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***Fertilizer Logistics,  
Port Handling Operations  
and  
Coastal Shipping***

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**March, 13-16, 2023  
Hotel Grand Excelsior  
Bur, Dubai**

Dear Friends,

FAI has so far conducted eighteen programmes on “Import, Shipping and Port Handling Operations” in India and abroad. Out of these, fifteen programmes were held at different port locations in India, two programmes were conducted in Muscat (Sultanate of Oman) and Dubai, respectively and one was organized virtually during the Covid pandemic period.

The fertilizer sector is facing various challenges. The significant dependence on imports either for the raw materials or the finished products is one of the major challenge. In the recent past, due to unprecedented price rise and volatility in the international market, it was too difficult for the industry to produce and/or import fertilizers to meet the requirement of the country.

In order to properly understand the various aspects related to imports, it is now proposed to organize the next programme on **Fertilizer Logistics, Port Handling Operations and Coastal Shipping** at Hotel Grand Excelsior, Dubai during March 13-16, 2023. The programme is aimed to give exposure to practical as well as theoretical aspects of port handling operations of fertilizers/ raw materials/ intermediates, etc. It is also planned to take the participants to the port to show the activities being undertaken during the handling of imported materials and other logistics operations at the port.

Faculty for the programme will constitute of senior officials from the government, port, General Insurance Company, Stevedoring and Handling Agencies and the Subject Matter Specialists. The programme topics, registration form and other details are given in the programme brochure.

Kindly arrange to send the nominations from your organization for the programme. We look forward to your early and positive response.

Arvind Chaudhary  
Director General

## ABOUT FAI

The Fertiliser Association of India (FAI), set up in 1955, is the national representative body of all fertilizer industry in India comprising membership across public, private, joint and cooperative sectors. It is a non-profit, non-trading organization of fertilizer manufacturers/importers, technologists, plant/ equipment manufacturers, research institutes and others interested in fertilizers.

The main objective of FAI is to bring together all concerned with the production, import, marketing and use of fertilizers with a view to promote solution of industry problems, to assist industry in improving its operational efficiency and to promote the balanced fertilization for raising agricultural productivity.

To cater to the need of the officials working in different disciplines of the industry, FAI has been regularly conducting programs in the areas of fertilizer policy, marketing, technology, agriculture, environment, management development, forecasting of fertilizer demand, etc. Realizing the need of the industry, we have planned a program on **Fertilizer Logistics, Port Handling Operations and Coastal Shipping** wherein the experts from the Government, FAI, Agricultural Institutions and the Industry would be contributing immensely in making the deliberations interesting and meaningful.



## ABOUT THE PROGRAMME

Fertilizers, raw materials and intermediates being in use to manufacture the finished products are the commodities in which international trade takes place at a large scale. While their consumption takes place in every nook and corner of the world, the availability is limited to few countries. India is import dependent to a great extent to meet the demand of finished fertilizer products and raw materials and intermediates. Knowledge of logistics of import of fertilizers, raw materials and intermediates with regard to shipping assumes great importance in decision making in import activities. To give boost to movement of fertilizers through coastal shipping/inland waterways, Government of India has also notified policy for reimbursement of freight for movement of fertilizers by such mode. National Logistics Policy recently introduced by the Government of India is going to be a game changer in the fertilizer sector. Accordingly, the programme has been designed to give an exposure to the participants of the international market scenario for finished fertilizer commodities and various logistic activities in the process including coastal shipping. India also imports various fertilizers from UAE and Saudi Arabia and hence the programme being organized in Dubai assumes special significance.

It is in this context that FAI is organizing a programme on the subject 'Fertilizer Logistics, Port Handling Operations and Coastal Shipping' during March 13-16, 2023 at Hotel Grand Excelsior, Dubai.

The programme is designed in such a way so that the participants have both theoretical and practical exposure on this topical subject. It is also planned to take the participants to the port to show the activities being undertaken during the handling of imported materials and other logistics operations at the port.

### **TOPICS TO BE COVERED**

- Fertilizer Policy Environment
- Overview of the Infrastructure at Indian Ports and Factors in deciding a discharge Port for Fertilizer Imports
- International Contracts and Payment Terms for Import of Fertilizers/Raw Materials
- Load-Discharge Port Operations and Documentations
- Chartering of Fertilizer Vessel – Key Parameters and Case Study on Lay Time
- Logistics of Fertilizers and Raw Materials from Port
- Maritime Insurance
- Prospects of Coastal Shipping, Inland Water Transportation and Containerized Movement of Fertilizers
- National Logistics Policy
- Developing Fertilizer Trade for Last Mile Delivery
- Ways and Means to Economize the Marketing Cost
- Recent Amendments in Fertiliser (Control) Order, 1985

### **TARGET AUDIENCE**

The programme is designed for the officers working in fertilizer companies connected with the departments such shipping, logistic, material management, marketing, finance, commercial, procurement, etc. The officials working in insurance and stevedoring companies involved in load/discharge port operations, logistic and inspection, etc., will also find this programme useful. Knowledge and information gained in the programme will help the participants in performing their duties more efficiently.

