

# **FAI ANNUAL SEMINAR 2021**

DECEMBER 1-3, 2021

## **Challenges in Fertilizer and Agriculture**



**THE FERTILISER ASSOCIATION OF INDIA**

## □ From the DG's Desk

Dear Friends,



The world continues to suffer from the epidemic due to COVID-19 with varied impact on economies of different countries. In India, though the second wave during April-May this year was more intense than the first wave last year, its impact on the economy was less intense due to more selective, localized and graded approach to lockdown. Therefore, economy continues to recover from the shock of the pandemic.

Agriculture and fertilizer sectors are the least affected due to lockdown at various times during the 18 months. But the two sectors had the challenges of their own even before the pandemic. There has been now more attention than ever before on sustainable agriculture. The present cropping pattern and agriculture practices are leading to sub-optimal yields of major crops, over exploitation of soil and water and adverse impact on environment. Climate change has further added to the woes of the sector.

Fertilizer sector continues to operate under unique regulatory environment and suffers from stringent controls on production, distribution and sale of fertilizers. Immediate reforms in the sector can hardly be over emphasized. The objective of the Seminar remains to bring the challenges and possible solutions in agriculture and fertilizer sectors into sharp focus which can attract attention of the policy makers.

In view of restriction in gathering due to COVID-19, the FAI Annual Seminar will be in hybrid mode this year also. The inaugural session will be at India Habitat Centre, New Delhi, India with limited gathering. However, it will be streamed live for all delegates. The technical sessions on second and third day will be on virtual platform. The programme, registration form and other details are given within this brochure. Like earlier years, we expect large number of delegates. We look forward to the pleasure of welcoming you to FAI Annual Seminar 2021.

**Satish Chander**  
**Director General**

## □ About FAI

The Fertiliser Association of India 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.

FAI is represented on important government committees/panels related to fertilizer and agriculture. The Association cooperates actively with the Government of India on all issues related to fertilizer sector and acts as an interface between the Industry and the Government by maintaining close contacts and rapport.

The Indian fertilizer industry is highly complex and technology driven consisting of plants with varying capacity, technology, vintage and product range. With nearly 700 members comprising Active, Associate, Overseas Associate and Technical and Professional, FAI provides the necessary support for meeting the challenges facing the industry.

## □ Challenges in Fertilizer and Agriculture

The Indian agriculture sector not only ensures the food security of the vast nation but also contributed 14 per cent to country's total commodity exports in 2020-21. India was the largest exporter of rice in the world in 2020-21. The agriculture sector's performance has been a silver lining during pandemic when all other economic activities were adversely affected. Agriculture with positive growth of 3.6% in 2020-21 provided stability to the economy. Despite having such achievements, the sector faces manifold challenges. The sector suffers from low crop productivity and inefficiency in utilization of resources. Poor adoption of improved farm practices/technologies and inefficient use of agri-inputs are largely responsible for deteriorating soil health and low crop yields, which is not sustainable in medium to long term. To overcome the challenges in agriculture sector, it is essential to consider measures like efficient water management, integrated nutrient management, crop diversification and climate resilient agriculture.

Application of plant nutrients remains key to high crop productivity. Ensuring adequate availability of quality fertilizers at reasonable prices to the farmers remains a prime concern of the government. Fertilizer sector also proved its resilience during lockdowns by ensuring continuous production and supply of fertilizers during these difficult times. But, the sector continues to suffer from a number of handicaps. India remains highly dependent on import for feedstock/raw materials and finished fertilizers. Recent steep rise in international prices of raw materials like natural gas, ammonia, phosphoric acid and rock phosphate has increased the cost of production. There is challenge both for the government and industry in supplying fertilizers to the farmers and insulate them from vagaries of international markets.

There are also the challenges posed by the extant policies for the fertilizer sector. The industry continues to face the issues of under-recovery of costs under various heads including fixed cost and cost of energy for urea units. Manufacturing of complex fertilizers faces unfair competition from imports partly due to existing taxation regime. The need for redressal of issues under present policies and reforms in the sector can hardly be over emphasized.

With this background, FAI Annual Seminar 2021 is dedicated to the theme '**Challenges in Fertilizer and Agriculture**'. There will be presentations on issues related to economic policies, climate resilient agriculture, technological advancements in fertilizer production and efficiency in marketing of fertilizer products.

