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Green Markets[®]

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India Spat Spills into Boardroom of Canadian Fertilizer Company

For even some of the smallest Canadian companies with ties to India, day-to-day business has been complicated by a worsening diplomatic feud between the two countries (*GM* Sept. 22, p. 1), according to a *Bloomberg* report.

see **India**, page 29

Canada to Scrutinize Bunge-Viterra Deal Over Port Concerns

Bunge Ltd.'s proposal to acquire Glencore-backed Viterra (*GM* June 16, p. 1; May 26, p. 30) will undergo a public review in Canada, including with members of the port and marine industry, to ensure fair transportation pricing and access.

see **Bunge**, page 29

Government Shutdown Expected to Impact Ag Programs

A government shutdown on Oct. 2 could have significant impacts on several key Agriculture Department programs, from farm loans benefiting small-to-midsize operations to WIC (Special Supplemental Nutrition Program for Women, Infants, and Children), USDA officials said this week.

see **Shutdown**, page 30

Brazil Potash Says Mura Indigenous People Support Autazes Potash Mine; Prosecutor Disagrees

Canada-based Brazil Potash, whose subsidiary Potassio do Brasil is developing the Autazes Potash Project in Amazonas State in Brazil, said on Sept. 26 that the Mura Indigenous people have voted to support the construction of the project. The company said this was a major milestone and the vote came after the Mura completed full, prior, and informed consultations.

see **Brazil**, page 30

Romania's Azomureş to Resume Fertilizer Production in October

Romania's biggest fertilizer producer, Azomureş SA, said it will resume the production of fertilizers at 50% of capacity starting in October.

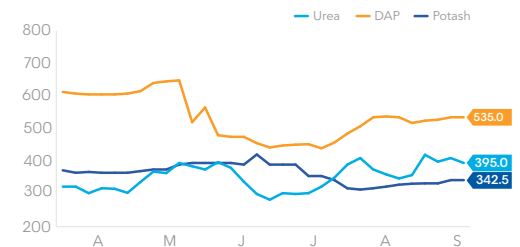
see **Romania**, page 31

Did You Know... Green Markets' coverage blankets North America? With prices from major ports to inland terminals and all points in between, you're covered!

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US Gulf NOLA



Source: Green Markets © Bloomberg L.P.

US Gulf Contract Barge Prices (FOB, USD/st)

| | |
|--------------|---------|
| Ammonia | 522-526 |
| Urea (gran) | 370-420 |
| Urea (prill) | 370-420 |
| UAN | 255-270 |
| AS | 270 |
| DAP | 525-545 |
| MAP | 615-650 |
| TSP | 460-465 |
| Potash | 340-345 |

Market Watch

NITROGEN

AMMONIA

US Gulf/Tampa:

The Tampa ammonia price for October was settled at \$575/mt CFR, \$185/mt above September's \$390/mt CFR. An increase had been expected, fueled by recent hikes in the NOLA barge market, Gulf vessel business, and inland terminal prices.

The NOLA barge market for ammonia was quoted at \$522-\$526/st FOB for the latest business, up from the prior \$500/st FOB level. The Gulf vessel market jumped to \$580/mt CFR for recent transactions, while truck tons out of Gulf production points reportedly firmed to \$550/st FOB.

Eastern Cornbelt:

Ammonia prices continued to climb, with reports of new producer offers jumping to \$725/st FOB in Illinois and Indiana during the week, up from last week's \$650-\$660/st FOB range. The increase was fueled by news of the October Tampa price surging to \$575/mt CFR, up from September's \$390/mt CFR contract.

Western Cornbelt:

Ammonia firmed to \$700-\$725/st FOB in the Western Cornbelt based on new producer postings in the region, up from last week's \$650-\$675/st FOB range, with the low reported in Nebraska and the high in Missouri.

