

Green Markets A Bloomberg Company

Sulphur Products Summit 2019

Insight on Ag and Industry

October 1-2, 2019

InterContinental Buckhead Atlanta

The only sulfur conference that delivers business insight by looking deep into major sulphur-specific product markets.

Networking Lunch Sponsor

SACONIX

To register visit:

FertilizerPricing.com/Sulphur



Agenda

Tuesday October 1, 2019

- 8:00 am **Networking Breakfast**
- 9:05 am **An Industrial Economic Outlook: A Precursor for Sulphur Supply and Demand**
John Baffes, Senior Economist,
World Bank Group
- 9:40 am **Nat Gas and Crude: An Outlook for Cyclical and Structural Drivers**
Vince Piazza, Global Energy Research
Coordinator, Bloomberg Intelligence
- 10:25 am **Morning Networking Break**
- 11:00 am **IMO 2020: Insight and Implications for the Global Sulphur Industry**
Ralph Grimmer, Senior Associate,
Stillwater Associates
- 11:35 am **Global Sulphur Market Review and Outlook: Supply, Demand and Prices**
Fiona Boyd, Director, Acuity Commodities
- 12:20 pm **Networking Luncheon**
Sponsored by **Saconix**
- 1:45 pm **Market Trends in Water Treatment Impacting Sulphuric Acid Demand**
Nicolas Bernier, Procurement Manager,
Chemtrade
- 2:20 pm **The Shifting Paradigm of the Sulphur Fertilizer Industry**
BJ Harrington, Marketing Manager,
Tiger-Sul Products, LLC
- 3:05 pm **The Impact on Sulphuric Acid Demand From a Rebound in Pulp and Paper Production**
Chaoyi Chang, Renewable Bioproducts
Institute, Georgia Tech
- 3:40 pm **Afternoon Networking Break**
- 4:10 pm **What's Powering the Alkylation Market?**
Armond Johnson, Business Director,
Eco Services - PQ Corporation
- 4:45 pm **The Current State of Sulphuric Acid Transportation: A Supplier's View**
Tom Hobbs, Trader, Glencore
- 5:30 pm **Networking Cocktail Reception**

Wednesday October 2, 2019

- 8:00 am **Networking Breakfast**
- 9:05 am **Phosphate Production Outlook**
Alexis Maxwell, Research Director,
Green Markets
- 9:50 am **Global Sulphuric Acid Market Review and Outlook: Supply, Demand and Prices**
Fiona Boyd, Director, Acuity Commodities
- 10:35 am **Morning Networking Break**
- 11:05 am **Metals and Mining: An Expert View, Latest Projections**
Andrew Cosgrove, Global Head, Metals &
Mining, Bloomberg Intelligence
- 11:50 am **Ammonium Sulfate and Ammonium Thiosulfate Market Outlooks**
Alexis Maxwell, Research Director,
Green Markets
- 12:30 pm **Summit Conclusion**

For more information and to register visit:
FertilizerPricing.com/Sulphur

8:00 am – 9:00 am

Networking Breakfast

Join us to enjoy a complimentary breakfast as you expand your network from across the sulphur and sulfuric acid complex.

9:00 am – 9:05 am

Introduction and Welcome

9:05 am – 9:40 am



An Industrial Economic Outlook: A Precursor for Sulphur Supply and Demand

John Baffes

Senior Economist

World Bank Group

The sulphur and sulphuric acid complex is driven in large part by industrial output and further by general economic strength or weakness.

This lead-off session will clarify your outlook on the U.S. economy over the next few critical years. You'll hear the latest thinking from a leading economist at the World Bank as to what the drivers and inhibitors of growth will likely be and understand where industrial output is headed.

Understanding the expected performance of the broader economy is critical to setting the stage for a more granular look at specific influences on the sulphur and sulphuric acid markets.

For more information and to register visit:

FertilizerPricing.com/Sulphur



9:40 am – 10:25 am

Nat Gas and Crude: An Outlook for Cyclical and Structural Drivers

Vince Piazza

Senior Energy Analyst-Global Energy Research Coordinator

Bloomberg Intelligence

An overabundance of U.S. gas and oil has turned global markets upside down. With failing efforts by cartels to create price support and thousands of wells ready to flow at a moment's notice, where is the market headed?

