

U.S. Department of Justice

Washington, DC 20530

Supplemental Statement**Pursuant to the Foreign Agents Registration Act of 1938, as amended**For Six Month Period Ending 11/30/2015

(Insert date)

I - REGISTRANT

1. (a) Name of Registrant

(b) Registration No.

Sanitas International

5963

(c) Business Address(es) of Registrant

1101 Pennsylvania Ave. NW
6th Floor
Washington, DC 20004

2. Has there been a change in the information previously furnished in connection with the following?

(a) If an individual:

(1) Residence address(es) Yes ☐ No ☒(2) Citizenship Yes ☐ No ☒(3) Occupation Yes ☐ No ☒

(b) If an organization:

(1) Name Yes ☐ No ☒(2) Ownership or control Yes ☐ No ☒(3) Branch offices Yes ☐ No ☒

(c) Explain fully all changes, if any, indicated in Items (a) and (b) above.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).3. If you have previously filed Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period.Yes ☐ No ☐If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, National Security Division, U.S. Department of Justice, Washington, DC 20530.)

4. (a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period?

Yes ☐ No ☒

If yes, furnish the following information:

Name	Position	Date Connection Ended
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(b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?

Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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5. (a) Has any person named in Item 4(b) rendered services directly in furtherance of the interests of any foreign principal?

Yes ☐ No ☒

If yes, identify each such person and describe the service rendered.

(b) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

Name	Residence Address	Citizenship	Position	Date Assumed
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(c) Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Position or Connection	Date Terminated
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(d) Have any employees or individuals, who have filed a short form registration statement, terminated their connection with any foreign principal during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

Name	Position or Connection	Foreign Principal	Date Terminated
Christopher Harvin	Partner	Libyan Institute for Advanced	
Bruce Fryer	Employee	Studies (LIAS)	
		LIAS	

6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(b) of the supplemental statement?

Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

II - FOREIGN PRINCIPAL

7. Has your connection with any foreign principal ended during this 6 month reporting period? Yes ☐ No ☐
If yes, furnish the following information:

Foreign Principal

Date of Termination

Libyan Institute for Advanced Studies

8. Have you acquired any new foreign principal(s)² during this 6 month reporting period? Yes ☒ No ☐
If yes, furnish the following information:

Name and Address of Foreign Principal(s)

Date Acquired

Peace Ambassadors for Iraq
OJSC BPC11/24/2015
09/28/2015

9. In addition to those named in Items 7 and 8, if any, list foreign principal(s)² whom you continued to represent during the 6 month reporting period.

10. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Item 8?

Exhibit A³ Yes ☒ No ☐Exhibit B⁴ Yes ☒ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☒

If no, please attach the required amendment.

² The term "foreign principal" includes, in addition to those defined in Section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

³ The Exhibit A, which is filed on Form NSD-3, sets forth the information required to be disclosed concerning each foreign principal.

⁴ The Exhibit B, which is filed on Form NSD-4, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, or 9 of this statement? Yes ☒ No ☐

If yes, identify each foreign principal and describe in full detail your activities and services:

See attachment

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ as defined below? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

PAFI - Sanitas International coordinated interviews for PAFI leadership with international press

OJSC BPC - Sanitas International coordinated interviews for OJSC BPC leadership with international press

Please see attachment for details.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits your foreign principal(s)? Yes ☐ No ☒

If yes, describe fully.

⁵ "Political activity," as defined in Section 1(o) of the Act, means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION**14. (a) RECEIPTS-MONIES**

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.⁶

Date	From Whom	Purpose	Amount
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Total

(b) RECEIPTS - FUNDRAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fundraising campaign⁷, any money on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes ☐ No ☒

If yes, have you filed an Exhibit D⁸ to your registration? Yes ☐ No ☐

If yes, indicate the date the Exhibit D was filed. Date _____

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☐ No ☒

If yes, furnish the following information:

Foreign Principal	Date Received	Thing of Value	Purpose
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6, 7 A registrant is required to file an Exhibit D if he collects or receives contributions, loans, moneys, or other things of value for a foreign principal, as part of a fundraising campaign. (See Rule 201(e)).

