Alkagesta Publishes Analysis on Supplier Verification and Quality Control in Fertilizer Trading

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Malta - Alkagesta has published a market analysis examining the supplier verification, quality control, and contract discipline that underpin reliable fertilizer trading — from the initial assessment of a new producer through to cargo inspection and contractual terms.

The analysis, written by Vusal Muradov, Fertilizer Desk Lead at Alkagesta, sets out the three-stage framework the company applies to every fertilizer trade: establishing supplier reputation and production capability before committing volume; verifying cargo quality through independent inspection against industry-standard sampling and testing protocols; and locking in contractual terms precise enough to hold up if conditions shift mid-trade.

The insight draws on recent developments in the European fertilizer market, including the EU's suspension of customs duties on key nitrogen fertilizers in May 2026 — a move designed to diversify the import base but which, in practice, requires qualifying producers with no existing track record. It also references a 2026 EU market surveillance campaign that tested 21 fertilizer products across six member states and found that two-thirds either failed to disclose required information or misstated the amount of active ingredient they contained — precisely the gap that systematic inspection is designed to close.

As Muradov notes in the analysis: "The best risk management is preparation — clear contracts, reliable counterparties, independent inspections and having contingency plans before problems arise."

The publication follows Alkagesta's participation in the Argus Fertilizer Caspian, Black Sea and Eastern European Markets Conference 2026 in Istanbul and builds on the desk's ongoing analysis of fertilizer supply chain dynamics across global and regional markets.

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