California:

Ammonia prices in California were slated to move to \$740/st DEL on Oct. 1, up from the prior \$580/st level. Aqua ammonia postings were also strengthening, to \$200/st FOB Stockton and \$210/st FOB Sycamore, up from \$159-\$169/st FOB.

Pacific Northwest:

Ammonia prices jumped to \$750-\$775/st FOB in the Pacific Northwest for limited tons, well above the prior \$600/st FOB level, with the high confirmed at Ritzville, Wash., for October trucks. Rail-DEL offers were even higher at a reported \$1,000-\$1,100/st range, but no actual business was confirmed at those levels.

Aqua ammonia prices were quoted at \$190/st FOB in the region, up from the previous \$155/st FOB level.

U.S. Ammonia



| Ammonia | 9/29/2023 | Last Week | Year Ago |
|-----------------------------|-------------|-----------|-------------|
| Tampa CFR mt | 575 | 390 | 1,175 |
| US Gulf NOLA | 522-526 | 500 | 1,066 |
| US Gulf NOLA CFR mt | 580 | 580 | 1,175 |
| Gulf Coast Truck | 550 | 380 | 1,050-1,080 |
| Cornbelt | 700-725 | 650-675 | 1,200-1,300 |
| Eastern Cornbelt | 725 | 650-660 | 1,250-1,300 |
| Kingston Mines, IL | 725 | 660 | 1,280-1,300 |
| Western Cornbelt | 700-725 | 650-675 | 1,200-1,225 |
| Hoag, NE | 700 | 650 | 1,200-1,210 |
| Fort Dodge, IA | 710 | 660 | 1,215-1,225 |
| Midwest Cornbelt (Retail) m | 532-760 | 532-760 | 1,077-1,395 |
| Northern Plains | 700-725 | 650 | 1,100-1,200 |
| Velva, ND | 725 | 650 | 1,200 |
| Northern Plains DEL | NA | NA | 1,150-1,275 |
| Great Lakes | 725 | 585-660 | 1,280-1,300 |
| Huntington, IN | 725 | 660 | 1,280-1,300 |
| South Central | 550-700 | 380-400 | 1,050-1,080 |
| Southern Plains | 550-700 | 525-550 | 1,050-1,150 |
| Verdigris, OK | 700 | 550 | 1,150 |
| California DEL | 580-740 | 580 | 1,250 |
| Pacific Northwest | 750-775 | 600 | 1,275-1,325 |
| Pacific Northwest DEL | 1,000-1,100 | NA | 1,325-1,350 |
| Western Canada mt CAD | 1,200 | 900 | NA |
| Western Canada DEL mt CAD | 1,295 | 1,000 | 1,600-1,800 |
| Black Sea mt | NA | NA | NA |
| Caribbean mt | 520 | 335 | 1,125 |
| India CFR mt I | 510 | 510 | 850-900 |
| Middle East mt | 550 | 440-450 | 1,000-1,100 |
| Western Europe CFR mt | 550-555 | 455 | 1,310 |
| Aqua Ammonia | 9/29/2023 | Last Week | Year Ago |
| California | 159-210 | 159-169 | 271-336 |
| Pacific Northwest | 190 | 155 | 345 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Market Watch

NITROGEN

Western Canada:

The latest ammonia offers in Western Canada were quoted at C\$1,200/mt FOB and C\$1,295/mt DEL for October-December tons, up sharply from earlier offers at C\$900/mt FOB and C\$1,000/mt DEL.

Northwest Europe:

Sources said the latest Tampa price of \$575/mt CFR, a reported deal out of Algeria at \$650/mt FOB, and a sale from the Arab Gulf at \$550/mt FOB should put the Northwest European price just under \$700/mt CFR. That price is not being discussed in the area, however, nor is it expected to be.

The current price of natural gas puts the production cost just under \$500/mt ex-plant, European sources noted. At this level, the Northwest European price would translate to an estimated \$550-\$555/mt CFR, though the lack of any spot business in the area makes nailing down an exact price difficult. For now, sources said traders are able to talk about any price they like, but the lack of potential deals makes the discussion purely academic.