8 An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fundraising campaign and transmitted for a foreign principal.

9 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS-MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes ☐ No ☒

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
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Total

(b) DISBURSEMENTS-THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, or 9 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

Date	Recipient	Foreign Principal	Thing of Value	Purpose
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(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☒

If yes, furnish the following information:

Date	Amount or Thing of Value	Political Organization or Candidate	Location of Event
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^{10, 11} Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

V - INFORMATIONAL MATERIALS

16. (a) During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials?¹²
 Yes ☒ No ☐

If Yes, go to Item 17.

- (b) If you answered No to Item 16(a), do you disseminate any material in connection with your registration?

Yes ☐ No ☐

If Yes, please forward the materials disseminated during the six month period to the Registration Unit for review.

17. Identify each such foreign principal.

OJSC BPC

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials? Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:

- ☐ Radio or TV broadcasts ☐ Magazine or newspaper ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches
☐ Other (specify) _____

Electronic Communications

- ☒ Email
☐ Website URL(s): _____
☐ Social media websites URL(s): _____
☐ Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

- ☐ Public officials ☒ Newspapers ☐ Libraries
☐ Legislators ☒ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____

21. What language was used in the informational materials:

- ☒ English ☐ Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes ☒ No ☐

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act?

Yes ☒ No ☐

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

VI - EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

(Print or type name under each signature or provide electronic signature¹³)

03/24/2016

Christopher Harvin

¹³ This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

Response to 5(d)

Name	Position or Connection	Foreign Principal	Date of Termination
Christopher Harvin	Partner	Peace Ambassadors for Iraq (PAFI)	Ongoing
Bruce Fryer	Employee	PAFI	Ongoing
Christopher Harvin	Partner	OJSC BPC	Ongoing
Bruce Fryer	Employee	OJSC BPC	Ongoing
Steve Ellis	Consultant	OJSC BPC	Ongoing

Response to 11**PAFI**

Christopher Harvin, Partner – Provided media relations and public affairs counsel

Bruce Fryer, Employee – Provided media relations

OJSC BPC

Christopher Harvin, Partner – Provided media relations and counsel

Bruce Fryer, Employee – Provided media relations

Steve Ellis, Consultant – Provided media relations and counsel to Sanitas International in support of PAFI

Response to 22 and 23

Please find attached copies of informational materials distributed by Sanitas.

Response to 12**Foreign Principal:**

PAFI

Short Form Registrant:

Bruce Fryer

Contact Name	Affiliation	Date contacted	Type of contact	Subject matter
Joseph Picard	The Hill	10/01/2015 & 10/05/2015	Multiple emails	Offered & coordinated op-ed from PAFI leader Sheikh Jamal al-Dhari
Guy Taylor	The Washington Times	11/12/2015	Email	Provided teleconference information for interview
Karen DeYoung	The Washington Post	12/03/2016	Email	General email offering to connect w/ PAFI

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

				leadership
Alice Fordham	NPR	02/03/2016	Email	Pitched story re: U.S. plans to retake Mosul
Tim Arango	The New York Times	02/02/2016	Email	Pitched story re: U.S. plans to retake Mosul
William Dunlop	AFP	02/03/2016	Email	Pitched story re: U.S. plans to retake Mosul
Erin Cunningham	The Washington Post	02/03/2016	Email	Pitched story re: U.S. plans to retake Mosul
Matt Bradley	The Wall Street Journal	02/03/2016	Email	Pitched story re: U.S. plans to retake Mosul
Suzanna George	Associated Press	02/03/2016	Email	Pitched story re: U.S. plans to retake Mosul
Jean-Mark Mojon	AFP	02/03/2016	Email	Pitched story re: U.S. plans to retake Mosul
John Gizzi		02/03/2016	Email	Pitched story re: U.S. plans to retake Mosul
Stephen Kalin	Reuters	02/04/2016	Email	Pitched story re: U.S. plans to retake Mosul
Saif Hameed	Reuters	02/04/2016	Email	Pitched story re: U.S. plans to retake Mosul
Dion Nissenbaum	The Wall Street Journal	02/04/2016	Email	Pitched story re: U.S. plans to retake Mosul
Nicholas Johnston	Bloomberg	02/04/2016	Email	Pitched story re: U.S. plans to retake Mosul
Kim Dozier	The Daily Beast	February 2016	Multiple Emails	Pitched story re: U.S. plans to retake Mosul
Tamer el-Ghobashy	The Wall Street Journal	03/08/2016	Email	Pitched story re: U.S. plans to retake Mosul
Matthew Rosenberg	The New York Times	03/08/2016	Email	Pitched story re: U.S. plans to retake Mosul
Jim Michaels	USA Today	03/08/2016	Email & telephone	Discussed U.S. plans to retake Mosul

