

# FAI ANNUAL SEMINAR 2018

5-7 DECEMBER 2018, HOTEL PULLMAN, AEROCITY, NEW DELHI

**Making Fertilizer Industry Viable and Vibrant**



THE FERTILISER ASSOCIATION OF INDIA

## From the DG's Desk

Dear Friends,



FAI Annual Seminar 2018 will be held from 5<sup>th</sup> to 7<sup>th</sup> December 2018 at Hotel Pullman, Aerocity, New Delhi, India.

Fertilizer industry is an integral part of the agriculture economy. Application of fertilizers remains single most important factor in enhancing crop yields, farm productivity and farmers' income.

It is a matter of concern that fertilizer industry is not in pink of health. It continues to operate under archaic regulatory environment. In fact, policies and procedures have become progressively more and more difficult to carry out the business and remain economically viable. Simultaneously industry needs to be reimbursed its legitimate dues in time under the present highly controlled regime. There are solutions available to increase the ease of doing business in the sector.

FAI Annual Seminar is an important international event that attracts delegates in large numbers from India and abroad. The Seminar provides a unique opportunity to the delegates to interact with the leaders of the fertilizer industry, decision makers in the Government and other stakeholders. It is a forum for all those associated with fertilizer and agriculture sectors to enhance their professional capabilities and further their business interest.

The programme, registration form and other details are given within this brochure. We look forward to the pleasure of welcoming you to the FAI Annual Seminar 2018 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.

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



## Making Fertilizer Industry Viable and Vibrant

Nation takes pride in achieving record food grain production of 279.5 million tonnes and production of fruits and vegetables of about 300 million tonnes in 2017-18. This is the result of continuous efforts of the government through implementation of various schemes in agriculture sector and role played by the industries in providing various inputs and services. But the average yield of major crops remains below world average and with shrinking land and water resources, there is a question about sustainability of present agro-system. To improve the average crop productivity and make Indian agriculture sustainable, entire ecosystem for agriculture needs to be revisited. Input supplying industries have played a major role in taking agriculture productivity to present level and can help to take Indian agriculture further to new realm where both issues of yield and environment are addressed. Fertilizers remain the single most important input for enhancing agriculture productivity. But the use pattern of fertilizers is not giving optimum economic return and continuing the same pattern may even endanger the environment. The very survival of this efficient industry is threatened under the prevailing economic environment.





Present policies have led to a situation where production of fertilizers has become an unviable activity. Moreover, industry remains busy throughout the year with justifying its cost and getting reimbursement from the government. The present stifling environment for the sector is killing innovations in products and services for the farmers.

There is urgent need for relook at the governance of the fertilizer sector in the interest of sustaining the production. Even more important is that industry provides a diverse range of products and services to the farmers for sustainable agriculture. All components of governance, that is, policy making, administration of policies and decisions, type and extent of controls, etc. need a completely fresh review and follow up action.

It is in this context that theme of the FAI Annual Seminar this year is “Making Fertilizer Industry Viable and Vibrant”. The Seminar will provide an opportunity to opinion leaders from governments, industry and other stakeholders to debate the issues faced by the industry and way forward to get out from the present morass. The issues related to fertilizer policy, sustainable fertilizer production, reaching fertilizers to farmers and the balanced and efficient use of fertilizers will also receive the attention of the stakeholders.



# Tentative Programme

## Wednesday, December 5, 2018

- 0930-1700 hrs. : Registration  
1100-1700 hrs. : Exhibition  
**1430-1600 hrs. : Inauguration and  
Distribution of Awards**  
1600 hrs. : High Tea  
1900-2200 hrs. : Cultural Programme,  
Cocktails and Dinner

## Thursday, December 6, 2018

- 0900-1700 hrs. : Registration  
0900-1700 hrs. : Exhibition

### Session I : Policies for Viable Fertilizer Sector

#### 0915-1300 hrs

- World Supply-Demand of Fertilizers & Fertilizer Raw Materials
- International Price Trends of Fertilizers and Fertilizer Raw Materials
- Panel Discussion on Policies for Fertilizer Sector