### **FACULTY**

Subject Matter Specialists from the Government, FAI, Fertilizer Industry, Port, General Insurance Sector, Stevedoring and Handling Agencies will act as the faculty.

### **DURATION AND DATE**

The duration of the programme is 3 nights / 4 days and the dates are March 13-16, 2023.

## VENUE OF THE PROGRAMME

The programme will be held at:

**Hotel Grand Excelsior Bur Dubai**  
Burdubai - Kuwait St - Al Mankhool - Dubai - United Arab Emirates  
Phone: +971 4 359 9992

Local Partner : Pathik Mistry +971 55 751 1099

The programme will start on the March 13, 2023 and will be over with lunch on the March 16, 2023. The participants may check into the hotel any time after 1400 hrs. on March 13 and will be required to check out by 1200 noon on March 16, 2023. Anyone desiring to stay in the hotel before or after programme will be required to settle the matter regarding availability of accommodation and payment directly with the hotel as per the terms agreed between the hotel and the individual concerned.

## COURSE FEE

|  | INR              | US\$           |
|--|------------------|----------------|
| <i>Single Occupancy Basis</i>                      | 80,000 + 18% GST | 1500 + 18% GST |
| <i>Double Occupancy Basis</i><br>(per participant) | 70,000 + 18% GST | 1250 + 18% GST |
| Non-Resident Participants                          | 40,000 + 18% GST | 900 + 18% GST  |

The course fee covers reading material, conference facilities, programme kit and boarding and lodging, etc. It does not include travel expenses of the participants to Dubai and back. It also does not include the pick-up and drop facility from Dubai Airport – Hotel – Dubai Airport. Expenses on room service and items like laundry charges, telephone calls, etc. will have to be paid by the participants themselves directly to the hotel at the time of check-out. We plan to take the participants to the port visit on March 16, 2023. Please note that after the port visit, the participants will be free for the day around 1600 hrs.

**The fee in Indian currency can be remitted through** a Banker's cheque/draft payable at New Delhi in favour of The Fertiliser Association of India. The payment also can be made by NEFT/RTGS transaction through Canara Bank; Branch: Jit Singh Marg, New Delhi; Saving Bank A/c. No.: 1484101006029; SWIFT / IFSC / RTGS: CNRB0001484 under intimation to us. FAI GSTIN: 07AAACT0097M1Z3.

**Please advise your banker to transfer the fee in US DOLLAR (US\$) in the following format:**

Account no. of the Beneficiary : 6182949808  
Name & address of the Beneficiary : THE FERTILISER ASSOCIATION OF INDIA,  
FAI House, 10, Shaheed Jit Singh Marg,  
New Delhi – 110 067  
Beneficiary Bank address & Telephone no. : SHANTINIKETAN  
DDA Market, 3<sup>rd</sup> Street, Shantiniketan, Nanakpura,  
New Delhi – 110 021  
Tel. No. : +91-11- 011-24110390  
Beneficiary Bank SWIFT Code : IDIBINBBSNK  
Beneficiary Bank of US\$ : INDIAN BANK  
Nostro Bank : STANDARD CHARTERED BANK NEW YORK  
Correspondent Bank SWIFT Code : SCBLUS33  
Standered Chartered Bank : A/c No: 3582021188001  
Nostro A/c Number  
Purpose of remittance : MARKETING TRAINING FEE  
Purpose code as per RBI Guideline : 2.5 Subscription to newspapers, periodicals, etc.  
P0806  
(Please E-Mail copy of your banker's advice to us for follow up)

## **REQUEST FOR NOMINATION**

We have to be absolutely specific with the hotel about the number of participants. It is, therefore, requested that nomination of the participants should reach us latest by the January 15, 2023. Early communication on nominations will be highly appreciated, as the hotel has got only a 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. Naresh Prasad  
Director (Marketing)  
The Fertiliser Association of India  
FAI House, 10, Shaheed Jit Singh Marg  
New Delhi - 110 067, India

Tel : +91-11-46005205 (D), 26567144  
Fax : +91-11-26960052  
[mktg@faidelhi.org](mailto:mktg@faidelhi.org)  
[www.faidelhi.org](http://www.faidelhi.org)

## REGISTRATION FORM

Programme on  
**Fertilizer Logistics, Port Handling Operations and Coastal Shipping**  
March 13-16, 2023  
Hotel Grand Excelsior, Bur, Dubai

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

Please register the following for the above programme:

| S. No. | Name in Capital Letters (Dr./Mr./Ms.) | Designation | Organization and Postal Address | Mobile / Phone (O) | Email / Fax | Occupancy (Single/ Double/ Non-Resident) |
|--------|---------------------------------------|-------------|---------------------------------|--------------------|-------------|--|
| 1.     |                                       |             |                                 |                    |             |  |
| 2.     |                                       |             |                                 |                    |             |  |
| 3.     |                                       |             |                                 |                    |             |  |
| 4.     |                                       |             |                                 |                    |             |  |

Sponsored by (Name) : ..... Designation : .....

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

Passport details of foreign participants (1<sup>st</sup> and last page) .....

Complete Billing Address : .....

For raising invoice in INR, please provide following additional information:

PAN of the company: ..... GST Number : .....

Contact Person Phone : ..... Billing Address : .....

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)