# □ Tentative Programme

<p>Wednesday December 1, 2021</p>	<p><b>1430-1600 hrs. : Inauguration and Distribution of Awards</b> at India Habitat Centre, New Delhi, India</p>
<p>Thursday December 2, 2021 (Virtual)</p>	<p><b>SESSION I : CHALLENGES OF INDIAN FERTILIZER SECTOR</b></p> <ul style="list-style-type: none"><li>• World Supply-demand of Fertilizers &amp; Fertilizer Raw Materials</li><li>• International Price Trends of Fertilizers and Fertilizer Raw Materials</li><li>• Challenges and Way Forward for Urea Industry</li><li>• Challenges and Remedies for P&amp;K Fertilizer Industry</li></ul> <p><b>SESSION II : MEETING CHALLENGES IN AGRICULTURE</b></p> <ul style="list-style-type: none"><li>• Water Management: Issues and Strategies</li><li>• Innovations in Nutrient Management</li><li>• Climate Smart Agriculture</li><li>• Developments in Fertiliser (Control) Order</li></ul>
<p>Friday December 3, 2021 (Virtual)</p>	<p><b>SESSION III : SUSTAINABLE FERTILIZER PRODUCTION</b></p> <ul style="list-style-type: none"><li>• Fertilizer Production through Low Carbon Options</li><li>• Energy Efficiency Measures Implemented in an Ammonia-Urea Complex</li><li>• Technologies for Improving Efficiency of Urea Plants</li><li>• Improving Productivity of Acid and Complex Fertilizer Production</li></ul> <p><b>SESSION IV : STRATEGIES FOR FERTILIZER MARKETING</b></p> <ul style="list-style-type: none"><li>• Effective Logistics Strategy</li><li>• DBT/iFMS- Issues and Suggested Measures</li><li>• Effective Marketing for Innovative Fertilizer Products</li></ul>

## □ Registration

### Seminar Fee

FAI Members:

- For Virtual Participation – US\$ 700 per delegate plus 18% GST (US\$ 826)

FAI Non-members:

- For Virtual Participation – US\$ 900 per delegate plus 18% GST (US\$ 1,062)

### 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 proof of payment of registration fee should be mailed to The Fertiliser Association of India, New Delhi.

### Payment Options

- **Draft:** Please make Bank Draft payable at **New York** in favour of **'The Fertiliser Association of India'**.
- **Wire Transfer:** Mode of transfer of funds to **FAI's Citibank** Account should be as per the details given below:

**Correspondent Bank** : Citibank NY  
**Correspondent Bank SWIFT Code** : CITIUS33  
**Beneficiary Bank of USD** : Citibank India  
**Beneficiary Bank SWIFT Code** : CITIINBX  
**Beneficiary Bank Address** : Level-1, Gurmehar  
A-12, Ring Road  
South Extension – I  
New Delhi – 110 049, India  
**Telephone Number** : +91-11-66415127  
+919811871187

**Citibank India Nostro A/c Number with Citi NY** : 10990896

**Beneficiary A/c Number, Name & Address** : 0414462006  
The Fertiliser Association of India  
FAI House, 10, Shaheed Jit Singh Marg  
New Delhi – 110 067, India

### FAI ANNUAL SEMINAR 2021

Challenges in Fertilizer and Agriculture

**Purpose of Remittance** : Seminar Fee  
**FAI - GSTIN** : 07AAACT0097M1Z3  
**FAI - PAN No.** : AAAC0097M

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, India  
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)

The link of the Webinar will be mailed separately to individual delegate near the dates of the Seminar.

### Last Minute Registration

It can be done by payment through on-line before 25<sup>th</sup> November, 2021.

### Change in Names

Change in names of delegates can be made up to 19<sup>th</sup> November, 2021. Only the names of delegates registered up to this date will appear in the delegates list.

### Cancellation

Cancellation of registration can be made only up to 19<sup>th</sup> November, 2021. For cancellation beyond this date, 50% of the registration fee will be refunded after deducting the GST paid to the Government of India. For this, refund requests received up to first week of January, 2022 will be entertained.

## □ Virtual Exhibition

For display of the literature, products and services during December 1-3, 2021, the information will be displayed through virtual platform on all three days. There will be a separate virtual hall for the exhibition. The charge for each booth is as under:

Member companies	Non- member companies
US\$ 2,000 plus 18% GST (US\$ 2,360)	US\$ 2,500 plus 18% GST (US\$ 2,950)

The booking of the virtual booth will be on first-come-first-served basis with payment. The last date for booking the virtual booth is 10<sup>th</sup> November, 2021 and receipt of the information to be displayed in the stall will be 16<sup>th</sup> November, 2021.

## □ Sponsors

We are offering following sponsorship categories:

(i) **Diamond Sponsors:** Diamond sponsors will be given facility to nominate 20 delegates on complimentary basis. Their branding will be done very prominently at the Virtual Reception Area, Lobby, Conference Hall, Exhibition Hall, etc. The display can include a short corporate video at these virtual locations. They will also be provided visibility by physical display during inaugural function and visibility during streaming of inaugural function to all the delegates. In addition, sponsorship will be acknowledged repeatedly in between presentations. Sponsorship fee is US\$ 35,000 plus 18% GST (US\$ 41,300).

