



THE FERTILISER ASSOCIATION OF INDIA WESTERN REGION

3, NEW COMMONWEALTH SOCIETY, 229, LINKING ROAD, BANDRA (W), MUMBAI – 400 050
TEL : (022) – 26518162 TELEFAX : 26416174 E-mail : wr@faidelhi.org faiwrmumbai@vsnl.net

FAI-WR/7.5/WSF
February 01, 2018

To,

ALL FAI MEMBERS / NON MEMBERS

Sub : Workshop on “Water Soluble Fertilisers – Challenges & Opportunities”

Dear Sir,

Use of 100% Water Soluble Fertilisers (WSFs) is gaining importance in Indian agriculture. About two lakh tonnes of 100% WSFs are in use in the country. Indian fertiliser companies have also started production of 100% WSFs. The share of indigenous production in total sale of 100% WSFs is nearly 15%. There are 6 grades of 100% WSFs in FCO 1985 and the other grades are covered under general specifications of 100% WSFs mixture of fertilisers (manufactured or imported into India). As per notification, total primary nutrients (NPK) with or without secondary nutrients (S, Ca, Mg) or micronutrients (Zn, B, Mn, Fe, Cu, Mo) containing 3 primary nutrients (not less than 35 units), percent by weight, minimum should be 40% and 2 primary nutrients (not less than 25 units), per cent by weight, minimum should be 30%.

Use of 100% WSFs through drip/sprinkler irrigation improves fertiliser as well as water use efficiency. These fertilisers are applied in standing crops. Mostly such fertilisers are used in horticultural crops and by large farmers to fetch better returns. The relatively cost of 100% WSFs compared to traditional fertilisers is high. There is no subsidy on these fertilisers. Central/state governments are promoting use of micro irrigation system (drip & sprinkler) for irrigation purposes in agriculture to save water by providing subsidy. The area under microirrigation system is on rise in the country. Therefore, use of 100% WSFs may continue to grow in the country. There are many challenges being encountered at the market place. However, there are many opportunities also which are to be understood and tapped.

Having realised the importance of the subject, FAI-WR has planned to organise this workshop. We look forward to have the participation of the companies in the workshop.


The sessions will be conducted by eminent faculties drawn from the industry as well as professionals specialized in their respective fields & Govt authorities. We would also welcome suggestions on topics to be included / issues which needs to be focused in the course content. More emphasis would be given on group discussion and interaction among the participants. The conclusions & recommendations of the programme would be taken up and persuaded at state as well as national level authorities.

The programme will be held during **March 21-22, 2018** at **Hotel Ashish Plaza, 1198 Shivaji Nagar, F.C.Road, Pune – 411 001** (Phone: 020-25536541/42). The details of the Programme / fee etc are given in the enclosed brochure.

You are requested to kindly depute senior / middle level personnel to participate in the programme. Since there is provision for limited number of participants, kindly send us nominations at the earliest, preferably before March 15, 2018. Please draw a demand draft/local cheque of requisite amount in favour of **“FERTILISER ASSOCIATION OF INDIA”** payable at Mumbai alongwith nomination letter and contact details of the nominated Officers / Managers.

Thanking you, with best regards,

Yours faithfully,
For THE FERTILISER ASSOCIATION OF INDIA (WR),


(D.D. KHOSE)
REGIONAL EXECUTIVE

WORKSHOP

ON

“WATER SOLUBLE FERTILISERS – CHALLENGES&OPPORTUNITIES”

