

FAI Activities

Management Development Programme

The Fertiliser Association of India-Southern Region (FAI-SR) organized a Management Development Programme on **Need for Paradigm Shift in Fertilizer Policy** during 12-15 April, 2022 at SPIC Sagar Sadan, Tuticorin, Tamil Nadu. Fifty three participants nominated by the member companies of FAI attended the programme. The programme was inaugurated by Mr. S. R. Ramakrishnan, Whole Time Director, SPIC and Director on FAI Board. Mr. R. Prabhakar, Traffic Manager, V.O. Chidambaranar Port Authority, Tuticorin was the Guest of Honour.

In his inaugural address, Mr. Ramakrishnan stated that the subsidies given on fertilizers are absolutely essential for every country in ensuring food security. Developed countries like USA, etc. are spending more subsidies than India for ensuring food security. The fertilizer business in India is one of the largest in the world. India is the second largest producer of urea in the world next only to China. Capacity utilisation, environmental and safety standards of the urea plants in India are one of the best in the world. We may not have the best of research work in basic process modifications; however, the big companies like Stamicarbon, KBR, etc. have their engineering outfit in India to cater to our large requirement. The important point is that a licensor would be interested in procuring the machinery particular from the place one belongs to. He informed that all of us belong to a tremendously exciting industry in the country. The production capabilities of all the existing plants have increased. Many of the plants including SPIC had celebrated and have been celebrating Golden Jubilee. The production capacity of the SPIC plant which was producing 0.50 million MTs urea per annum is now capable of producing 0.75 million MTs. Similarly, the production capacity of DAP/NP plants of the company has increased from 0.3 million MTs to 0.9 million MTs. All fertilizer companies are improving their capabilities and are ready to take any challenge. The energy consumption of even the old Indian plants of urea is also the best compared to similar plants anywhere in the world. Also our conversion cost is one of the lowest in the world. He also explained in brief about the evolution of urea policy in India. He underlined the need for paradigm shift in fertilizer policy.

Mr. Ramakrishnan further added that when the fertilizer industry of the country has the capability to become the best in the world, we also have the ability to achieve the best in terms of agricultural practices but it needs to be given more attention. There is a need for improving the nutrient use efficiency as the same is low compared to even world average. Ways and means should be in place for improving the same. This is necessary to improve farmers' income. Fertilizer industry is working towards achieving the commitment given by Government of India towards climate change in Glasgow conference. He pointed out that the industry which contributed the most towards the commitment is the fertilizer industry. Even the pollutants load has come down considerably (30%) in the fertilizer industry. He appreciated the efforts of IFFCO in bringing nano urea. This is the first time in the world that nano technology is used for agriculture purpose. Nano technology is an old technology and is being used in medical field, etc.



Mr. S.R.Ramakrishnan delivering the inaugural address. Others seen from left to right are Mr. Arun Raj, Mr. Senthil Nayagam, Mr. R. Prabhakar and Mr. Y.V.N. Murthy

He then apprised the trainees about the prospects of green ammonia in fertilizer sector which can be used for production of phosphatic fertilizers in near future but not for urea. We may also look at green hydrogen. He anticipated that the cost of production of green products is going to come down. There are many exciting phases probably in this line. FAI always discuss with the Government about the need for paradigm shift in fertilizer policy. Government listens to us patiently and is positive and respond well to our requests. He informed that participation in FAI seminars/training programmes was real pleasure for him during 1970s and 1980s. It was an occasion not only for knowledge sharing but also networking, getting new friends and also enjoyed the evenings. He wished the programme a success.

Mr. Prabhakar in his address gave an over view of the facilities available at Tuticorin port for handling fertilizers and raw materials. He informed that Sagarmala Programme is an initiative of the Government of India to enhance the performance of the country's logistics sector. The programme envisages unlocking the potential of waterways and coastline by developing infrastructure. This is the flagship programme of the Ministry of Ports, Shipping and Waterways to promote port-led development in the country by exploiting India's 7,517 km long coastline, 14,500 km of potentially navigable waterways and its strategic location on key international maritime trade routes. Sagarmala aims to modernize Indian ports, so that port-led development can be augmented and coastlines can be developed to contribute to India's growth. It also aims at "transforming the existing ports into modern world-class ports and integrates the development of the ports, the industrial clusters and hinterland and efficient evacuation systems through road, rail, inland and coastal waterways resulting in ports becoming the drivers of economic activity in coastal areas.

