

# **FAI Programme on Shipping, International Trade and Port Handling Operations of Fertilisers / Raw Materials / Intermediates and Government Policy**



**20-23 February, 2012  
Hotel Presidency, Kochi (Kerala)**



**THE FERTILISER ASSOCIATION OF INDIA  
FAI House, 10, Shaheed Jit Singh Marg, New Delhi- 110 067**



Dear Friends,

FAI has conducted eight programmes on Shipping and Port Handling Operations in India and Abroad. The first three programmes were conducted at Visakhapatnam in 2002, 2004, 2005 and one at Cochin in 2007 and two at Gandhidham in 2010 and 2011. The other two programmes were conducted in Muscat (Sultanate of Oman) and Dubai in 2006 and 2009, respectively.

The next programme is scheduled at Kochi (Cochin), Kerala. Participants will be taken to the Cochin port to show them the activities being held at the port. The programme is designed in such a way so that the participants have the opportunity to learn practical and theoretical aspects of port handling operations of fertilisers / raw materials/ intermediates, etc. The programme is scheduled for four days during February 20-23, 2012 at Hotel Presidency, Kochi, Kerala.

We are making our best efforts to bring the senior officials from the Department of Fertilizers, Ministry of Shipping and the Cochin Port to participate in the programme. The deliberations will be more interesting and meaningful with the participation of senior officials.

We request you to send the nominations from your organization for this event. We look forward to your early and favourable response.

A handwritten signature in blue ink, appearing to read 'S. Ch.', positioned above a horizontal line.

Satish Chander  
Director General

## **ABOUT THE FERTILISER ASSOCIATION OF INDIA (FAI)**

The Fertiliser Association of India (FAI), set up in 1955, is the national representative body of all fertiliser manufacturers in India comprising public, private, joint and cooperative sectors. It is a non-profit, non-trading organization of fertiliser manufacturers, distributors, technologists, plant / equipment manufacturers, research institutes and other interested in fertilisers.

Main object of FAI is to bring together all concerned with the production, marketing and use of fertilisers with a view of promoting solution of industry problems, to assist industry in improving its operative efficiency and to promote the most productive use of balanced fertilisers for raising agricultural productivity.

To cater to the need of the officials working in different disciplines of the industry, FAI has been conducting programmes in the areas of fertiliser policy, marketing, technology, agriculture, environment, forecasting of fertiliser demand, etc., from time to time. In addition to these programmes, FAI

conducted eight programmes on Fertilisers, Shipping Arrangements and Port Handling Operations in India and abroad. The last programme on shipping was organized in 2011 at Gandhidham (Gujarat). Senior officials from the Government of India and the subject matter specialists are participating in these programmes and their participation has made the deliberations interesting and meaningful.

## **ABOUT THE PROGRAMME**

Fertilisers and raw materials and intermediates used to manufacture the finished products are the commodities in which international trade takes place at a large scale as its consumption takes place in every nook and corner of the world while the availability is limited to few countries. Knowledge of international market situation with regard to shipping, finished fertiliser products raw materials and intermediates and Government policy, therefore, assumes great importance in decision making in import activities. Accordingly, the programme has been designed in such a way to give an exposure to the international market scenario for finished fertiliser products and the raw materials/ intermediates and various activities involved in the process. In India, upward trend of import is likely to continue during the year 2012-13 also, as no new indigenous capacity of fertilisers has come up and the demand of fertilisers is likely to increase further. This may result in widening the gap between demand and supply. The gap will have to be filled through imports of finished fertiliser products and raw materials / intermediates.

Based on the feedback received from the participants of the programmes held in the past, FAI is organizing a four day programme on the subject on “Shipping, International Trade and Port Handling Operations of Fertilisers/Raw Materials / Intermediates and Government Policy” during 20-23 February, 2012 at Kochi (Kerala). The venue selected is near to an important Cochin Port. The maritime gateway to peninsular India, Cochin is the fastest growing logistic centre emerging into a major international transshipment terminal. An all weather natural port and located strategically close to busiest international sea routes, Cochin is promoting a major liquid terminal, bulk terminal and maritime industries in its port based SEZs. M/S Petronet LNG Ltd. is setting up a LNG Port and regasification terminal with associated facilities in Cochin Port. The facility is expected to be operational by third quarter of 2012. The response of the industry and pool handling agencies to the programme under reference had always been overwhelming.