Foreign Principal:
PAFI

Short Form Registrant:
Christopher Harvin

Contact Name	Affiliation	Date contacted	Type of contact	Subject matter
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Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

Bill Gertz	Washington Free Beacon	11/10/15	email	Correspondence
Suzanne Kianpour	BBC	10/8/15	Email/text	Correspondence
Sen. Rounds Office /Dan Adelstein	US Senate	Oct 6, 2015	meeting	Discussion on state of Iraq
John Gallagher	Global Engagement Foundation	18 Feb 2016	email	Correspondence
John Gallagher	Global Engagement Foundation	17 Feb 2016	email	Correspondence
John Gallagher	Global Engagement Foundation	19 Feb 2016	email	Meeting
John Gizzi	Newsmax	2/5/16	email	Correspondence
John Gallagher	Global Engagement Foundation	2/5/16	email	Correspondence
John Gizzi	Newsmax	2/19/16	email	Correspondence
Guy Taylor	Washington Times	11/11/2016	email	Correspondence
Guy Taylor	Washington Times	11/12/2016	email	Correspondence
Guy Taylor	Washington Times	11/10/2016	email	Correspondence

Foreign Principal:
OJSC BPC

Short Form Registrant:
Bruce Fryer

Contact Name	Affiliation	Date contacted	Type of contact	Subject matter
Ellen Terpstra	AgriTrade	10/22/2015	Email	Meeting with BPC executives in Washington
John Anderson	American Farm Bureau	10/22/2015	Email	Meeting with BPC executives in Washington
Ed Gerwin	Progressive Policy Institute	10/22/2015	Email	Meeting with BPC executives in Washington
Lori Rowley	The Lugar Center	10/22/2015	Email	Meeting with BPC executives in Washington
Daren Bakst	The Heritage Foundation	10/22/2015	Email	Meeting with BPC executives in Washington

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

Simon Lester	CATO	10/22/2015	Email	Meeting with BPC executives in Washington
Bill Watson	CATO	10/22/2015	Email	Meeting with BPC executives in Washington
Emma Dorst	Kennan Institute at the Wilson Center	10/28/2016	Multiple emails	Meeting with BPC executives in Washington
Gary Hufbauer	Peterson Institute for International Economics	October-November 2016	Multiple emails	Meeting scheduling
Helena Bottemiller	POLITICO	12/21/2015	Email	Emailed about relevant legislation
Tim Devaney	The Hill	12/21/2015	Email	Emailed about relevant legislation
Simon Inglethorpe	Fertilizer International	January-February 2016	Multiple Emails	Scheduling interviews with OJSC BPC executives
Mark Evans	Fertilizer International	01/11/2016	Email	General introduction
Tina Firman	Fertilizer International	01/11/2016	Email	General introduction

Foreign Principal:
OJSC BPC

Short Form Registrant:
Christopher Harvin

Contact Name	Affiliation	Date contacted	Type of contact	Subject matter
Ellen Terpstra	AgriTrade	10/22/2015	Email	Meeting with BPC executives in Washington
John Anderson	American Farm Bureau	10/22/2015	Email	Meeting with BPC executives in Washington
Alistar McDonald	Wall Street Journal	10/27/15	email	Correspondence
Alistar Mcdonald	Wall Street Journal	10//29/15	email	Correspondence
Alistar Mcdonald	Wall Street Journal	11//15/15	E mail	Correspondence
Alistar Mcdonald	Wall Street Journal	12//10/15	email	Correspondence
Donnelle Eller	Des Moines Register	10/27/15	email	Correspondence
Daren Makerson	Heritage Foundation	11/3/15	email	Correspondence