### Session II : Nutrient Management in Indian Agriculture

#### 1400-1700 hrs

- Nutrient Management in Irrigated Agriculture: Issues and Strategies
- Nutrient Management in Rainfed Agriculture: Issues and Strategies
- Environmental Issues in Fertilizer Use
- Soil Organic Matter Biochemistry in Relation to Soil Quality and Sustainability





# Tentative Programme

**Friday, December 7, 2018**

0900-1200 hrs. : Registration

0900-1700 hrs. : Exhibition

## **Session III : Improving Viability of Fertilizer Production**

### **0900-1300 hrs**

- Technological Alternatives for New Ammonia Plants
- Experience of Revamp of Ammonia Plants
- Improving Viability of Urea plants
- Managing Viability of Production of Phosphatic Fertilizers
- Reducing Environmental Footprint of Indian Fertilizer Plants

## **Session IV: Issues in Fertilizer Marketing**

### **1400-1600 hrs**

- Assessment of Implementation of DBT in Fertilizer Sector
- Constraints in Logistics of Fertilizer Movement
- Value Added Fertilizer Products for High Use Efficiency

### **1600 hrs**

- Valedictory Session



**5-7 December 2018**

Pullman, Aerocity, New Delhi, India

# Registration

## Seminar Fee

- Members: ₹ 18,000 + 18% GST per delegate
- Non-members: ₹ 29,000 + 18% GST per delegate

## Seminar Fee includes:

- Seminar Kit with Pre-prints of Seminar Papers
- High Tea, Cultural Programme, Cocktails and Dinner on December 5, 2018 (Wednesday)
- Working lunches and pre/post lunch, tea/coffee on December 6-7, 2018 (Thursday & Friday)

## 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 by either of the following modes:

- Bankers' cheque/demand draft payable at New Delhi in favour of '**The Fertiliser Association of India**'.
- Through NEFT / RTGS under intimation to FAI as per the details given below:

**Saving Bank A/c No.** : 1484101006029  
**Bank Name and Address** : **CANARA BANK**  
Jit Singh Marg  
New Delhi – 110 067  
**Branch code** : 1484  
**IFSC code** : CNRB0001484  
**MICR code** : 110015015  
**FAI - GSTIN** : 07AAACT0097M1Z3  
**FAI - PAN No.** : AAACT0097M

## FAI ANNUAL SEMINAR 2018

Making Fertilizer Industry Viable and Vibrant

## 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  
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, 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 2018. 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 / Cancellation

Change in names of the delegates or cancellation of registration can be made up to **26<sup>th</sup> November, 2018**. Please note that any request for cancellation/refund after this date will be eligible only for 50% refund after deducting the tax paid to the Government of India. The last date for claiming refund is 31<sup>st</sup> January, 2019. Only the names of delegates registered by **26<sup>th</sup> November, 2018**, will appear in the List of Delegates.



## Exhibition

For display of your literature, products and services during 5-7 December, 2018, stall(s) (3mx2m) would be available.

The charge for each stall is as under:

| Member companies        | Non-member companies    |
|-------------------------|-------------------------|
| ₹ 1,10,000 plus 18% GST | ₹ 1,20,000 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); [tech@faidelhi.org](mailto:tech@faidelhi.org)

Tel : +91-11-46005210/46005222

Any modification or alteration in the design of the stalls will not be permitted.

### Conference Hotel – Pullman, New Delhi

Located in the trendiest destination in New Delhi, the Pullman Hotel, New Delhi Aerocity is near IGI Airport and business hubs of Gurgaon and New Delhi. With a great combination of rooms and suites, an all-day-dining restaurant, specialty restaurant, spa with special and attractive rates for FAI delegates. Each contemporary guest room features a generous four fixture bathroom, large workstation, LED TV, laptop sized electronic safe and responsive climate control. Each Executive room offers modern amenities in sophisticated accents. Suite privileges include access to the Executive



Lounge. The stunning 5-star hotel in New Delhi is just a 7-minute drive from Delhi Airport.

### 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

Tel. : +91 9873731943 / +91 124 4666185-186

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

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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.

**5-7 December 2018**  
Pullman, Aerocity, New Delhi, India

## Delegates attending the seminar will be offered the following special rates in INR

| Hotel Name | Standard Room | Club Room | Suites |
|------------|---------------|-----------|--------|
| Pullman    | 11210         | 14160     | 31860  |
| Novotel    | 10030         | 11800     | 22420  |
| IBIS       | 6726          | –         | –      |

### Standard Room

The rates are inclusive of applicable taxes, buffet breakfast & Wi-Fi.

