Orissa, deliberated on

"Quality control, Soil testing and Recommendation" & Mr. C. S. Allamraju of IFFCO spoke about the "Basics of Fertiliser Production". Mr. Sanjay Arora of RCF handled 2 topics namely "Port operation" and "Civic Patriotism". Mr. M. M. Patil of RCF dealt with "Enhancing managerial excellence in competitive environment."

On the final day, Mr. P. K. Sahoo and Mr. P. Rautray, PPL, discussed about "Brand & Channel Management and "Development of Dealership Network" respectively.

Mr. J. P. Bargale, V.P. (Mktg.), PPL, chaired the Valedictory session where he had presented a detailed discussion on the present fertiliser scenario in the country along with ideas of future of the industry. He awarded the certificates to all the trainees after the Valedictory session.

Mr. S. Banerjee, RE, FAI-ER, proposed a vote of thanks expressing his sincere gratitude to all the faculty members from the State Govt. of Orissa and fertiliser industry and to all the participants representing different manufacturing organizations. He finally thanked all the staff members of the hotel who had made and rendered excellent services to all the participants of the programme. ■

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