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

Ben Seeder	SNL	12/10/15	email	Correspondence
Ben Seeder	SNL	12/115/15	email	Correspondence
Ben Seeder	SNL	1/9/16	email	Correspondence
Ben Seeder	SNL	12/11/15	email	Correspondence
Ben Seeder	SNL	1/5/16	email	Correspondence
Ben Seeder	SNL	115/16	phone	Correspondence
Ben Seeder	SNL	2/10/16	email	Correspondence
Ben Seeder	SNL	2/28/16	email	Correspondence
Ben Seeder	SNL	1/7/16	email	Correspondence
Ben Seeder	SNL	1/13/16	email	correspondence

Foreign Principal:
OJSC BPC

Short Form Registrant:
Steven Ellis

Contact Name	Affiliation	Date contacted	Type of contact	Subject matter
Ellen Terpstra	AgriTrade	10/22/2015	Email	Meeting with BPC executives in Washington
John Anderson	American Farm Bureau	10/22/2015	Email	Meeting with BPC executives in Washington
Sonja Begemann	Farm Journal	10/22/2015; 10/30/2015; 11/2/2015; 11/3/2015; 11/7/2015; 1/3/2016; 1/14/2016; 2/1/2016	Email, phone	Arranging 11/3/2015 and follow up. Background on BPC. Update on BPC news
Marc Heller	BNA Bloomberg	10/30/2015; 11/4/2015; 11/5/2015;	Email, phone, face to face	Arranging 11/5/2015 interview with BPC executives; follow up

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

Russ Quin	Progressive Farmer	10/22/2015; 10/30/2015	Email	Requesting interview for BPC executives
Erin Anthony	FB News	10/22/2015; 10/26/2015;/1 0/30/2015	Email	Seeking meetings with BPC executives
Melissa Augusto	National Farmers Union	10/22/2015; 10/26/2015; 10/30/2015	EMail	Seeking meetings with BPC executives
Christopher Doerning	Gannett	10/22/2015; 10/26/2015; 10/30/2015; 1/3/2016; 1/12/2016; 1/20/2016	Email	Seeking meeting with BPC executives; updates on BPC news
Mary Clare Jalonick	Associated Press	10/22/2015; 10/26/2015; 10/30/2015; 1/3/2016; 1/12/2016; 1/20/2016	Email; phone	Seeking meeting with BPC executives; updates on BPC news
Michael Adams	Agritalk	1/3/2016; 1/12/2016	Blast Email	Background on BPC; request coverage for BPC issues (see attached distribution list)
Rod Nickel	Reuters	1/19/2016; 1/20/2016;1/2 1/2016 1/26/2016; 2/1/2016;2/12 /2016;2/18/20 16; 2/29;2016;3/7 /2016;3/9/201 6	Email	Arranging interview or BPC executives
Jackie Pucci	Meister Media	1/3/2016; 1/14/2016; 1/21 2016	Email	Seeking meetings with BPC executives
Matthew Grassi	Meister Media	1/3/2016; 1/14/2016; 1/21 2016	Email	Seeking meetings with BPC executives
Mike Wilson	Farm Futures	1/3/2016; 1/14/2016; 1/21 2016;	Email	Seeking meetings with BPC executives

**Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015**

		1/26/2016; 2/1/2016		
Jenny Hopkinson	Politico	1/14/2016; 1/21 2016; 1/26/2016; 2/1/2016	E-mail/phone	Seeking meetings with BPC executives
Jacob Bunge	Dow Jones	1/21 2016; 1/26/2016; 2/1/2016	Email	Seeking meetings with BPC executives

Response to 22 and 23

To: Reporters covering agriculture issues
 From: Steven Ellis, Sanitas International, representing Belarus Potash Company (BPC)
 Subject: BPC Issues Points Memo – Brazilian Soybean Production Challenges U.S.
 Farmers
 Date: 03 January 2016

