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Grupa Azoty companies sign fertilizer supply contracts for the domestic market

In mid-July Grupa Azoty Group companies will close the signing of contracts for the supply of fertilizers to customers in the domestic market.

The volume contracts with specific product volumes determined on an annual basis are concluded for a fixed period of five years.

“Our strengths are the powerful manufacturing capacities, a broad product range and presence on the European Union's third largest agricultural market,” said Paweł Jarczewski, President of the Grupa Azoty Management Board. “Our philosophy for the fertilizer market concentrates not only on the manufacture and sale of products, but also on ushering in innovative solutions for precision agriculture. The investment programme we have been pursuing for the past few years is already giving us advanced speciality fertilizer formulations tailored to customer expectations,” Mr Jarczewski added. In line with its sales policy, the Grupa Azoty Group is working to develop strategic partnerships with distributors for all its fertilizer products from the plants in Tarnów, Kędzierzyn, Police, Puławy, Gdańsk and Dobrze Miasto. The Grupa Azoty Group's sales policy for the agro segment in Poland relies on long-term commercial contracts with experienced trading partners. In the coming season, the Group's distribution network will include more than 90 companies, through which its products reach end customers. This partnership is not limited to the distribution of fertilizers, but also promotes continuous dialogue with customers, enabling the Group to adapt its products and services to meet their changing needs and expectations. The 5-year framework contracts with variable product volumes determined on an annual basis are the cornerstone of a strong distribution structure.