The gap in the price, based on the Tampa price and the ex-plant price, could be an incentive for European producers to step up production. Even if gas prices move up, the difference between imported and domestically produced material is enough to allow for sales to occur without producers taking a loss.

Middle East:

Rumors of a SABIC sale at \$550/mt FOB have circulated widely enough that the entire market has signed on to this new price level, sources said. The move came as AOA in Algeria promoted reports of a deal at \$650/mt and the Tampa price jumped to \$575/mt CFR. No details were available on either the SABIC or AOA deals, but traders have taken these as the new price levels for ammonia.

Ma'aden ammonia production remains stunted by an ongoing plant closure. There was no word on when the facility will be up and running again, and players do not expect to see product from the plant anytime soon. To back up their thinking, sources noted that Ma'aden released two vessels from its lineup that are normally used to carry its product.

Exports of ammonia from Iran totaled 392,000 mt in January-August, *Trade Data Monitor* reported, up about 20% from the year-ago 326,000 mt. August exports were 40,000 mt, down marginally from the 45,000 mt shipped in August 2022. India was Iran's largest buyer, taking 37,000 mt for the month.

India:

Rumors are circulating that the imported ammonia price could hit \$600-\$700/mt CFR, based on unconfirmed reports that small and desperate buyers are looking for product. Sources said, however, that once the price hits \$600/mt CFR, demand will most likely drop as buyers push back on the price increase.

Without firm confirmation of any new deals, sources said the last-done spot price into India of \$510/mt CFR still holds, although this level is now unrealistic considering the updated prices seen in Tampa, the Arab Gulf, and North Africa. The bulk of ammonia imported to India is acquired under long-term contracts at sharp discounts from the spot market. Sources said only a few smaller buyers play in the spot market, and mostly only on an as-needed basis.

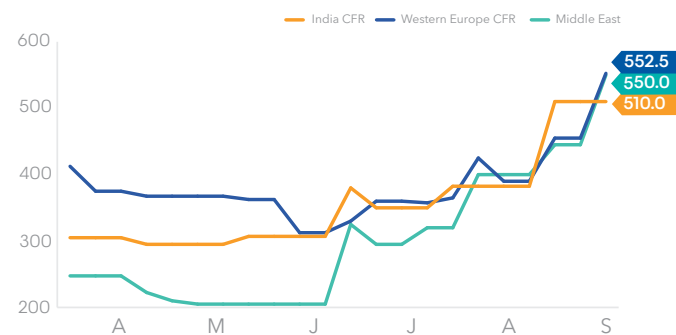
Mangalore Chemicals and Fertilizers Ltd. (MCF) shut its ammonia and urea production for a four-week maintenance turnaround. While the company described the closure as routine, the move took some in the industry by surprise, sources said.

India imported 1.5 million mt of ammonia in January-July, according to *Trade Data Monitor*, a 25% increase from 1.2 million mt reported one year earlier. July imports stood at 183,000 mt, rising 29% from 142,000 mt in July 2022. Saudi Arabia led suppliers with 93,000 mt, followed by Oman and Malaysia with 19,000 mt each.

Southeast Asia:

The regional market remains slack, and sources reported a continued lack of strong demand from Taiwan and South Korea. The market's softness could encourage some Arab Gulf suppliers to shift their product to the European market. For now, the main focus of buyers seems to be on calculating their 2024 needs and preparing for talks with suppliers.

International Ammonia



Source: Green Markets © Bloomberg L.P.

Market Watch

NITROGEN

UREA

US Gulf:

The NOLA urea market was quoted at \$370-\$420/st FOB for confirmed trades during the week, down from last week's \$385-\$435/st FOB, with limited prompt September business reported at the upper end of the range.

October barges were reported in a wide \$370-\$405/st FOB range for the week, with the low reported for full October and the high for first-half October business. Further out, sources said the market dropped to \$360-\$390/st FOB for November physical barge trades.

