

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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Alkagesta

T. +356 7900 04 40

E. media@alkagesta.com

W. <https://alkagesta.com/>

Additional Contact(s):

marketing.media@alkagesta.com

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