Please consider the following points in your coverage of American farming issues, particularly as relative to stories such as those in this link http://www.agriview.com/briefs/crop/brazilian-soybean-boom-continues/article_79df4f79-21e3-58f1-9847-8058dd288f17.html

- **“...The American soybean crop removes more than twice as much potassium as it receives in the form of fertilizer.** Every bushel contains more than a pound and a half of potash...” –*Agri-Briefs, Spring 2000, Vol. 1*
- **“...The latest data from the International Plant Nutrition Institute reveals that soil nutrient removal rates across the United States continue to outpace fertilizer application in most states...”** – *Elena Kudryavets, Director General BPC.*
- **“...Potash application rates in North America have been relatively stable over the last 30 years while farmers have added more than 160 million acres of crop production over the past 10 years, an area similar to that of the total U.S. corn and soybean crop range...”**– *Elena Kudryavets, Director General BPC.*
- **“...Soybeans currently consume 16 percent of the potash used in the U.S. in states such as Arkansas, Illinois, Indiana, Iowa, Kentucky, Louisiana, Michigan, Missouri, North Carolina, Ohio, Tennessee, Virginia, Wisconsin...”** – *BPC corporate summary, citing U.S. Department of Agriculture and the International Fertilizer Association*

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

- "...With a free and open international potash market, which BPC supports, BPC can help American farmers compete internationally by providing a competitive choice over domestically produced potash. If BPC is excluded from competing in the U.S. market, American farmers could well suffer. We plan to do all we can to assure American farmers have access to a high-quality potash product, economically and efficiently, now and for many years to come..." - *Elena Kudryavets, Director General BPC.*
- "Potash will remain crucial to growing organic crops that will feed the rising global population. Potash fertilizers come from the Earth and are the natural source of key elements needed to grow and sustain heavy crops. As a company, our goal is to produce potash at a rate that aligns with market demand and become a respected and trusted supplier of potash for farmers all over the world" - *Elena Kudryavets, Director General BPC.*

Thank you for reading this Issues Points Memo. For further information on Belarus Potash Company, please visit <http://belpc.by/en/>

If you would find it beneficial to your coverage to interview Ms. Kudryavets, please contact:

Steve Ellis
Sanitas International
301-947-0513 (O)
301-928-8157 (M)
sellis@sanitasint.com

Sanitas International works with OJSC Belarus Potash Company, assisting it with strategic communications. The Sanitas contract with BPC is on file with the U.S. Department of Justice under the Foreign Agents Registration Act.

BELARUS POTASH COMPANY
Issues Points

To: Journalists Covering Agriculture Issues
From: Steven Ellis, Sanitas International, Representing Belarus Potash Company (BPC)
Subject: BPC Issues Points – BPC Facts and Figures
Date: January 12, 2016

Please consider the following facts and figures in your coverage of agriculture issues, especially fertilizer angles. Belarus Potash Company (BPC) is working to expand its sales in the U.S., so it will likely be newsworthy in the American potash market in coming months.

- BPC is the exclusive exporter of potash fertilizers from Belarusian potash producer OJSC Belaruskali.

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

- BPC has four regional offices: Beijing, Singapore, New Delhi, and Sao Paulo. It sells potash to nearly 100 countries.
- With revenues of nearly US\$3billion, BPC earned an 18.7 percent share of potash world market exports in 2014.
- Established in 1958, Belaruskali is one of the world's major potash producers
 - By operational capacity, Belaruskali ranks number 1 in the world (12.6 metric tons).
 - 60 percent of Belaruskali's production is granular muriate of potash (MOP).
 - Every 5th ton of potash is exported from Belarus.
 - The quality of Belarus potash is recognized around the world as among the highest.
- Ownership structure:
 - OJSC BPC is owned 48 percent by Open Joint Stock Company Belaruskali, 42 percent by the Belarusian National Railways, and 10 percent by the Belarusian Export Import Insurance Company .
 - All three of BPC's parent companies are 100 percent directly owned by the Republic of Belarus.
- Importance to U.S. Market
 - Relatively large potash application deficits are present in most U.S. crop producing regions. This is not sustainable. If not addressed the situation could jeopardize long-term productivity of American soils.
 - Largest potash application deficits are in the Midwest, the Southeast and the delta states.
- BPC is committed to fair and open competition in the global potash market. Competitive pricing and service to potash customers will help American farmers and their ability to compete in the international market.
- "Potash will remain crucial to growing organic crops that will feed the rising global populations. Potash fertilizers come from the Earth and are the natural source of key elements needed to grow and sustain crops. As a company, our goal is to produce potash at a rate that aligns with market demand and become a respected and trusted supplier of potash for farmers all over the world." – *Elena Kudryavets, Director General, BPC.*

