



Sulphur World Symposium 2017

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The New Phosphates Paradigm – integration, consolidation and regionalisation – changing patterns in global phosphates sales and trade – Mike Nash, Argus Media

In this presentation, Argus Phosphates editor Mike Nash gives his view on changes in the global phosphates market, the new sales strategies adopted by the supply side and drivers of recent changes in trade patterns. From vertical integration along the supply chain as producers seek to garner market share in key markets, the changing role of traders within the industry to greater consolidation on the supply side and the rise of China as a dominant phosphates exporter, as well as increased regionalisation in trade and the redrawing of the global phosphates map, Mike takes us through the key trends, the fundamental reasons behind them and what it means for the future.