

Dr. Suresh Kumar Chaudhari
Director General

THE FERTILISER ASSOCIATION OF INDIA



TRNG/50
17 June 2026

**Subject: FAI Program on 'Fertiliser Logistics and Port Handling Operations'
Visakhapatnam, Andhra Pradesh**

Dear Sir,

The Fertiliser Association of India (FAI) is pleased to announce residential program on '**Fertiliser Logistics and Port Handling Operations**', scheduled during 3-6 August 2026 (3N/4D) at **Welcomhotel by ITC, Devee Grand Bay, Visakhapatnam, Andhra Pradesh.**

2. The program is designed for the officers working in various departments including marketing, shipping, logistics, material management, supply & distribution, finance, commercial, procurement, etc. Industry personnel working in insurance, trading and stevedoring sectors involved in load/ discharge port operations, logistic and inspection, etc., will also find this program useful.

3. To take advantage of this unique learning opportunity, please nominate concerned officers from your organisation. We would appreciate to receive nomination(s) by 24 July 2026. A copy of the program brochure containing the details is attached.

With regards,

Yours sincerely,

(Suresh Kumar Chaudhari)

Encl: As above.

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GSTN : 07AAACT0097M1Z3 ● PAN : AAACT0097M



Fertiliser Logistics and Port Handling Operations

3-6 August 2026

Welcomhotel by ITC, Deves Grand Bay
Visakhapatnam, Andhra Pradesh

THE FERTILISER ASSOCIATION OF INDIA, NEW DELHI

ABOUT THE PROGRAM

India is the second largest producer and consumer of fertilisers in the world. Yet, our dependency on import of intermediates and raw materials for indigenous production such as Rock Phosphate, Sulphur, Ammonia, Phosphoric Acid, and LNG cannot be ignored. Further, the country also imports finished fertiliser products such as Urea, DAP, TSP and MOP to meet the fertiliser consumption in the country.

The country's dependence on import of finished fertiliser products, intermediates and raw materials makes it vulnerable to disruptions in global supply chains and price volatility. The ongoing geo-political developments in the Strait of Hormuz have further exacerbated the situation, leading to potential shortages and price hikes.

Given the international nature of fertiliser business, understanding the logistics chain—from international procurement and vessel chartering to port handling, storage, evacuation and inland distribution—has become increasingly important for fertiliser industry professionals. Therefore, efficient logistics and supply chain management plays a critical role in ensuring timely availability of fertilisers across the country. This program has been designed to give an exposure to the international market scenario for raw materials/intermediates and finished fertiliser products, and various logistics activities involved in the process.

The East Coast of India has emerged as a strategically important region for import and distribution of fertilisers and fertiliser raw materials. Visakhapatnam Port is one of the country's major ports handling bulk cargo and serves as an important gateway for fertiliser imports. Kakinada Port has established itself as one of India's leading fertiliser handling ports and plays a crucial role in supporting the fertiliser supply chain for southern and eastern India through its specialised infrastructure, efficient cargo handling systems and connectivity.

Keeping these developments in view, The Fertiliser Association of India (FAI) is organising a residential training program on '**Fertiliser Logistics and Port Handling Operations**' during **3–6 August 2026** at **Visakhapatnam, Andhra Pradesh**. The program will combine classroom sessions by experienced professionals with field visits to Visakhapatnam Port Authority and Kakinada Port, providing participants with practical exposure to modern port operations, cargo handling systems, storage facilities and evacuation mechanisms.

TARGET AUDIENCE

The topics are tailor-made to suit the needs of the target group working in fertiliser and shipping sectors connected with the department such as shipping, logistics, material management, marketing, supply & distribution, finance, commercial, procurement, etc.

Industry personnel working in insurance, trading and stevedoring sectors involved in load/discharge port operations, logistics and inspection etc., will also find this program useful.

Knowledge and information gained in the program will help the participants in performing their duties more efficiently in their respective organisations.

TOPICS TO BE COVERED

❖ Fertiliser Policy	❖ Fertiliser Import and Logistics
❖ Ports and Shipping Industry	❖ Cargo Insurance
❖ International Trade	❖ Port Infrastructure
❖ Factors Deciding a Discharge Port	❖ Indian and Global Market Outlook
❖ Chartering of Fertiliser Vessel	❖ Cheaper Logistics Cost
❖ Lay Time Calculation	❖ Risk Management

RESOURCE PERSON

❖ Fertiliser Industry	❖ The FAI
❖ Logistics Companies	❖ Port Authority
❖ Consulting Firms	❖ Handling Agencies

VISAKHAPATNAM PORT

Port of Visakhapatnam was started in 1933 and now is one of the leading major ports of India. Port is capable of handling all types of cargoes including iron ore, coal, crude oil, petroleum products, LPG, fertilizers, dry cargoes, liquid cargoes, and containers.

Port of Visakhapatnam has super cape handling capacity with the deepest container terminal among major ports. The port has fully mechanized facilities for handling coal, iron ore, and Alumina besides liquid and container cargoes.

The Port plays a catalytic role in the economic growth of the country by catering to the key industries in the petroleum, steel, power, and fertilizer sectors besides other manufacturing industries in hinterland.



KAKINADA SEAPORT

Kakinada Deep Water Port was commissioned by the Government of Andhra Pradesh in November 1997 with a quay length of 610 Meters. The Kakinada Seaports took over operations when the port was privatized in 1999. Ten years later, the port was expanded to 2,500 meters of quay length for multi-product handling and stand-alone facility for off-shore supplies for deep sea exploration.