In a market such as this, current, objective perspective is key to making conclusions that impact your business.

This session provides a detailed outlook for a key supplier for sulphur by giving you a close examination of the nat gas and crude markets worldwide with a particular focus on North American dynamics. You'll hear from a leading oil and gas analyst on the drivers of demand and supply and hear his exclusive outlook for the near term.

10:25 am – 11:00 am

Morning Networking Break



11:00 am – 11:35 am

IMO 2020: Insight and Implications for the Global Sulphur Industry

Ralph Grimmer

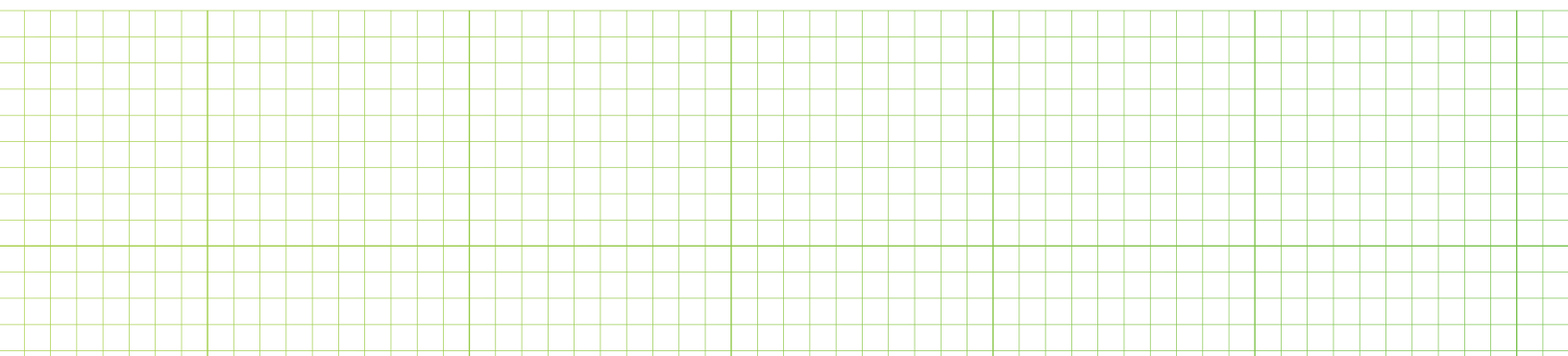
Senior Associate

Stillwater Associates

The International Maritime Organization (a specialized agency of the United Nations) has responsibility for global maritime safety and pollution prevention.

In 2008 IMO approved regulations that will cause the largest-ever sulphur content reduction for the bunker fuel oil that powers the maritime industry beginning January 1, 2020. This mandated change will impact not only the maritime and petroleum refining sectors, but also the global sulphur industry.

In this session you'll hear from a consultant to the downstream oil sector who'll provide an overview of IMO 2020. He'll share his insights on the implications for the anticipated global sulphur production change, as well as the potential impact on the maritime and refining business sectors.





11:35 am – 12:20 pm

Global Sulphur Market Review and Outlook: Supply, Demand and Prices

Fiona Boyd

Director

Acuity Commodities

In 2020, the sulphur complex will see changes in global supply as new production assets begin to ramp up and regulation surrounding sulphur content in refined products takes effect.

On the demand side, we are expecting some new consuming projects to come on stream.

This presentation will review the impact of these changes on the global sulphur supply/demand balance and provide deep insight into the North American market which is experiencing both declining sulphur production and consumption.

In addition, we will take a look at future price expectations on a regional basis.