### Club Room & Suites

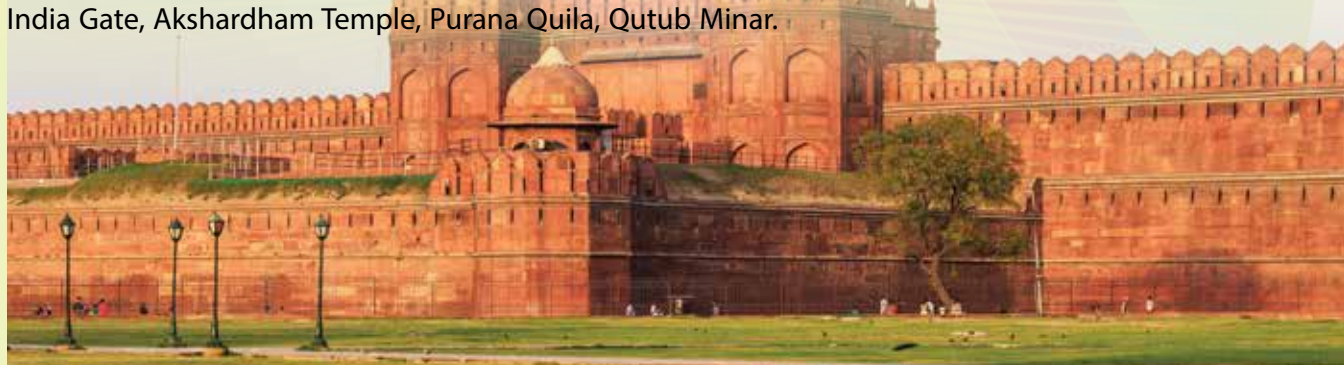
The rates are inclusive of applicable taxes, buffet breakfast, both ways airport transfers, access to executive lounge & Wi-Fi. In case of payment by Credit Card/Debit Card 2% merchant fees will be charged for Master and Visa and 3.5% for American Express cards.

Check-in:1500 hrs and Check-out:12 Noon.

MICE & More has special rates for several other hotels around Pullman and other city center hotels like Taj Hotels, ITC Maurya, Holiday Inn, The Imperial, Shangri-La, The Grand, Radisson Blu etc.

### Delhi at a Glance

New Delhi, India's capital is sprinkled with captivating ancient monuments, magnificent museums, a vivacious performing-arts scene and some of the subcontinent's yummiest places to eat. Delhi encapsulates two very different worlds, the 'old' and the 'new' and visitors can easily dip into both, spending half the day immersing themselves in history at the dramatic Red Fort, Jama Masjid and medieval-flavoured bazaars of Old Delhi, and the other half refreshing themselves over frothy cappuccinos or frosty cocktails at one of New Delhi's swanky cafes and restaurants. Other Tourist Attractions: Lotus Temple, Humayun's Tomb, India Gate, Akshardham Temple, Purana Quila, Qutub Minar.





# Delhi Facts

**Area :** 1,483 sq.km.

**Religions :** Hinduism, Islam, Sikhism, Buddhism, Jainism, Christianity, Zoroastrianism, Judaism and the Baha'i Faith

**Languages :** Hindi, English, Punjabi and Urdu

**Climate :** Delhi experiences an extreme type of climate that is very cold in winters and quite hot in summers. The average day temperatures remain in the range of 22°C (maximum) to 8°C (minimum) in early December.

**Best time to visit :** October to March

**Currency :** Rupees (INR)

**Important Numbers :** Delhi Airport: +91-124-3376000;  
India Tourism Development Corporation: +91-11-24360303

**Medical Emergencies :** AIIMS – +91-11-26588500

Medanta – +91-124-4141414

Fortis – +91-11-42776222

**Tourism Websites :** [www.delhitourism.nic.in](http://www.delhitourism.nic.in) ; [www.incredibleindia.org](http://www.incredibleindia.org) ; [www.indiatourism.com](http://www.indiatourism.com)



## Sponsors



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