On land, the port is surrounded by the districts of East and West Godavari, Krishna, Guntur and the entire Telangana region. Primary cargoes of this region include agricultural products, minerals, coal and fertilizers.



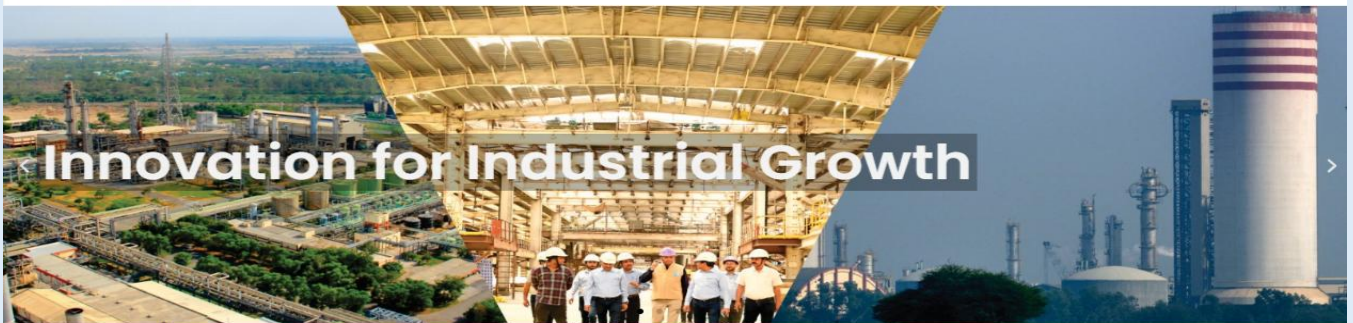
ABOUT FAI

The Fertiliser Association of India (FAI), set up in 1955, is the national representative body of all fertiliser industry in India comprising membership across public, private, joint and cooperative sectors. It is a non-profit, non-trading organization of fertiliser manufacturers/importers, technologists, plant/ equipment manufacturers, research institutes and others interested in fertilisers. The main objective of FAI is to bring together all concerned with the production, import, marketing and use of fertilisers with a view to promote solution of industry problems, to assist industry in improving its operational efficiency and to promote the balanced fertilisation for raising agricultural productivity.



The Fertiliser Association of India
www.faidelhi.org

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About us


FAI, a non-profit and non-trading organization, is an interface between the government and the industry. It takes up the issues of the fertiliser industries with the government for amicable solutions.

[Explore More](#)

VENUE

Welcomhotel by ITC, Devee Grand Bay
Beach Road, Visakhapatnam, 530002, Andhra Pradesh

 : +91 (0891) 6600101

 : +91 9000561649

Website: <https://www.itchotels.com/in/en/welcomhoteldeveegrandbay-visakhapatnam>

E-mail: salesmanager@grandbayhotel.in



TIMELINE

The participants may check into the resort any time after 1300 hrs. on 3 August and will be required to check out by 1300 noon on 6 August 2026.


Distance from	Welcomhotel by ITC, Devee Grand Bay
Visakhapatnam (Airport)	14.1 km
Visakhapatnam (Railway Station)	5 km
Visakhapatnam (Bus Stand)	3.6 km

COURSE FEE

Occupancy	Fee per participant
Single	INR 37,000 + GST
Double	INR 27,500 + GST
Non-Resident	INR 20,000 + GST

NOTE: The course fee covers reading material, conference facilities, program kit and boarding and lodging, etc. It does not include travel expenses of the participants to the hotel at Visakhapatnam, Andhra Pradesh and back. It also does not include the pick-up and drop facility from Airport/ Railway Station/ Bus Stand.

PAYMENT OF FEE

1. The payment of fee in INR can be remitted through a Banker's cheque / draft payable at New Delhi in favour of The Fertiliser Association of India.
2. The payment can also 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.
3. The payment of course fee can also be made online through the following link: <https://www.faidelhi.org/payment/>
4. UPI payment can also be made through QR code scanner  under intimation to us.



SPONSORSHIP

Gala Dinner (Branding will be done during the Dinner)	INR 2.0 lakhs
Lunch/Dinner (Branding will be done during the Lunch/Dinner)	INR 1.0 lakh
High Tea (Branding will be done during the High Tea)	INR 50,000

REGISTRATION / SPONSORSHIP

D. Ramakrishnan
Additional Director & Secretary
The Fertiliser Association of India
FAI House
10, Shaheed Jit Singh Marg
New Delhi – 110067,
Tel : +91-11-46005204 (D), 4600 5231
Email: mktg@faidelhi.org
Website: www.faidelhi.org

REGISTRATION FORM

Fertiliser Logistics and Port Handling Operations
3-6 August 2026
Welcomhotel by ITC, Devee Grand Bay
Visakhapatnam, Andhra Pradesh

To,
D. Ramakrishnan
Additional Director & Secretary
The Fertiliser Association of India
FAI House
10, Shaheed Jit Singh Marg
New Delhi – 110067

Please register the following for the program:

S. No.	Name in Capital Letters (Dr./Mr./Ms.)	Designation	Organisation and Place of Posting	Mobile	Email	Occupancy (Single/ Double/ Non-Resident)
1						
2						
3						
4						

Sponsored by (Name)..... Designation

Email Signature and Date :

For raising invoice in INR, please provide following information:

Contact Person name and Phone : GST Number :

Billing Address :

Photocopies can be used, if additional forms are needed.
You may also email the filled in nomination form to mktg@faidelhi.org