The programme is designed in such a way so that the participants are given both theoretical and practical exposures on this topical subject. The participants will be taken to the Cochin port to get insight of facilities and operations connected with the handling of imported fertilisers and raw materials/intermediates. Considering the above facts in mind, FAI is organizing this four day training programme at Kochi.

## TOPICS TO BE COVERED

1. Fertiliser Policy Environment with Special Reference to Import of Fertilisers and Raw Materials
2. Supply - Demand Situation of Fertilisers and Raw Materials in International Market and Cost.
3. An Introduction to Indian Ports and the Infrastructural Facilities
4. Global Tender and Chartering of Fertiliser Vessels and Maritime Freight - Key Parameters
5. Contractual Process for Import of Fertilisers and Raw Materials
6. Vessel Nominations - Key Parameters and Lay Time Calculation - A Case Study
7. Load Port/ Discharge Port Operations, Relevant Terms Used and Documentations
8. Mid-stream operation
9. Handling of Liquid Cargo and Custom Regulations
10. Factors Affecting Cost of Imported Fertilisers/ Raw Materials at Indian Ports, Managing Handling Cost and Farm Gate Prices – A Case Study
11. Maritime Risk and Insurance Cover
12. Visits to Cochin Port



## TARGET AUDIENCE

All the middle and senior level officials in the fertiliser companies connected with marketing, finance, production, commercial, procurement, material management and logistics departments and also shipping, marine, handling, insurance and stevedoring companies involved in load/ discharge ports, logistics and inspection, etc., need to have more exposures to international trade in fertilisers / raw materials / intermediates, port handling operations and shipping arrangements will find this programme very useful. It will tremendously help them in improving their performance at the work place. After under going this programme, the participants will be helpful to the management in proper import planning of fertilisers / raw materials and various activities of port operations.



## **FACULTY**

Subject Matter Specialists from within the Government, Fertiliser Industry, Port Trust, General Insurance Sector, Stevedoring and Handling Agencies and the Consultants will act as the faculty.

## **DURATION AND DATE**

The duration of the programme is four working days. The dates are 20-23 February, 2012.

## **ABOUT KOCHI**

Kerala, popularly known and believed as God's Own Country, is an ideal destination for business traveler as well as holidaymaker. One of the most sought after tourist destinations in Asia, Kerala is India's only tropical paradise. The state is blessed with myriad features like dense tropical forests, beautiful beaches, cliffs, rocky coasts, an intricate maze of backwaters, still bays and astounding 44 radiant rivers. One such mesmerizing place in Kerala is Kochi, the most cosmopolitan city of the state.

Previously known as Cochin, Kochi is the commercial and industrial capital of Kerala. Famous as Queen of Arabian Sea, Kochi is situated on the coast of the Arabian Sea in central Kerala, a city with mélange of several exotic cultures like the Portuguese, Jewish, English, French, Dutch and Chinese.

Modern Kochi comprises of the old port city called Old Cochin including Mattancherry, Ernakulam mainland, Fort Kochi, Edapally, Kalamassery, Thrikkakara, Kakkanad and Tripunithura. Places of attraction are Mattancherry Dutch Palace, Kochi Harbour Terminus and Fort Kochi Area.

## **VENUE**

Kochi is well connected by train and air from all the important cities of the country.

