

Argus East Europe Fertilizer

15-17 May 2019 | Vienna, Austria



Wednesday 15 May

08:30	Registration and Exhibition Opens
Fertilizer Fast Track	
09:30	The Role of Fertilizers in Agriculture
10:15	Insights into the Nitrogen Markets
11:00	Coffee
11:30	A Focus on Phosphate Markets Matthew Lisley, Senior Analyst Consulting Services, Argus
12:15	Developments in the Potash Markets David Maher, Editor – Argus Europe, Argus
13:00 – 14:00	Lunch
14:00	A Snapshot of the Sulphur Markets Matthew Lisley, Senior Analyst Consulting Services, Argus
14:45	NPKS, Specialty and Value Added Fertilizers Julia Campbell, NPK Editor, Argus
15:30	Closing remarks

16:00 – 17:00	<p>Roundtable Discussions</p> <p>Fertilizer Market Developments in Romania Ofelia Nalbant, Commercial Manager, Agrium Agroport</p> <p>Supply and Demand Trends in the Ukraine Fertilizer Market Sergey Feofilov, General Director, UkrAgroConsult</p> <p>The Market Impact of Regulatory Developments David Maher, Editor – Argus Europe, Argus</p> <p>Trends and New Developments for the Fertilizer Additives Market Kim ten Wolde, Product Manager Fertilizer Additives, Holland Novochem</p>
17:30 – 18:00	<p>Speed Networking</p> <p>Bring plenty of business cards and be prepared for 2-minute conversations before the bell rings and you meet someone new. All delegates welcome!</p>
18:30 – 20:30	<p>Cocktail Party – Sponsored by ICL Fertilizers</p>  

Thursday 16 May

08:30	Registration and Exhibition Open
09:10	Opening Remarks from the Chair
09:20	<p>East Europe Fertilizer Market Overview</p> <ul style="list-style-type: none"> - Market trends in 2019 - Challenges for producers - Market opportunities - Regional growth <p>Artem Poikarpov, General Director, PhosAgro - Baltic</p>
09:50	<p>Panel Discussion: Update for Logistics Challenges in East Europe</p> <ul style="list-style-type: none"> - Rail infrastructure in Poland - Factoring unpredictable water levels - What restrictions are distributors facing? - Expansion plans in East Europe - What needs to be done to improve supply chain efficiency? <p>Manfred Seitz, General Manager, Pro Danube Management Justas Kairys, CEO, Tarptautines Logistikos Centras (TLC) Vladimir Barabash, Regional Business Development Manager, LLC FREE-SYSTEM Ukraine</p>

10:30	<p>Challenges with Access to Natural Gas in Europe</p> <ul style="list-style-type: none"> - Price concerns for the fertilizer market - Is LNG use in the industry increasing? - Changes in the natural gas market <p>Lawrence Templeton, Business Development Manager - European Gas, Power and LNG, Argus</p>
11:00	Networking and Coffee Break
11:30	<p>Fertilizer Market Developments in Hungary</p> <ul style="list-style-type: none"> - Production trends - Domestic consumption drivers - Maintaining sustainable development in the industry
11:50	<p>The Importance of a Successful Distribution Channel in Poland</p> <ul style="list-style-type: none"> - Supply and demand trends - Distribution challenges - Market outlook for the region <p>Paweł Malarczyk, Trade Director – Agrochemicals, EKOPLON</p>
12:10	<p>Multi-nutrient Fertilizers for Increasing Crop Yield in East Europe</p> <ul style="list-style-type: none"> - Improving nutrient use efficiency with multi-nutrient products - Compatibility with European crop types - Opportunities in East Europe for multi-blend fertilizers <p>Ton van Oostrom, PHS, Phosphate & Potash Sales for East Europe, ICL Fertilizers</p>
12:30	Joint Q&A with Interactive Polling Technology
12:45	Networking Lunch
14:00	<p>The Use of Added Value Fertilizers to Improve Productivity and Promote Sustainability in Agriculture</p> <ul style="list-style-type: none"> - Increasing nutrient use efficiency and improved crop quality and yield - Ensuring long-term sustainability - Communicating the benefits of improved fertilizer efficiency <p>Kevin Moran, Chief Technology Officer, Kingenta</p>

14:30	<p>The Process for Producing Boronated Granular Fertilizers</p> <ul style="list-style-type: none"> - Using borate solutions as a binding agent to produce granules - Borate solutions for anti-caking and coating agents - Incorporating zinc, manganese and molybdenum <p>Igan Hayati, Technical Director, Kemitel</p>
15:00	Networking and Coffee Break
15:30	<p>Analysis of Technologies for Production of Granulated NPKS Fertilizers</p> <ul style="list-style-type: none"> - Assessing the influence of process parameters on variable factors - Selecting the optimal technology for specific conditions and requirements - Considerations for flexible technology for production of granular NPKS fertilizers containing sulphur and calcium <p>Andrey Norov, Industrial Technology Director, PhosAgro - NIUIF</p>
16:00	<p>Particle Analysis Instruments and Solutions for Improving Product Quality</p> <ul style="list-style-type: none"> - Online measurement - Benefits of particle alteration with light scattering technology - Real time information about the processes <p>Robert Waggeling, Sales & Marketing Manager EMEA, Microtrac</p>
16:30	End of presentations
18:00	Cocktail Reception

Friday 17 May

09:00	Registration and Exhibition Open
	Closing Session: East Europe Market Speaker and Panellist Summary
10:00	<p>Conference Closing Remarks from Chair</p> <p>Julia Campbell, NPK Editor, Argus</p>
10:15 – 11:00	<p>Roundtable Discussions Recap</p> <p>Roundtable discussion hosts will share key findings from their sessions and offer their predictions for fertilizer market developments in 2019/2020.</p> <p>Ofelia Nalbant, Commercial Manager, Agrium Agroport Sergey Feofilov, General Director, UkrAgroConsult Kim ten Wolde, Product Manager Fertilizer Additives, Holland Novochem</p>

11:00 – 11:45	Speaker and Panellist Summary Speakers will share their key takeaways from the conference, and discuss expectations for growth for the rest of 2019.
12:30 – 14:00	Networking Lunch and End of Conference
14:30 onwards	Networking Excursion – see the local sights with a trip organised by Argus