

T/27.3(2019)  
New Delhi, 4<sup>th</sup> July, 2019

Dear Sir,

**Subject: 22<sup>nd</sup> Fertilizer Industry Orientation Programme, 21<sup>st</sup>– 23<sup>rd</sup> August, 2019, New Delhi**

The fertilizer industry recruits fresh graduates as well experienced persons for working in various departments/functional areas including management trainees, graduate engineer trainees, supervisor trainees, sales officer trainees, etc. It is necessary to provide exposure to fresh entrants as well as experienced executives on various facets of the fertilizer industry including its macro economic environment. Accordingly, a three-day orientation programme was developed by FAI and has been fine-tuned progressively based on the feedback from participants and industry.

The programme consists of topics in the areas of policy environment for fertilizer sector, technologies for fertilizer production, market dynamics both for raw materials and finished products, distribution, needs of Indian agriculture and environmental considerations. An illustrative list of topics is enclosed. The topics and the subjects are tailor made to suite the requirement of the target group. The faculty for the programme is drawn from the industry and the FAI's Secretariat. In addition to the lectures, the trainees are provided time in FAI library to make the participants aware of the reference material available with FAI.

We are happy to announce our 22<sup>nd</sup> Orientation Programme during 21<sup>st</sup> – 23<sup>rd</sup> August, 2019 in the Board Room of The Fertiliser Association of India, New Delhi. The programme is targeted at executives in all disciplines of fertilizer industry.

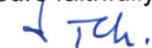
The participation fee for the 3- day non-residential programme is Rs. 12500/- plus 18% GST per participant. Participation only from member companies will be entertained. The participation fee covers lunch / tea, lecture materials and a few FAI publications. The fee does not include travel, stay or any other expense for attending the programme.

We request you to take advantage of opportunity and nominate executives from any functional area in your company. The number of participants will be limited to 30 on first come first basis for effectiveness of the programme. **Therefore, please do not wait till last date to send your nominations.** Kindly arrange to send your nominations at the earliest in the attached form but not later than the 9<sup>th</sup> August, 2019. The nomination(s) should be accompanied by payment of the fee.

The cheque / demand draft for the fee should be drawn in favour of 'Fertiliser Association India' payable at Delhi. Payment can also be made through NEFT / RGTS. Details are given in the nomination form. All correspondence on the subject may be sent to: Dr. S. Nand, Deputy Director General, and Fax No. +91- 11 - 26960052, E -mail: tech@faidelhi.org

Thanking you,

Yours faithfully,



Satish Chander  
Director General

Encl: As above

## FERTILISER INDUSTRY ORIENTATION PROGRAMME 2019

### Topics

1. Fertiliser – The Key Input in Intensive Agriculture
2. Types of Fertilisers and their Characteristics
3. Latest Developments in Policy for Nitrogenous Fertilizers
4. Evaluation of Performance of Indian Fertilizer Plants
5. Policy Environment for Decontrolled P & K Fertilizers
6. Indian and International Demand Supply of Fertilizers
7. Fertiliser Distribution Policies and Distribution Channels
8. Availability & Pricing of Feedstock for Nitrogenous Fertilizers
9. Availability of Raw Materials for Production of Phosphatic and Complex Fertilizers.
10. A Brief on Manufacturing Technologies for Nitrogenous Fertilizers
11. A Brief on Manufacturing Technologies for Phosphate Fertilizers
12. Production, Consumption and Marketing of Specialty Fertilizers
13. Implementation of DBT in Fertilizer sector- What Next?
14. International Trade and Port Operation
15. Fertiliser Quality Control & Fertiliser Control Order
16. Environmental Considerations in Fertiliser Production
17. Interactive Session with Faculty



**THE FERTILISER ASSOCIATION OF INDIA**  
10, SHAHEED JIT SINGH MARG  
NEW DELHI – 110 067 INDIA  
Tel: +91-11-26567144  
Fax: +91-11-26960052  
Email: [tech@faidelhi.org](mailto:tech@faidelhi.org)

**Registration Form**

**“22<sup>nd</sup> FERTILISER INDUSTRY ORIENTATION PROGRAMME”**  
**21-23 August, 2019**

*Please register the following executive(s):*  
His/their particulars are given below:

Name	Designation	Email
1. ....	.....	.....
2. ....	.....	.....
3.....	.....	.....
4.....	.....	.....

Name of the Organisation .....  
Address .....  
Telephone .....  
Fax .....Email.....

Please find enclosed a Bank Draft/at par cheque No.----- dated -----drawn on -----  
- for Rupees ----- favouring “The Fertiliser Association of India”, payable at New Delhi as  
registration fee for the above delegate(s) @ Rs. 12500/- + 18% GST (Rupees Twelve Thousand  
Five Hundred Only + 18% GST) per participant (member company).

Payment can also be made through NEFT / RGTS, details are attached.

Sponsoring Authority



Email : [acott@faidelhi.org](mailto:acott@faidelhi.org)  
secy@faidelhi.org  
Website : [www.faidelhi.org](http://www.faidelhi.org)



Telephone : 46005204  
Fax : 26960052

**The Fertiliser Association of India**  
Registered Office : FAI House, 10, Shaheed Jit Singh Marg  
New Delhi – 110 067  
CIN : U85300DL1955NPL002999

### **Canara Bank**

<b>Bank Details:</b>	
<b>Baneficiary Name</b>	THE FERTILISER ASSOCIATION OF INDIA
<b>Baneficiary Address</b>	FAI House, 10, Shaheed Jit Singh Marg, New Delhi – 110 067
<b>Baneficiary Tel.No.</b>	011-46005235
<b>Bank Name</b>	Canara Bank
<b>Bank Address</b>	Jit Singh Marg, New Delhi - 110 067
<b>Bank Telephone No.</b>	011-26960890 / 011-26960593
<b>Bank Fax No.</b>	011-26601661
<b>Branch Name</b>	Jit Singh Marg, New Delhi - 110 067
<b>Bank Code &amp; Branch Code</b>	1484
<b>SWIFT Number / RTGS</b>	cnrb0001484
<b>Bank Account Number</b>	1484101006029
<b>IFSC Code</b>	cnrb0001484
<b>Account Type</b>	Saving Bank
<b>Account Currency</b>	Indian Rupees