(ii) **Gold Sponsors:** Gold sponsors will be given facility to nominate 15 delegates on complimentary basis. Their branding will be done prominently at the Virtual Reception Area, Lobby, Conference Hall, Exhibition Hall, etc. A short video can also be played in the lobby area. They will also be provided visibility by physical display during inaugural function and visibility during streaming of inaugural function to all the delegates. In addition, sponsorship will also be acknowledged at the start and end of each session. Sponsorship fee is US\$ 20,000 plus 18% GST (US\$ 23,600).

(iii) **Silver Sponsors:** Silver sponsors will be given facility to nominate 10 delegates on complimentary basis. Their branding will be done prominently at the Virtual Reception Area, Lobby, Conference Hall, Exhibition Hall, etc. They will also be provided visibility by physical display during inaugural function and visibility during streaming of inaugural function to all the delegates. In addition, sponsorship will be acknowledged at beginning and end of each technical session. Sponsorship fee is US\$ 15,000 plus 18% GST (US\$ 17,700).

## □ Advertisers

- (i) Advertisers for a fee of US\$ 3,000 + 18% GST (US\$ 3,540) will be provided visibility in Conference Hall and Exhibition.
- (ii) Advertisers can also advertise in hard copies of Indian Journal of Fertilisers, Fertiliser Statistics and Seminar Paper Preprints. The tariff for such advertisement can be obtained by sending mail to [mktg@faidelhi.org](mailto:mktg@faidelhi.org).



## **The Fertiliser Association of India**

FAI House, 10 Shaheed Jit Singh Marg

New Delhi – 110067

CIN : U85300DL1955NPL002999

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) • Website : [www.faidelhi.org](http://www.faidelhi.org)

### **About the Event Organizer - Alpcord Network Events & Conference Management Company Pvt. Ltd.**

Alpcord Network has been appointed as the conference manager to handle the FAI Annual Seminar 2021. An award winning professional conference organizer with over 40 years of experience has been providing the complete conference management solution from building strategy to onsite execution. The specialists technical teams have the expertise to handle the technology to deliver the virtual/hybrid events seamlessly.

For any clarifications, please contact Mr. Nayank Sharma, +91 9667793202, [meetings@alpcord.com](mailto:meetings@alpcord.com)



# FAI ANNUAL SEMINAR 2021

# Registration Form

The Secretary  
The Fertiliser Association of India  
FAI House, 10 Shaheed Jit Singh Marg  
New Delhi – 110 067, India

Please register my/our names(s) for the above Seminar (Please write in **CAPITAL LETTERS**)

Name	Designation	Country	Passport No. (Scanned copy to be attached)	Email	Mobile
1. _____	_____	_____	_____	_____	_____
2. _____	_____	_____	_____	_____	_____
3. _____	_____	_____	_____	_____	_____
4. _____	_____	_____	_____	_____	_____
5. _____	_____	_____	_____	_____	_____
6. _____	_____	_____	_____	_____	_____
7. _____	_____	_____	_____	_____	_____

Organisation & Address \_\_\_\_\_ Phone \_\_\_\_\_  
\_\_\_\_\_ Fax \_\_\_\_\_  
\_\_\_\_\_ Email \_\_\_\_\_

GSTIN No. (If Any) \_\_\_\_\_

FAI Member : Yes/No

Enclosed is a Draft for US\$ \_\_\_\_\_ being the registration fee for the Seminar (US\$ 700+18% GST per participant for FAI overseas members and US\$ 900+18% GST per participant for FAI overseas non-members).

Date

## Payment Options:

Payment can be made either of the following:

- **Draft:** Please make Bank Draft payable at **New York** in favour of '**The Fertiliser Association of India**'.
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**Beneficiary Bank SWIFT Code** : CITIINBX

**Beneficiary Bank Address &** : Level-1, Gurmehar, A-12, Ring Road, South  
**Telephone Number** Extension – I, New Delhi – 110 049, India  
Tel. No. : +91-11-66415127/+91-9811871187  
**Citibank India Nostro A/c Number with Citi NY** : 10990896  
**Beneficiary A/c Number, Name & Address** : 0414462006  
The Fertiliser Association of India  
FAI House, 10, Shaheed Jit Singh Marg, New Delhi – 110 067, India  
**Purpose of Remittance** : Seminar Fee  
**FAI - GSTIN** : 07AAACT0097M1Z3  
**FAI - PAN No.** : AAAC0097M

Please fax/email copy of your banker's advice to us for follow up. You may also email the filled Registration Form to [secy@faidelhi.org](mailto:secy@faidelhi.org) or [acctt@faidelhi.org](mailto:acctt@faidelhi.org) Please use separate sheet if more participants are sponsored.