Thank you for reading this BPC Issues Points. We hope you find the information helpful. BPC welcomes inquiries from American journalists for information on the global potash market, telephone interviews with BPC executives or visits to our headquarters in Belarus.

For further information on BPC, please visit <http://belpc.by/en/>

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

You may also feel free to contact me to help you facilitate your interest in BPC.

Steve Ellis
 Sanitas International
 301-947-0513 (O)
 301-928-8157 (M)
sellis@sanitasint.com

Sanitas International works with OJSC Belarus Potash Company, assisting it with strategic communications. The Sanitas contract with BPC is on file with the U.S. Department of Justice under the Foreign Agents Registration Act.

PLEASE NOTE - DISTRIBUTED MATERIALS WENT TO THE FOLLOWING CONTACTS:

First Name	Last Name	Outlet
Michael	Adams	AgriTalk - Sirius XM Radio
Bob	Anderson	Nebraska Agribusiness Digest
Patricia	Barnes-Svarney	Barnes-Svarney, Patricia
Lee	Barron	Southwest Ag Issues - KJDL-AM
Brian	Basting	U.S. Farm Report
Paul	Berg	Small Farm Today
Dave	Bergmeier	High Plains/Midwest Ag Journal
Teresa	Bjork	Iowa Farm Bureau Spokesman
John	Blue	Truffle Media Networks
Jim	Bower	U.S. Farm Report
Richard	Brock	U.S. Farm Report
Alan	Brugler	U.S. Farm Report
Charles	Brummer	Crop Science
Jacob	Bunge	Dow Jones Newswires - Chicago Bureau
Jacob	Bunge	The Wall Street Journal - Chicago Bureau
Mike	Byers	AgDay Television
Kate	Campbell	California Farm Bureau Federation Online
Patrick	Cavanaugh	California Fresh Fruit
Glen	Chase	Arkansas Democrat-Gazette
Kerri	Conan	Conan, Kerri
Ronald W.	Cotterill	Agribusiness
G.B.	Crawford	FloridAgriculture
Warren	Dick	CSA News
Christopher	Doering	Des Moines Register
Christopher	Doering	Gannett Washington
Tom	Doran	Illinois AgriNews
Gary	Elliott	Country Folks - Western New York Edition
Grace	Ertel	Ertel, Grace
Chip	Flory	Pro Farmer

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

Chip	Flory	Market Rally
George	Ford	The Gazette
David	Frabotta	AgriBusiness Global
Sheri	Frey	The Easy Organic Gardener
Elizabeth	Gebhardt	Crop Science
Mark	Gold	U.S. Farm Report
Peter	Goldsmith	International Food and Agribusiness Management Review
Jerry	Goshert	The Farmer's Exchange Online
Jerry	Goshert	The Farmer's Exchange
Dan	Grant	FarmWeek
Matthew	Grassi	CropLife
Don	Green	AgDay Television
Brian	Grete	Pro Farmer
Phyllis Jacobs	Griekspoor	Kansas Farmer
Phyllis Jacobs	Griekspoor	Kansas Farmer Online
Connie	Groop	Farm Forum
Carla	Gunst	Wisconsin State Farmer
Carla	Gunst	Wisconsin State Farmer Online
Gloria	Hafemeister	Wisconsin State Farmer
James	Hansen	Agricultural Systems
Karen	Hansen	The Pantagraph
Brad	Harding	U.S. Farm Report
Charmayne	Hefley	California Ag Today Radio
Charles	Henderson	Agriculture Business Week
Lynn	Henderson	Agri Marketing
Lynn	Henderson	Agri Marketing Online
James	Henry	AGRINews
James	Henry	Illinois AgriNews
John	Herath	AgriTalk - Sirius XM Radio
John	Herath	Market Rally
Chi-Tang	Ho	Journal of Agricultural and Food Chemistry
Thomas	Hoffmann	Journal of Agricultural and Food Chemistry
John	Holland	The Modesto Bee
Matt	Hopkins	CropLife Online
Gregg	Hunt	U.S. Farm Report
Barry	Jenkins	The Food & Fiber Letter
Jamie	Johansen	Johansen, Jamie
Kathy	Johnson	Johnson, Kathy
Harry	Kaiser	Agribusiness
David	Kesmodel	The Wall Street Journal - Chicago Bureau
David	Kesmodel	Dow Jones Newswires - Chicago Bureau
Tim	Linden	Western Grower & Shipper