The programme will be held at:

Hotel Presidency  
Paramara Road, Ernakulam Town  
Kochi - 682018  
Tel : 0484-2394300, 2394040 • Fax : 0484-2393222  
Web : [www.presidencyhotel.com](http://www.presidencyhotel.com)

The participants may check into the hotel any time after 1200 noon on the 20<sup>th</sup> February, 2012 and will be required to check out by 1400 hrs. on the 23<sup>rd</sup> February, 2012. Anyone desiring to stay in the hotel before the 20<sup>th</sup> February, 2012 or after the lunch of 23<sup>rd</sup> February, 2012 will be required to settle the matter regarding availability of accommodation directly with the hotel and make payment to the hotel as per the terms agreed between the hotel and the individual concerned.

## **COURSE FEE**

### **Resident Participants**

#### **a) Single Occupancy Basis (per participant)**

- Rs.19,000/- (Rupees Nineteen Thousand only)
- US\$ 800 (US Dollars Eight Hundred only) from overseas

#### **b) Double Occupancy Basis (per participant)**

- Rs.16,000/- (Rupees Sixteen Thousand only)
- US\$ 670 (US Dollars Six Hundred Seventy only) from overseas

The above course fee covers programme fee, reading material, conference facilities, programme kit and boarding and lodging, etc. It does not include travel expenses of the participants to Kochi. Expenses on room service, items like laundry charges, telephone calls, drinks, etc. will have to be paid by the participants themselves directly to the hotel at the time of check-out. The fee can be remitted through a Banker's cheque / draft payable at New Delhi in favour of The Fertiliser Association of India.

### **Non-Resident Participants**

Rs.13,000/- (Rupees Thirteen Thousand only) per participant and US \$ 540 (US Dollars Five Hundred Forty only) per participant from Overseas. This covers programme fee, reading material, conference facilities, programme kit, breakfast, lunch and dinner, forenoon / afternoon tea / coffee etc. The fee can be remitted through a Banker's cheque / draft payable at New Delhi in favour of The Fertiliser Association of India.

## **Guest Charges**

Additional person, if any, staying with the participant will be charged by the hotel to cover the boarding & lodging expenses. The payment for the guest will be made by the participant directly to the hotel at the time of check-out at the rates agreed between the hotel and the participants.

## **REQUEST FOR NOMINATION**

The month of February being the peak season for Kochi, we have to be absolutely specific with the hotel about the number of participants. It is, therefore, requested that your nomination should reach us latest by the 6<sup>th</sup> February, 2012. Early communication on nominations will be highly appreciated, as the Hotel has limited number of rooms.

## **REGISTRATION**

Registration form duly filled in along with the fee by Demand Draft / Bankers' Cheque may please be sent to :

Dr. D.S. Yadav  
Director (Marketing)  
The Fertiliser Association of India  
FAI House, 10, Shaheed Jit Singh Marg  
New Delhi - 110 067

Tel : +91-11-46005210 (D), 26567144 • Fax : +91-11-26960052  
Email : [mktg@faidelhi.org](mailto:mktg@faidelhi.org) • Website : [www.faidelhi.org](http://www.faidelhi.org)

## **WEATHER**

Kochi, being a coastal area, has a dry and humid weather. February is a good month to visit Kochi.



## **REGISTRATION FORM**

**Programme on  
Shipping, International Trade and Port Handling Operations of Fertilisers /  
Raw Materials / Intermediates and Government Policy**

**20<sup>th</sup> – 23<sup>rd</sup> February, 2012**

**Hotel Presidency, Kochi (Kerala)**

**To:**

**The Director (Marketing)  
The Fertiliser Association of India  
10, Shaheed Jit Singh Marg  
New Delhi - 110 067**

**Please register the following for the above programme:**

<b>Sl. No.</b>	<b>Name in Capital Letters (Dr./Mr./Ms.)</b>	<b>Designation</b>	<b>City</b>	<b>Mobile / Phone (O)</b>	<b>Email / Fax</b>
1.					
2.					
3.					
4.					
5.					

**Organization.....**

**Sponsored by :**

**Name : ..... Designation : .....**

**Email : ..... Signature : .....Date : .....**

**Photocopies can be used, if additional forms are needed.  
You may also email the filled in nomination form to [mktg@faidelhi.org](mailto:mktg@faidelhi.org)**