Eastern Cornbelt:

Urea remained at \$450-\$470/st FOB in the Eastern Cornbelt, with the low confirmed in Illinois. The Cincinnati, Ohio, market was pegged in the \$455-\$460/st FOB range during the week, down from \$465-\$470/st FOB the week before.

Western Cornbelt:

Urea pricing was unchanged at \$450-\$470/st FOB in the Western Cornbelt, with the low reported at St. Louis, Mo., and the high in Iowa.

California:

Granular urea remained at \$550-\$600/st FOB Stockton, with prilled urea priced at the \$620/st level FOB San Diego. Rail-DEL pricing was reported at the \$510/st level or higher in the state.

Pacific Northwest:

Urea slipped to \$495-\$500/st FOB in the Pacific Northwest, down from \$530-\$540/st FOB at last report, with the low confirmed at Rivergate, Ore. The latest rail-DEL offers fell in the \$515-\$558/st range in the region, depending on location, down from the prior \$540-\$570/st DEL range.

Western Canada:

Urea pricing in Western Canada was reported at C\$740/mt FOB and C\$765-\$785/mt DEL in late September, down from the prior C\$755/mt FOB level.

India:

Following a flurry of talk suggesting a tender was about to be called, industry watchers settled down to a view that a new tender call will most likely come late next week, with a closing date of Oct. 15-18.

Even though India needs more urea in the pipeline, the delay in calling the tender made sense, sources said. Not all of the paperwork in the Rashtriya Chemicals and Fertilizers Ltd. (RCF) tender has been completed, and traders said the buyer wanted to make sure it had firm deals in hand with the companies set to supply 525,000 mt before another tender is announced. The big fear seemed to be that without having contracts in place, a trader could withdraw from the hand-shake agreement in order to offer the same tons at a higher level in the next tender.

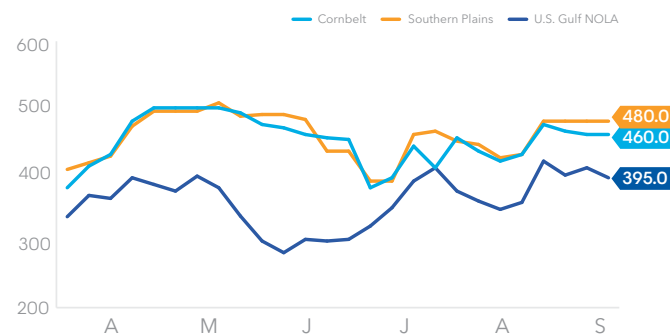
Prior to the closing of the September RCF urea tender, sources had estimated that India needed 3-3.5 million mt to successfully close out the year. The hopes of meeting that goal were dashed when RCF was only able to secure 525,000 mt instead of the desired 1.5 million mt. The import deficit prompted speculation about another tender being called almost immediately after the conclusion of the RCF tender.

| UREA | 9/29/2023 | Last Week | Year Ago |
|-----------------------------|-----------|-----------|----------|
| US Gulf NOLA | 370-420 | 385-435 | 600-635 |
| US Gulf NOLA Import Prill I | 370-420 | 385-435 | 600-635 |
| Cornbelt | 450-470 | 450-470 | 660-700 |
| Eastern Cornbelt | 450-470 | 450-470 | 680-700 |
| Cincinnati, OH | 455-460 | 465-470 | 680-690 |
| Western Cornbelt | 450-470 | 450-470 | 660-690 |
| St. Louis, MO | 450-460 | 450-460 | 660-670 |
| Midwest Cornbelt (Retail) m | 530-589 | 530-589 | 760-950 |
| Northern Plains | 450-500 | 450-500 | 685-730 |
| St. Paul, MN | 450-475 | 450-475 | 685-700 |
| Northern Plains DEL | 525-550 | 525-550 | 740-765 |
| Great Lakes | 510-525 | 510-525 | 705-735 |
| Northeast | 440-470 | 440-470 | 730-735 |
| Southeast | 460-465 | 460-465 | 700-725 |
| South Central | 450-475 | 450-475 | 710-740 |
| Southern Plains | 475-485 | 475-485 | 660-725 |
| Catoosa/Inola, OK | 475-485 | 475-485 | 660-680 |
| California | 550-620 | 550-620 | 760-840 |
| Pacific Northwest | 495-500 | 530-540 | 730-735 |
| Pacific Northwest DEL | 515-558 | 540-570 | 740-750 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