MARCH 21st&22nd ,2018

PUNE, MAHARASHTRA



ORGANIZED BY



**THE FERTILISER ASSOCIATION OF INDIA
WESTERN REGION**

**3 NEW COMMONWEALTH SOCIETY, 229 LINKING ROAD,
BANDRA (W), MUMBAI – 400 050**

Website : www.faidelhi.org E-mail : wr@faidelhi.org

Regd. Office Address : FAI House, 10 ShaheedJit Singh Marg, New Delhi – 110 067

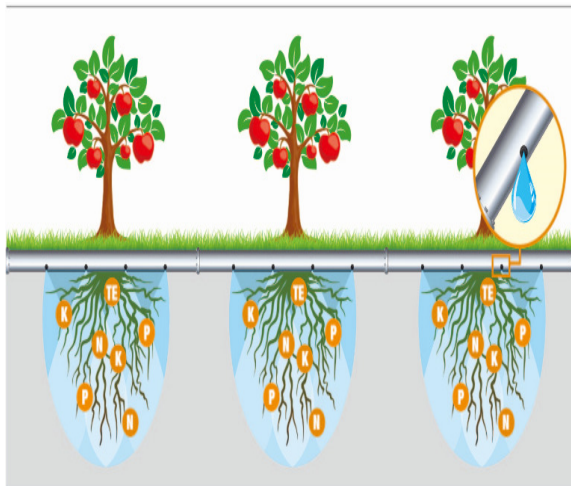
CIN : U85300DL 1955NPL002999

Website : www.faidelhi.org

E-mail : general@faidelhi.org

Fax : 011-26960052

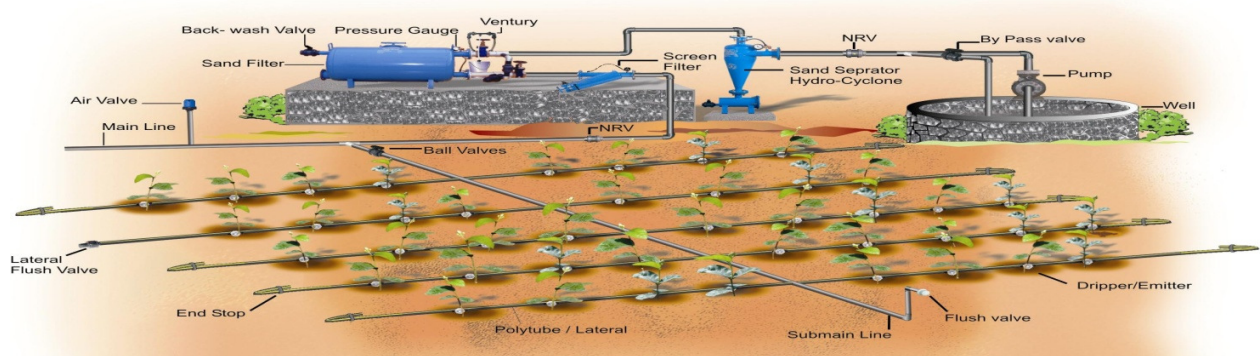
RATIONALE



WSF are high analysis 100% water soluble fertilizers. These are available in double and multi nutrient combinations with or without secondary elements or micronutrients. They are available in the liquid or crystalline form and can be used for fertigation and foliar application. Though all water soluble Fertilizers suitable for fertigation are recognized in FCO but not manufactured indigenously, the cost per unit of nutrients is higher than conventional fertilizers due to imports from various countries.

However, considering the Fertilizer Use Efficiency (FUE) over conventional range, the per unit cost could be comparable. At the same time, yield & quality of output is higher by at least 25-30%, which could fetch higher returns to the farmers knocking off the additional cost of water-soluble fertilizers. Nevertheless to make the apparent cost of water soluble fertilizers affordable to the farmer, subsidy on approved grades could be considered by GOI to promote this concept which will amount to higher yield not only from the same plot but also the additional area being covered under Drip Irrigation System (DIS) V/S flood/surface irrigation calling for increase in overall fertilizer requirement/consumption.

NEED



The growing importance of Micro Irrigation System (MIS) & Water Soluble Fertilisers (WSF) has been well recognized. The emphasis is now laid upon increasing the area under Micro Irrigation & various policy measures have been already announced by the Govt of India & various state govts. This will ultimately boost the consumption of Water Soluble Fertilisers (WSF). The WSF manufacturing capacities are developing at a faster pace in India and imports from various sources are also continuing. Since the WSF are free to import, there are large number of players entering into this business & there is cut throat competition. This makes the WSF sector highly disintegrated

& disorganized and it is not getting the desired attention. Due to dependence on import, price volatility is also higher in this sector which affects its consumption & the WSF industry needs protection from such type of volatility. Big fertiliser companies are entering into this business with joint ventures, building substantial capacities in India.