12:20 pm – 1:45 pm

Networking Luncheon

Sponsored by

SACONIX



1:45 pm – 2:20 pm

Market Trends in Water Treatment Impacting Sulphuric Acid Demand

Nicolas Bernier

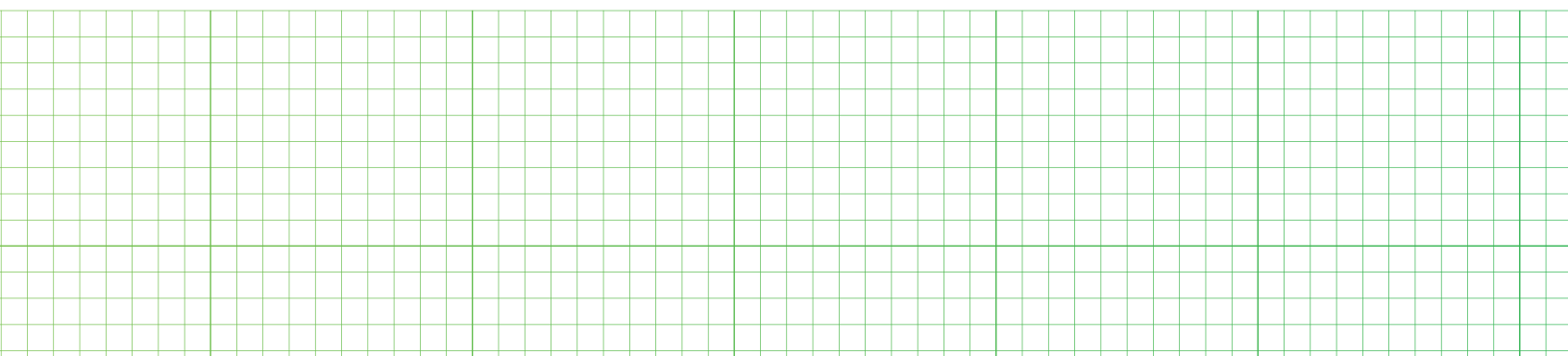
Corporate Procurement Manager

Chemtrade

Sulphuric acid is one of the key raw materials used to produce inorganic coagulant products such as aluminum sulphate and ferric sulphate.

Aluminum sulphate and ferric sulphate are the most widely used coagulants in the municipal water treatment market, and these products are also used in many other industries such as pulp and paper, food, and oil and gas.

This session features an overview of how sulphuric acid is used by water treatment chemicals producers, a review of the current market trends for inorganic coagulants, an outlook for these markets and a discussion on the resulting implications on sulphuric acid demand.





2:20 pm – 3:05 pm

The Shifting Paradigm of the Sulphur Fertilizer Industry

BJ Harrington

Marketing Manager

Tiger-Sul Products, LLC

There's a changing paradigm within the sulphur fertilizer industry.

In this session, you'll hear from a leading sulphur fertilizer manufacturer as to how the fundamental nutrient status of sulphur is changing in agriculture. He'll also share insights on changing sulphur crop application methods and techniques.

You'll also gain a clear understanding of how fertilizer manufacturing processes are changing and how the supply chain for agriculture is reshaping in North America and across the globe.



3:05 pm – 3:40 pm

The Impact on Sulphuric Acid Demand From a Rebound in Pulp and Paper Production

Chaoyi Chang

Renewable Bioproducts Institute

Georgia Tech

Paper packaging continues to grow while newsprint and fine papers have leveled their decline after some year of contraction.

In this session you'll gain extensive insight onto the near-term expectations for the paper market including production levels, both globally and within the States.

With the Summit located in the heart of paper processing in America, it's the perfect venue to share market knowledge on a key component of sulphuric acid demand.

Need to know what the demand prospects are for this key market for sulphuric acid? Join an objective expert on the industry to find out!

3:40 pm – 4:10 pm

Afternoon Networking Break

For more information and to register visit:
FertilizerPricing.com/Sulphur



4:10 pm – 4:45 pm

What's Powering the Alkylation Market?

Armond Johnson

Business Director

Eco Services - PQ Corporation

Alkylation and sulphuric acid regeneration processes are critical to the production of the North American gasoline pool. This complex has major implications on sulphuric acid supply and demand.

In this session you'll hear from North America's largest provider of sulphuric acid regeneration services, as well the largest supplier of virgin sulphuric acid.

Join us to gain a deep understanding of the regeneration process, learn of the demand drivers of sulphuric acid in this critical market and get insight into the future of alkylate production.