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

Sally	Logsdon	Soil Science Society of America Journal
Chris	Lusvardi	Herald & Review
James	MacDonald	Agribusiness
Rebecca	Malley Funck	Soil Science Society of America Journal
JD	Malone	The Columbus Dispatch
Amy	Mayer	Iowa Public Radio
Jane	Metcalf	Wisconsin State Farmer
Larry	Meyer	Argus Observer
Davis	Michaelson	Market Rally
Katie	Micik	DTN News Service
Dan	Miller	Progressive Farmer
Wes	Mills	AgDay Television
Wes	Mills	U.S. Farm Report
Bart	Minten	International Food Policy Research Institute
Geoffrey	Mohan	Los Angeles Times
Doug	Monson	Soybean Business
Ray	Mueller	Wisconsin State Farmer
John	Nichols	Market to Market - Iowa Public Television
Stephanie	Oehler-Wobbe	Agri Marketing
Stephanie	Oehler-Wobbe	Agri Marketing Online
Amanda	Olsen	Little House in an Old Town
Blois	Olson	AgTake
John	Oncken	Wisconsin State Farmer
Glenda	Parrish	Virginia Forests
Janet	Patton	Lexington Herald-Leader
Al	Pell	AgDay Television
Leanne	Peters	Cattle Business In Mississippi
Jackie	Pucci	AgriBusiness Global
John	Roach	Market to Market - Iowa Public Television
Ken	Root	Agribusiness Association of Iowa
Kristi	Ruggles	Shortliner
Lenay	Ruhl	The Central Penn Business Journal
Luke	Runyon	KUNC-FM
Susan	Salisbury	The Palm Beach Post
Chris	San Miguel	Soil Science
Sara	Schafer	AgWeb.com
Paul	Schrimpf	CropLife
Paul	Schrimpf	AgriBusiness Global
Rob	Schultz	Wisconsin State Journal
Eric	Sfiligoj	CropLife
Rick	Shields	Morning Agribusiness Report - WKZO-AM
Rick	Shields	Noon Agribusiness Hour - WKZO-AM
Gavin	Sulewski	Better Crops With Plant Food
Robert	Tate	Soil Science

Sanitas International Inc. (Registration No. 5963)
Supplemental Statement for Six Month Period Ending 11/30/2015

David	Thorp	The Livingston County Agricultural News
P	Thorton	Agricultural Systems
Duane	Thurman	Fountain Agricounsel Newsletter
Lon	Tonneson	Dakota Farmer
Bruce	Traill	Agribusiness
Bob	Utterback	U.S. Farm Report
Jennifer	Vincent Kiel	Michigan Farmer
Jennifer	Vincent Kiel	Ohio Farmer
Theopolis	Waters	Reuters - Chicago Bureau
Mark	Westgate	Crop Science
Walter	Whitehead	Agri-Times Northwest
Nat	Williams	Indiana AgriNews
Nat	Williams	AGRINews
Nat	Williams	Illinois AgriNews
Mychal	Wilmes	Agri News
Mike	Wilson	Farm Futures Online
Jim	Woster	Tri-State Neighbor
Chuck	Zimmerman	AgWired