


Argus East Europe Fertilizer

15-17 May 2019 | Vienna, Austria



Wednesday 15 May

08:30	Registration and Exhibition Opens
	Fertilizer Fast Track
10:15	Insights into the Nitrogen Markets Liana Davletshina, Senior Reporter, Argus
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	Roundtable Discussions Fertilizer Market Developments in Romania Ofelia Nalbant, Commercial Manager, Agrium Agroport Supply and Demand Trends in the Ukraine Fertilizer Market Sergey Feofilov, General Director, UkrAgroConsult The Market Impact of Regulatory Developments David Maher, Editor – Argus Europe, Argus Trends and New Developments for the Fertilizer Additives Market Kim ten Wolde, Product Manager Fertilizer Additives, Holland Novochem

17:30 – 18:00	Speed Networking Bring plenty of business cards and be prepared for 2-minute conversations before the bell rings and you meet someone new. All delegates welcome!	
18:30 – 20:30	Cocktail Party – Sponsored by ICL Fertilizers	

Thursday 16 May

08:30	Registration and Exhibition Open
09:10	Opening Remarks from the Chair Adrian Stubbs , Principal, Potash and Fertilizers, Argus
09:20	East Europe Fertilizer Market Overview - Market trends in 2019 - Challenges for producers - Market opportunities - Regional growth Artem Poikarpov , General Director, PhosAgro - Baltic
09:50	Panel Discussion: Update for Logistics Challenges in East Europe - 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? Robert Rafael , General Secretary, Pro Danube Management Justas Kairys , CEO, Tarptautines Logistikos Centras (TLC) Vladimir Barabash , Regional Business Development Manager, LLC Free-System
10:30	European Natural Gas Market Update - European market liquidity and access - Supply and demand dynamics, the year ahead - LNG's return to Europe Lawrence Templeton , Business Development Manager - European Gas, Power and LNG, Argus
11:00	Networking and Coffee Break

11:30	<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>
11:50	<p>Long-term Analysis and Results with Amidic Nitrogen Stabilization</p> <ul style="list-style-type: none"> - Limitation of nitrogen losses, crop yield increase - Transformation of nitrogen after fertilizers application - Limitation of drought influence on nitrogen acceptability from soil - Practical use of urease inhibitor <p>Jaroslav Mráz, Agronomic Specialist, AGRA Group</p>
12:10	<p>Joint Q&A with Interactive Polling Technology</p>
12:30	<p>Networking Lunch</p>
	<p>Chair: Matthew Lisley, Senior Analyst Consulting Services, Argus</p>
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>Developing Multi-nutrient Fertilizers for Improving Crop Yields</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, Senior Sales Manager, ICL Fertilizers</p>
15:00	<p>Networking and Coffee Break</p>
15:30	<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>

16:00	<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>
16:30	<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>
17:00	End of presentations
17:00	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 Julia Campbell, NPK Editor, Argus</p>
10:15 – 11:00	<p>Roundtable Discussions Recap 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	<p>Speaker and Panellist Summary Speakers will share their key takeaways from the conference, and discuss expectations for growth for the rest of 2019.</p>
12:30 – 14:00	Networking Lunch and End of Conference