4:45 pm – 5:30 pm

The Current State of Sulphuric Acid Transportation: A Supplier's View

Tom Hobbs

Trader

Glencore

Sulphuric acid is a widely used raw material in industry and the hazards associated with its transportation make it a challenge for supply chain professionals.

This presentation, offered by one of the largest merchant marketers of sulfuric acid in North America, will review key trends in trucking and railing of sulphuric acid from a suppliers' perspective.

Topics to be covered include the drivers of transportation supply including trucking capacity, the prevailing driver shortage, off-loading hours, modal flexibility, the rail captive vs competitive dynamic and more.

5:30 pm – 7:00 pm

Networking Cocktail Reception

For more information and to register visit:

FertilizerPricing.com/Sulphur

8:00 am – 9:00 am

Networking Breakfast



9:05 am – 9:50 am

Phosphate Production Outlook

Alexis Maxwell

Research Director

Green Markets

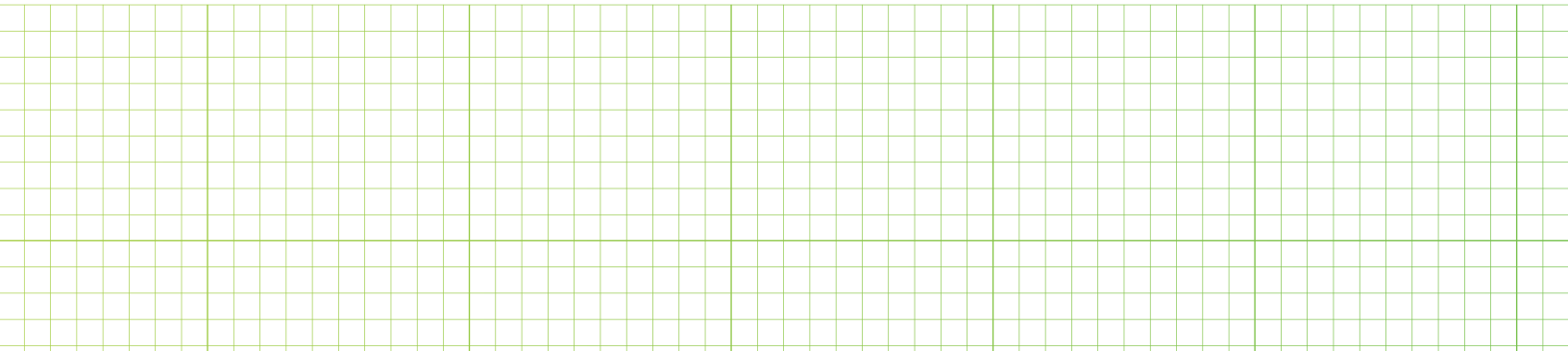
Green Markets continues to forecast year-over-year growth in phosphate demand on a global basis. Key markets are showing positive demand trends with India and Brazil in particular trending strongly through the first quarter of 2019.

On the supply-side, major capacity expansion is coming out of Algeria as the country attempts to move away from oil dependence. OCP too will add to global capacity in the next 2-3 years.

China, the world's marginal producer, and an oversupplied domestic producer, shows no signs of reduced phosphate capacity in the next two years though they are trying to hold the price floor.

What is the overall outlook for phosphate production, a key driver of sulphuric acid demand? And what does this mean for overall supply and demand balance?

This session will provide a clear outlook for phosphate supply over the short, medium and long term to give you a clear view of fertilizer sector-driven demand for sulfuric acid.





9:50 am – 10:35 am

Global Sulphuric Acid Market Review and Outlook: Supply, Demand and Prices

Fiona Boyd

Director

Acuity Commodities

The acid market was balanced-to-tight in 2018 which set the tone for a bullish 2019. However, market performance changed due to several factors, notably a surge in exports from China.

This session offers an expert view of the changes in acid trade flows resulting from legacy tightness and recent market developments.

Turning to North America, this session will dissect the drivers and inhibitors impacting the market since 2017 and provide a detailed outlook as we move forward, including changes such as the first import tank capacity on the west coast.

To close this detailed outlook, we'll also take a close look at future price expectations on a regional basis.

