



الإتحاد العربي للأسمدة  
Arab Intl Organization هيئة عربية دولية  
Arab Fertilizer Association  
Since 1975

**21<sup>st</sup> AFA International Annual  
Fertilizer Forum  
03- 05/02/2015**

**Sahl Hasheesh – Hurghada  
Arab Republic of Egypt**

**Speech of  
Eng. Mohamed Abdullah Zaien  
AFA Secretary General**

**Official Opening Ceremony  
Tuesday 03/02/2015**

**Dr. Abdel Rahman Jawahry – AFA Board Chairman**

**Mr. Saad Abu Al Maati – AFA Board Member,**

**Representative of Egyptian Fertilizer Industry**

**AFA Board Members**

**Companies' Board Chairmen, Regional and International Organizations**

**Representatives**

Ladies and Gentlemen

In this wonderful day, on the Red Sea shores and with its fascinating breeze, murmuring waters, shining sun, marvelous waves and glimmering coral reefs, it gives me great pleasure to extend my sincere appreciation for your attendance to and participation in the proceedings of the 21<sup>st</sup> AFA International Annual Fertilizer Forum. Such a Forum has been organized by AFA since its establishment in 1975 with a clear and developing vision serving AFA members from Arab and international companies and pursuing the development of fertilizer industry and agriculture, the contribution in the international efforts exerted to bridge the food gap and the achievement of world food security.

The convening of such an international Forum synchronizes with commemorating the 40<sup>th</sup> anniversary of AFA establishment. We hence would like proudly to highlight the achievements accomplished during such years, wishing to continue in boosting the development of Arab fertilizer industry, enhancing related capacities and diversifying products in order to resume the path of development in the Arab region.

The annual international forums held by AFA attract numerous Arab and international organizations, associations and institutions working in fertilizer industry field: production, trade, transportation, environment and investment. Notably, the participation in such gatherings usually exceeds five hundred specialists and experts. In addition to such forums, AFA convenes technical conferences distinguished by noticeable international parties' attendance and participation; emphasizing the increasing interest in fertilizer industry in the Arab region and pinpointing the region distinct status with regard to producing and exporting fertilizers and related materials. AFA further holds specialized workshops in the fields of shipping (freight), transportation, environment and maintenance.

Distinguished attendants,

I would like now to commend the efforts exerted during the past decades to improve land productivity, provide farmers with suitable fertilizers and encourage them to adopt modern technology for effective usage of fertilizers. However, bearing in mind the previously mentioned, still there is a wide space for exerting more efforts. To elaborate, we are in need of developing creative solutions and new concepts to move forward in such a sector through various specialists and parties interested in this strategic industry, which highly contribute in world food security via fertilizing soils besides feeding and providing nutritional elements for plants, to assist in the sound growth of plants, increase crops and achieve high agricultural yields.

During the Forum sessions, a direct image covering the international movement in this regard and the fertilizer reality will be presented by specialists in the major markets of the five continents. AFA has invited a

galaxy of regional and international senior specialists and experts. The Forum program encompasses fifteen working papers tackling the following issues:

- Outlook for World Fertilizer Supply and Demand, by IFA Director General, Mrs. Charlotte Hebebrand
- Phosphate Fertilizer Industry Development, by Procurement and Raw Materials Director at OCP, Mr. Gamal Al Din Binsary
- Energy Saving in Fertilizer Industries, by the Head of AFA Energy Saving Group, Engineer Yasser Abdel Rahim
- Africa Fertilizer Financing Mechanism, by African Bank for Development Vice-Chairman, Mr. Ali Abu Saba'a
- The Impact of OIL Pricing on Fertilizer Industry, by Nexandt Company Representative, Mr. Dimitrius
- Changing Nitrogen Fertilizer Industry Landscape: Impact for the Regional Producers, by OSTCHEM Representative, Mrs. Maria Pizova
- The North American Fertilizer Market: Overview and Outlook, by Integer Company Representative, Mr. Oliver Hatfield
- Nitrogen Outlook - how will lower oil prices impact the nitrogen industry, by FERTECON Institution Representative, Mr. Luke Hudson
- Introduction on China's Foreign Trade Policies of Fertilizer, by Beijing Green Agriculture Company Representative, Mrs. Ling Zhu
- Competitiveness in Phosphate Markets; Bridging between Costs and Prices, by CRU Institution Representative, Mr. Alexander
- The Changing Nature of Fertilizer Supply Chain, by Argus/FMB Institution Representative, Mr. Mike Nash
- NPK Fertilizers: Global Overview and Developing Markets, by Chem Courier Company Representative, Mrs. Zana Glushko

- Value-add, Critical Materials and the Waste Hierarchy: Policy Drivers in the Fertilizer Market, by ALEFF Group Representative, Mr. Julian Hilton
- UREA Market Dynamics, by Stamicarbon Company Representative, Mr. Stephen Ziwart
- Taking Advantage of Regional Demand: Revamping Ammonia Plants for Improved Profitability, by KBR Company Representative, Mr. Basudeb Ganguly
- Pakistan Agriculture & Role of Fertilizer Policy, by FAUJI Company Representative, Mr. Sohail Kiany

Last but not least, I would like to seize this opportunity to express on behalf of AFA secretariat all appreciation to Egypt fertilizer company chairmen for their continuous support for AFA and saluting fertilizer industry successful march led by a distinguished group of fertilizer industry pioneers.

To enumerate:

1. Abu Qir Fertilizers and Chemicals Industries Company
2. Alexandria Fertilizers Company
3. Helwan Fertilizers Company
4. MOPCO Company
5. Evergrow Company
6. Misr Phosphate Company
7. Holding Company for Chemical Industries
8. Delta Company for Fertilizers and Chemical Industries
9. Abu Zaabal Fertilizers and Chemicals Company
10. Al Nasr Company for Fertilizers and Chemical Industries
11. Aqua Trust Company for Water Treatment

I would like also to express all thanks to Stamicarbon for their continuous support to AFA activities.

At the end, I would like on your behalf to welcome all the attendants, speakers and experts, wishing our three day gathering to be rich with interventions and discussions in order to clarify issues and emphasize on the promising and desired future for fertilizer industry and its strategic role.

Wishing you all a pleasant stay in the Red Sea lively ambience

Best Regards

Engineer/ Mohamed Abdullah Zaein

AFA Secretary General