U.S. Urea



Source: Green Markets © Bloomberg L.P.

Market Watch

NITROGEN

Sources said the next tender will most likely land in the \$420-\$430s/mt CFR, which is more in line with the majority of offers from the previous tender. Sourcing will most likely rely on the Arab Gulf, with some material coming out of Nigeria and North Africa. No Chinese tons are expected to be offered, as the Chinese government is encouraging producers to focus on the domestic market.

MCF shut its ammonia and urea production for a routine maintenance turnaround, and the company said it should be back in operation by the end of October. While MCF called the closure "routine," international traders said many were caught by surprise. The reduction of the plant's urea output comes at a time when India is still short of the product it needs for the rest of the year.

The Indian government reported August urea sales at some of the highest levels seen in a long time, according to media reports. Buyers purchased an estimated 4.9 million mt during the month, against 4.1 million mt bought in August 2022. Domestic production for the month was put at 2.8 million mt, up from 2.5 million mt in July.

Urea imports fell 42% in January-July, Trade Data Monitor reported, to 3.3 million mt from 5.8 million mt in the prior year. July imports stood at 447,000 mt, off 61% from the 1.1 million mt received in July 2022. Oman sent 164,000 mt, the United Arab Emirates added 118,000 mt, and Russia shipped 45,000 mt. Local media reported August imports at 262,000 mt.

These import numbers do not include the 1.7 million mt awarded in the Indian Potash Ltd. (IPL) tender, nor the 525,000 mt from the RCF tender. The deadline for shipping product under the IPL tender was Sept. 26. Product must ship by Nov. 26 for the recent RCF tender.

Black Sea:

Prilled urea shipping from the Black Sea was steady at \$340-\$360/mt FOB.

Indonesia:

PT Pupuk Indonesia Holding Co. closed a tender on Sept. 29 offering 8,000-40,000 mt of granular urea and 20,000 mt of prilled urea. Initial reports showed granular bids down and prilled prices up from the Sept. 19 tender.

While all of the numbers from the tender were not available as *Green Markets* went to press, sources said at least one bid came in at \$405/mt FOB for the full 40,000 mt of granular product, off from the \$415/mt FOB paid by Aditya Birla in the earlier tender for only 6,000 mt of the 40,000 mt offered.

Bids for the prilled urea came in the upper-\$390s/mt FOB, above the sub-\$390/mt FOB bids submitted in the last tender. Pupuk scrapped the previous prilled tender rather than accept the low bid.

The bid prices could put Indonesian urea in play for the upcoming Indian tender, and both allotments are slated for October shipment under the existing export permits issued by the government. Sources said Pupuk is evaluating the bids and may make awards next week.

Middle East:

Producers quietly finished up the last of the loadings from the IPL tender to meet the Sept. 26 shipping deadline and are now assembling the paperwork for tons to be shipped under the RCF tender. Any discussion of new pricing levels is being done quietly between producers and traders in preparation for the next Indian tender.