10:35 am – 11:05 am

Morning Networking Break



11:05 am – 11:50 am

Metals and Mining: An Expert View, Latest Projections

Andrew Cosgrove

Global Head, Metals & Mining

Bloomberg Intelligence

While many are banking on a looming copper supply crunch from the rise of electric vehicles and the upgrading of the world's renewable power grid, capital is being spent and projects planned to satisfy demand so long as prices cooperate. To that end, many are underestimating the macro malaise that lies ahead for China as well as the rest of the global economy.

This session features expert visibility into the metals markets that matter to the supply and demand of sulphuric acid.

To what extent will the metals processing market expand or contract in 2019 and beyond? Join us to find out.



11:50 am – 12:35 pm

Ammonium Sulfate and Ammonium Thiosulfate Market Outlooks

Alexis Maxwell

Research Director

Green Markets

With many variables impacting AS and ATS prices, it's hard to know what to expect in both the short term and out years when it comes to price levels.

In this session you'll hear from Green Markets' Director of Research as she breaks down the global AS and ATS markets in detail. Join in to get a clear understanding of the supply, demand and product utilization rates expected in 2018 and beyond to 2030.

In addition you'll hear her exclusive price forecasts based on a methodology that has proven to be highly accurate across fertilizer markets. Always a highly rated, informative session, the Green Markets outlook is not one to miss!

Green Markets A **Bloomberg** Company

Green Markets has been the most trusted, widely read resource for fertilizer business news, analysis and market activities for 40 years.

Along with a weekly market report, Green Markets provides confidential Advisory Services, proprietary market research and custom data feeds.

Learn more about Green Markets at **FertilizerPricing.com**

Green Markets' parent company, Bloomberg, is a global information and technology company, connecting decision makers to a dynamic network of data, people and ideas - accurately delivering business and financial information, news and insights to customers around the world.

For more information and to register visit:
FertilizerPricing.com/Sulphur

Who Attends

The Sulphur Products Summit offers expert insight on critical topics of interest across the sulphur value chain

We invite the following individuals and other colleagues allied with the sulphur industry to join this exceptional learning experience:

Leadership roles in:

- Business Strategy
- Operations
- Sales/Marketing
- Finance

From the following organization:

- Sulphur Product Distributors
- Industrial Chemical Suppliers
- Waste Water Treatment
- Paper and Pulp Producers
- Transportation
- Fertilizer Manufacturers
- Fertilizer Wholesalers
- Fertilizer Blenders
- Fertilizer Distributors
- Equipment Manufacturers
- Investors
- Construction and Engineering Firms
- Process Licensors

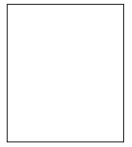
For more information and to register visit:

FertilizerPricing.com/Sulphur

Green Markets A Bloomberg Company

Sulphur Products Summit 2019

Green Markets
731 Lexington Ave
New York, NY 10022



Green Markets A Bloomberg Company

Sulphur Products Summit 2019

Insight on Ag and Industry

October 1-2, 2019

InterContinental Buckhead Atlanta

Deep insight on sulphur and sulphuric acid markets in agriculture and industry.

[FertilizerPricing.com/Sulphur](https://book.passkey.com/go/BloombergGreenMarkets)

Registration is US\$975 per person for the one and a half day conference (October 1-2, 2019). Includes access to all sessions, networking breakfasts, breaks, day one luncheon, and day one cocktail reception.

Group discounts are available for registration of three (3) or more delegates.

Email GMsupport@bloomberg.net or call 800-531-0140 (+1-603-357-8103) to register your group.



InterContinental Buckhead Atlanta

3315 Peachtree Rd NE
Atlanta, GA 30316 USA

Capturing the essence of modern Southern luxury, InterContinental Atlanta Buckhead pairs its prestige address with a singular approach to comfort and style. Experience it while sipping your way through 70 hand-selected bourbons, sunning by the saltwater pool, and surrendering to a day of pampering in our world-class spa.

A block of rooms is reserved for Sulphur Products Summit 2019 attendees at a discounted rate.

Reserve your room during September 30 to October 3 using the Green Markets room block:

<https://book.passkey.com/go/BloombergGreenMarkets>