Mr. Y.V.N. Murthy, Regional Head, FAI-SR, while welcoming the dignitaries, faculties and delegates, explained about the objectives of the programme and the topics to be covered by the learned faculty. He stated that fertilizers are crucial inputs for improving agriculture production and farm income. Among the agriculture inputs, fertilizer alone contributes about 50% in total increase of food grain production. Indian fertilizer industry has played a stellar role in making fertilizers available to Indian farmers



Mr. Ramakrishnan, Mr. Prabhakar, FAI Officials and the participants

especially since the launch of Green Revolution in mid 1960s. This has helped the country in achieving food security. However, the challenges which are cropping up comprise of decline in crop response to fertilizers due to imbalanced use; low nutrient use efficiency; more use of urea at the cost of P and K fertilizers; non-adoption of integrated nutrient management and site-specific nutrient application as per soil test based fertilizer recommendation by the farmers; deterioration of soil health, etc. The programme will provide an opportunity to the participants working in different departments to learn about the various facets of the fertilizer sector related to the theme.

Officer, SPIC, Tuticorin; vii) Organic Fertilizers – Key to Soil Health by Mr. D. Gopi, CEO, R.D. Agri Inputs, Dharmapuri; viii) Effective Logistics Strategy by Mr. V. Venkatesh, Deputy General Manager (Logistics), SPIC, Tuticorin; ix) GST Implementation in Fertilizer Sector - Issues and Case Studies by Mr. Rahul Jain, Director, Lakshmikumaran and Sridharan Attorneys, Chennai; x) International Trade and Port Operations by Dr. Satish Maheshwari, Ex KRIBHCO and NFL, New Delhi; xi) Salient Features of FCO 1985 and Latest Developments by Dr. Ravindra Yadav, Deputy Director, Central Fertilizer Quality Control & Training Institute, Faridabad; and xii) Challenges in Marketing of Agri-input by Mr. M.S. Ravi,



Mr. S.R. Ramakrishnan giving certificate to a participant



Mr. E. Balu giving certificate to another participant

Mr. Senthil Nayagam, General Manager, SPIC, Tuticorin proposed formal vote of thanks at the end of the inaugural session.

The four day training programme covered important topics namely i) Fertilizer Policy for Urea Sector in India by Mr. S. Shivakumar, General Manager (Corporate Finance), RCF, Mumbai; ii) NBS Policy for P and K Fertilizers and Implementation of DBT Policy – Industry Perspective by Dr. Arun Rastogi, Executive Vice President (Technology), Coromandel International Limited, Secunderabad; iii) Global Price Trends of Fertilizers and Raw Materials by Mr. K.N. Joshi, Executive Director (Commercial), IFFCO, New Delhi; iv) iFMS and DBT in Fertilizer Sector – Issues and Suggested Measures by Mr. Arun Raj, DBT Coordinator for Tamil Nadu State, Department of Fertilizers, Government of India; v) Fertilizer Scenario in India by Mr. Y.V. N. Murthy; vi) Innovations Adopted in SPIC and Greenstar Fertilizers for Improving Efficiency of Ammonia, Urea, DAP, Complex and SSP Plants by Mr. E. Balu, Chief Operating

Senior Manager, Greenstar Fertilizers Limited, Hyderabad.

On 13th April 2022 afternoon, participants were taken to Tuticorin port for showing the practical aspects of operations at the port. They visited floating solar plant installed by SPIC right on the huge water storage lakes and were explained about the benefits of the plant. In the evening, SPIC organized a cultural show. A visit to Manapad historic beach, used to be utilized for trading activities in ancient times, about 70 kms from Tuticorin was also organized on 14th April 2022.

The valedictory session was chaired by Mr. S.R. Ramakrishnan. Mr. E. Balu and Dr. Ravindra Yadav also graced the occasion. Mr. Ramakrishnan and Mr. Balu distributed certificates to the participants. Mr. S. Venkatesan, Senior Statistical Officer, FAI-SR, proposed vote of thanks. He thanked SPIC management for providing whole hearted support in organizing the programme. ■