

Workshop

Market Intelligence Modeling & Supply Chain In Fertilizer Industry

«Resilient, Cost-effective and Decarbonized Supply Chains»

02 – 04 May 2023 | Saudi Arabia, Jeddah

Arab Fertilizer Association (AFA) is pleased to announce that the Market Intelligence Modeling & Supply Chain workshop Will take place at Jeddah during the period : 2 – 4 May 2023



Hosted by - SABIC AGRI-NUTRIENTS

SABIC Agri-Nutrients is a public joint stock company listed on the Saudi Stock Exchange (Tadawul), where SABIC owns 50.1% with the remaining 49.9% being held by the private sector and the public on Tadawul. It is one of the leading global fertilizer producers. SABIC AN's portfolio includes urea, ammonia, phosphate and other specialized products.

Course Intro :

In this 3 days workshop, participants will learn about supply chain management and digitalization with a deep dive focus on dry bulk shipping with supply chain and dry bulk experts.

- The role of digital solutions and opportunities in improved supply chain management.
- Dry Bulk Shipping - Taking control over the freight element.
- Challenges and opportunities in the fertilizer supply chain.
- Decarbonization and the regulatory agenda for supply chain emissions.
- Best practices and learnings from the Aluminum and Steel supply chains.



Workshop Technical Program by



Klaveness Digital



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The role of digital solutions and opportunities in improved supply chain management

- Benefits from increased visibility, intelligence and action taking through digitizing your supply chain management
- How can the fertilizer industry take the next step and incorporate digital solutions to improve their supply chain management?
- Balancing a resilient and cost-effective supply chain during uncertain times
- Addressing sustainability and environmental challenges through technology in the fertilizer industry.

Challenges and opportunities in the fertilizer supply chain

- What are key factors that can disrupt the fertilizer supply chain and how can you mitigate these risks?
- How can technological advancements improve your supply chain visibility, efficiency and sustainability?
- How can increased collaboration and partnerships between stakeholders in the supply chain mitigate some of the challenges associated with supply chain complexity and disruptions?

Dry Bulk Shipping - Taking control over the freight element

- Risks & Rewards
- What is driving the freight market?
- Where are we heading?
- How are Owners calculating Freight?
- Impact of variables such as Bunkers, Terms etc.

Emissions reductions through supply chain transparency

- How climate regulation will disrupt global shipping and the world's supply chains.
- Alternative: What is the latest developments from a regulatory stand-point and how will it impact the world's supply chains?
- With EU-ETS coming into effect in 2024, what will be the implications for the fertilizer industry?
- What can you do now, to reduce the impact of the upcoming regulations?

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Best practices and learnings from the Aluminum and Steel industries.

- Best practices from global leaders in Aluminium and Steel on supply chain management and digitalization
- How available data provided greater visibility across the supply chain enabling better sourcing, freight decisions and cost-reduction in the supply chain.
- Collaborative platforms enabling communication and information sharing to streamline processes and improve customer relations.
- Predictive analysis used to forecast demand, optimize inventory levels and improve production planning across supply chain.



WHO SHOULD ATTEND?

specialists working in different areas of the fertilizer industry, such as :

- Supply Chain / Logistics
- Shipping
- Sales & Marketing
- Purchasing, procurement, Contracts, Finance
- Planning either at strategic or operational level
- Plant managers and superintendents
- Managing or Working with budget/cost constraints
- Industrial development
- Business Development
- Performance management
- Upper management

Workshop Methodology

This workshop course is highly interactive and will prompt delegates to reflect on their current practices and goals. The instructor will guide and facilitate learning using a wide range of methods including direct input, discussions, case studies and exercises in groups and pairs

Workshop Language

Presentations & Materials will be delivered in English



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About Klaveness Digital

Klaveness Digital is a Norwegian technology company established in 2018 on a mission to bring shipping and logistics into the future. With our team of software engineers, data scientists, shipping, and logistics specialists in Oslo, Singapore, Manila, and São Paulo, we empower industrial companies to make better informed decisions.

We develop intelligent solutions and services using the latest advances in technology to solve everyday problems in the maritime supply chain of some of the world's largest companies.

We provide customers with a digital twin of their seaborne supply chains, enabling them to optimize and digitalize their supply chain. In an industry traditionally reliant on manual processes and a reactive approach to shipping, we challenge established thinking. We help our customers digitalize their processes and provide end-to-end visibility that allows them to collaborate and make proactive decisions rather than reactive.

Together with our customers we are building the next generation of resilient, cost-efficient, and decarbonized supply chains.

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Technical Program Provider



Bery Maritime

Founded in 1977, headquartered in Oslo, Norway, with offices in Singapore, China and Peru. Acting as 100% Charterers brokers, transporting over 20 million ton of dry cargo annually, mostly fertilizers.

We add value to our Charterers/Clients as follows:

- Freight: full market coverage and lowest possible rates with solid and reliable counterpart at time of fixing.
- Guide: fast and reliable freight guides (in-house) without entering market or checking with 3rd party
- Legal: in-house marine lawyer protecting Charterers' interests only
- Vetting: vessel and counterpart vetting, documentation, notices, bills of lading etc
- Operations: service from A-to-Z and beyond what normally is expected such as: laytime calculations, freight payments, port captain, documentation
- Cargo Insurance: if required we facilitate and assist
- Charterparty: designed by our in-house lawyers and operations department to protect Charterers interests as far as possible
- Market Intelligence – weekly market report, targeted market research and regular training seminars for all aspects of shipping and chartering

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Registration Form

First Name :

Family Name :

Email :

Telephone : Mobile :

Position : Organization :

City : Country :

Mailing Address :

Registration Fees

USD 1750



Workshop Venue
Hilton Jeddah



Alternative Accommodation
The Venue hotel

Room	Single Occupancy	Double Occupancy
Deluxe Rooms	SAR.1250	SAR.1350
Executive Rooms	SAR.1450	SAR.1550

Type	Single Occupancy	Double Occupancy
Room	SAR.650	SAR.700

- The above room rates are per room per night including buffet Breakfast
- The above rates are Subject to 5% Municipality tax + 15% VAT.
- Valid till 5 - April 2023

- The above room rates are per room per night including buffet Breakfast
- The above rates are Subject to 5% Municipality tax + 15% VAT.
- For bookings : omar.akkari@the-venue.com
- Valid till 15 - April 2023

Hotel Booking
Hilton Jeddah



Methods of Payment

- Cheque - To the order of the Arab Fertilizer Association
(Please include delegate's name attached with cheque)
- Bank Transfer TO: Arab Fertilizer Association

ACC#: 100009870533

I-BAN: EG360010002000000100009870533

Swift: CIBEEGCX-020

Commercial International Bank - (EGYPT) S.A.E Nasr Road - Nasr City - Cairo - Egypt.

- Cash Payment