| UREA | 9/29/2023 | Last Week | Year Ago |
|---------------------------------|-------------------|-------------------|-------------------|
| Eastern Canada mt CAD | 705-770 | 705-770 | 1,150 |
| Western Canada DEL mt CAD | 765-785 | NA | 1,110-1,140 |
| Brazil CFR mt | 390-410 | 400-415 | 660-690 |
| Rondonopolis, BR mt | 525-545 | 535-545 | 815-855 |
| Baltic Sea mt* | 350-381 | 360-397 | 608-647 |
| Black Sea mt Prill I | 340-360 | 340-360 | 550-580 |
| Indonesia mt Bulk | 415 | 415 | 675 |
| Middle East | 380-385 | 380-385 | 645-650 |
| Middle East mt Prill | 380-385 | 380-385 | 645-650 |
| China mt I | 385-390 | 385-390 | 625-650 |
| China Factory mt CYN (posted) † | 2,555.00-2,641.67 | 2,633.33-2,641.67 | 2,553.00-2,555.00 |
| China Prill mt I | 385-390 | 385-390 | 620-625 |
| Egypt mt | 420-425 | 430 | 850 |
| India CFR Bulk mt | 400-405 | 400-405 | 668-675 |
| Mediterranean mt CFR I | 350-460 | 350-460 | 860-895 |
| Mediterranean CFR mt Prill I | 340-440 | 340-440 | 765-830 |

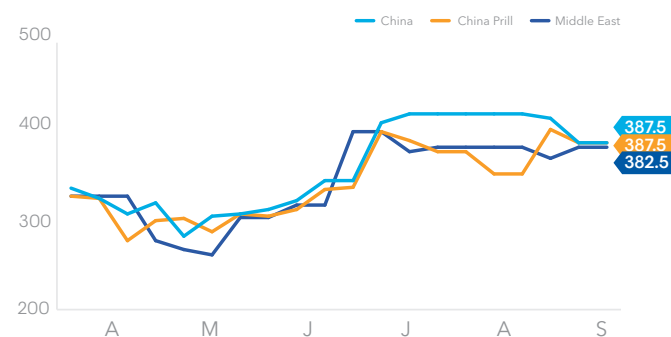
All urea prices are granular unless indicated as prill, or a bulk which is both prill and granular.

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Third-Party Sources: †Source: SunSirs, *Source: Chem-Courier

International Urea



Source: Green Markets © Bloomberg L.P.

Market Watch

NITROGEN

Offers into a recent Ethiopian Agricultural Business Corp. (EABC) tender showed much higher pricing ideas than are expected for India. The tender, which closed on Sept. 14, called for four lots of 50,000 mt each to be shipped in September and October. The September lots were offered at \$428-\$455/mt FOB from various sources including the Arab Gulf, while the October lots were priced at \$480-\$495/mt FOB.

Even without awards being issued in the EABC/Ethiopia tender, sources said the pricing indicates where producers think the market should be. These levels, however, will not be workable into India, one source noted. If the next Indian tender comes in at \$420-\$430/mt CFR, it would show a netback to the Arab Gulf of \$405-\$415/mt FOB against the current \$380-\$385/mt FOB, based on the most recent tender.

MOPCO sold two cargoes out of Egypt to different traders for October shipment, sources said. The first lot was sold at \$420/mt FOB for 6,000 mt. The second lot of 8,000 mt went for \$425/mt FOB.

China:

Activity in China wound down this week as the country prepared for its Mid-Autumn Festival, Golden Week holiday, and National Day celebrations. Most operations are expected to be shut down or have reduced output through Oct. 8. The lack of any new spot business left the price at \$385-\$390/mt FOB, set by the previous Indian tender.

The last of the IPL tons were loaded to meet the Sept. 26 deadline. Sources said those lots will most likely be the last of any large cargoes coming out of China. With the government pushing producers to focus on the domestic market, only small cargoes, mostly shipped in containers, are expected to be allowed for export throughout the fourth quarter.

Brazil:

Brazil urea import prices fell to \$390-\$410/mt CFR. Players cited limited trading volumes, as most sellers have pulled out of the market in anticipation of a new Indian tender, an expected increase in future demand, and an absence of large volumes supplied from China. Most of the week's transactions reportedly involved material of North African origin.