This workshop has been planned to understand the impact of such changes on WSF market, to access current trends and future potentials in WSF market, to plan common strategies for promotion& popularization of WSF as well as to discuss the policy measures needed for healthy growth of this sector.

OBJECTIVE

The programme aims for integration & organization of WSF industry by providing a platform to discuss problems & prospects of WSF market, evolving common strategies and recommend policy measures needed for healthy growth & development of this important sector. The conclusions & recommendations of the programme would be taken up and persuaded at state as well as national level authorities.

CONTENTS

The workshop includes the following topics

- Importance of 100% WSFs in Indian agriculture
- Scenario of 100% WSFs in India with reference to demand, supply, production and import.
- State-wise demand/supply position of 100% WSFs
- Challenges and opportunities in use of 100% WSFs
- Impact of use of 100% WSFs on crop yields and quality
- Net return/VCR/BCR with use of 100% WSFs
- Government initiatives in promotion of 100% WSFs and micro irrigation system
- Industry initiatives in promotion of 100% WSFs
- Specifications of 100% WSFs in FCO, 1985 and complying with quality parameters
- Status of R&D in WSF sector



We would also welcome suggestions on topics to be included / issues which needs to be focused in the course content, provided they reach us well in advance.

ELIGIBILITY

The manufacturers, suppliers, importers, marketers of WSF & those who are interested in WSF Business

TRAINING APPROACH

The workshop aims at stimulation of individual thinking and active participation. More emphasis would be given on group discussion and interaction among the participants the resource persons.

FACULTY

The faculty will consist of resource persons from the fertiliser industry as well as industry, professional/management institutes, state/central governments and agricultural universities and authorities in this sector.

DURATION

The programme will be of two days duration and will be held on 21st& 22nd March,2018 from 9.00 am to 5.00 pm. Full day will be comprise of 5-6 class sessions each day.

VENUE

The workshop will be held at **Hotel Ashish Plaza, 1198 Shivaji Nagar, F.C.Road, Pune – 411 001** (Phone: 020-25536541/42). The participants may be advised to reach the venue of the Workshop before 9.00 a.m on 21st March 2018.

NOMINATION

Nominations may please be sent to the following address preferably on or before 15th March,2018 to enable us to make proper arrangements for the participants:

THE REGIONAL EXECUTIVE
THE FERTILISER ASSOCIATION OF INDIA
WESTERN REGION
3, NEW COMMONWEALTH SOCIETY,
1st FLOOR, 229 LINKING ROAD,
BANDRA (W), MUMBAI –400 050
Tel No. : 022- 26518162 Fax : 022-26416174
E-mail : wr@faidelhi.org

FEE FOR PARTICIPATION

Kindly Note that this is a non residential programme & participants have to make their own traveling & stay arrangements. **The fee per participant is Rs.10,000/- (Rupees Ten Thousand only) plus 18% IGST for FAI members & Rs.15,000/- (Rupees Fifteen Thousand only) plus 18% IGST for non-members.** This covers conference facility, reading materials, buffet lunch and forenoon / afternoon tea / snacks coffee on both days and dinner on 1st day etc. Fees can be remitted through Demand Draft / Local Cheque payable at Mumbai drawn in favour of 'The Fertiliser Association of India'

ABOUT ORGANIZERS

FAI

The Fertiliser Association of India (FAI) was set up in 1955. It is a non-profit, non-trading organization of fertilizer manufacturers, distributors, fertilizer technologists and others interested in fertilizers. Its main objectives are to promote the balanced use of fertilizers for raising production and productivity in agriculture as a means of fostering economic development of the country, and to ensure availability of adequate domestic supplies of fertilizers by assisting industry to increase its operating efficiency in the fields of production and marketing.

ABOUT PUNE



Queen of the Deccan, Oxford of the East, and cultural capital of Maharashtra, Pune is a city with a future that promises to be as interesting as its history. Long-standing bastion of the Maratha Empire and home to the legendary Chhatrapati Shivaji, the Pune district is marked by magnificent land and forts, testimony to its glorious past.

Today, Pune is the centre of traditional Marathi culture, in which education, arts and crafts, and theatre are given pride of place. It has one of India's oldest universities and its numerous colleges attract both Indian and international students, which is probably why it is called the Oxford of the East.