

AMMONIA

Services to the Industry

**The world's most comprehensive information and
analysis services for the ammonia industry**

- Weekly market/price reports
- Monthly market analysis and price forecasts
 - Quarterly medium/long term analysis
 - Multi-client analysis reports

AMMONIA

An integrated information and analysis service

The ammonia market is one of the more volatile components of the fertilizer sector. A major intermediate and a fertilizer in its own right, the special nature of the ammonia market is sometimes incomprehensible to the rest of the fertilizer industry. Yet, for the nitrogen industry, the phosphate industry and the compounds industry, making the right decisions on ammonia can be a matter of profit or loss.

Traded ammonia makes up a relatively small part of total ammonia production - most output arises in integrated ammonia/urea complexes. There is, thus, a large leverage in terms of production versus trade which, at first glance, would seem to benefit the producer. However, because of the configuration of modern worldscale ammonia-urea complexes, most urea manufacturers cannot avoid generating an ammonia surplus. Ammonia production costs are extremely sensitive to feedstock costs - generally natural gas and the quantum changes that have taken place in energy pricing since the break-up of the USSR have had wide-ranging effects on the ammonia industry. The high cost and complexity of ammonia storage and transportation mean that regular sales and shipments are of paramount importance to the producer. Ammonia shipping is a key factor in the supply/demand and price equation.

FERTECON, with its comprehensive services ranging from weekly market reports through monthly analysis and price forecasts to long-term strategic analysis, provides an unrivalled, integrated information package for anyone involved in the ammonia industry. FERTECON can also provide confidential consultancy services on ammonia.

FERTECON's Ammonia Team

Vivien Bright, a director of FERTECON Limited, has over 25 years of experience in the fertilizer industry. She has managed FERTECON's ammonia services since 1979, and has been responsible for producing the weekly FERTECON AMMONIA FAX report, the monthly AMMONIA FUTURES and the quarterly AMMONIA OUTLOOK reports. She has also contributed to consultancy services.

Terry Phillips is a director of FERTECON Limited and is responsible for its consultancy services. He has had over 25 years' experience in the fertilizer industry, specialising in technical and economic studies on the nitrogen industry. He has prepared numerous studies on the ammonia and urea industries.

FERTECON's computerised database, which is managed by **Joyce Uwins**, is the leading independent source of detailed ammonia industry statistics. Joyce Uwins has over 25 years of experience in the fertilizer industry.

AMMONIA

Information and analysis services

FERTECON Weekly Fax Report

FERTECON's weekly market report, available by fax or e-mail, is the most respected source in the industry of detailed, accurate information on current market and price developments. Each report contains a full page of key ammonia price and freight rate indications. As well as providing comprehensive coverage of the week's market and price developments, each report includes a concise analysis of the factors influencing the market.

FERTECON Ammonia Futures

This unique report, issued monthly, is designed to provide subscribers with a comprehensive analysis of short-term developments in the ammonia market. Each issue analyses the recent supply/demand balance and the outlook for the coming months. Feedstock and production costs for the major export suppliers are analysed. A detailed six-month price forecast is presented for the key export and import indications. There is extensive use of graphs and charts and the report contains a full-page data file detailing ammonia market and futures prices, freight rate indications, gas prices, fertilizer prices and key exchange rates.

FERTECON Ammonia Outlook

FERTECON's quarterly Ammonia Outlook report is an invaluable medium and long-term planning tool for anyone involved in the ammonia industry. Reports are issued four times a year and are generally around 100 pages in length. Each report includes an analysis of market developments over the previous three months and expected market trends in the short and medium term. The most recent production, consumption and trade data for each supplier and buyer are presented and set in the context of the overall market. A fifteen-year historical price series (with prices by quarter) is presented, together with forecasts of annual average prices through to 2020. A major part of each issue is the presentation of the outlook for supply, demand and prices through to the year 2020. Each issue includes an Appendix with tables of ammonia production; trade and consumption by country for the period 2000-2020, detailed trade matrices for the most recent years and comprehensive plant and project lists of ammonia facilities.

Ammonia Multi-Client Studies/Consultancy Services

FERTECON offers single client, confidential consultancy services on all aspects of the ammonia industry from marketing and distribution studies to full feasibility studies for world-scale projects. FERTECON has prepared reports for projects throughout the world. FERTECON has prepared reports for projects throughout the world. FERTECON also produces multi-client reports on various aspects of the ammonia industry. The most recent is a detailed supply, demand, trade and cost and price forecast study, ***Ammonia to 2015***. In May 2003 FERTECON produced a major study of the changing North American ammonia industry and its impact on the World market, ***Survival in the Global Ammonia Market***.

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