Low regional demand for urea saw Rondonopolis prices soften to \$525-\$545/mt FOB ex-warehouse, below the prior \$535-\$545/mt, as farmers focus on 2023/24 soybean sowing over the corn safrinha season. The low side of the range was associated with product of Russian origin.

UAN

US Gulf:

The NOLA UAN market firmed to \$255-\$270/st (\$7.97-\$8.44/unit) FOB in the wake of tight supply and higher ammonia values, up from last week's \$250-\$260/st FOB range. Sources said most tonnage is committed into January, with expectations that some 1Q 2024 offers may hit the market after TFI's World Conference in Washington, D.C., on Oct. 2-3.

Eastern Cornbelt:

UAN-32 terminal prices were reported at \$295-\$310/st (\$9.22-\$9.69/unit) FOB in the Eastern Cornbelt for December-January tons, with the latest UAN-28 offers FOB Cincinnati confirmed at \$260-\$274/st (\$9.29-\$9.79/unit) and as high as \$276-\$281/st (\$9.86-\$10.04/unit) FOB for spring prepay offers.

| UAN | 9/29/2023 | Last Week | Year Ago |
|------------------------------------|-------------|-------------|-------------|
| U.S. Gulf NOLA | 7.97-8.44 | 7.81-8.13 | 16.78-17.19 |
| U.S. Gulf NOLA st | 255-270 | 250-260 | 537-550 |
| Cornbelt | 9.22-9.79 | 9.22-9.79 | 17.66-18.59 |
| Cornbelt 32% st | 295-310 | 295-300 | NA |
| Eastern Cornbelt | 9.22-9.79 | 9.22-9.79 | 17.97-18.59 |
| Eastern Cornbelt 32% st | 295-310 | 295-300 | NA |
| Western Cornbelt | 9.22-9.69 | 9.22-9.38 | 17.66-18.28 |
| Western Cornbelt 32% st | 295-310 | 295-300 | NA |
| Midwest Cornbelt 28% (Retail) st m | 300-390 | 300-390 | 470-660 |
| Midwest Cornbelt 32% (Retail) st m | 345-445 | 345-445 | 537-750 |
| Northern Plains | 9.22-9.69 | 9.22-9.69 | 18.13-19.64 |
| Northern Plains 28% st | 258-271 | 258-271 | NA |
| Northern Plains 28% DEL st | 320-330 | 320-330 | NA |
| Great Lakes | 9.93-10.39 | 9.93-10.39 | 17.97-18.59 |
| Northeast | 7.66-10.31 | 7.66-10.31 | 16.88-18.75 |
| Northeast 32% st | 245-330 | 245-330 | NA |
| Northeast (Baltimore) | 7.66-7.81 | 7.66-7.81 | 16.88 |
| Northeast (New York) | 10.31 | 10.31 | 18.75 |
| East Coast 32% CFR mt | NA | NA | NA |
| Southeast | 8.13-8.44 | 8.13-8.44 | 16.88-17.81 |
| Southeast 32% st | 260-270 | 260-270 | NA |
| South Central | 8.59-9.06 | 8.59-9.06 | 17.34-17.97 |
| South Central 32% st | 275-290 | 275-290 | NA |
| Southern Plains | 8.59-8.75 | 8.59-8.75 | 16.88-17.81 |
| Southern Plains 32% st | 275-280 | 275-280 | NA |
| California | 10.31-10.63 | 10.47-10.63 | 18.44-18.75 |
| California 32% st | 330-340 | 335-340 | NA |
| California DEL | 10.63 | 10.00-10.31 | 18.75-20.31 |
| California 32% DEL st | 340 | 320-330 | NA |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>
Third-Party Sources: *Source: Chem-Courier

Market Watch

NITROGEN

Western Cornbelt:

UAN-32 prices for December-January tons were quoted at \$295-\$310/st (\$9.22-\$9.69/unit) FOB regional terminals in the Western Cornbelt, depending on location.

California:

UAN-32 pricing in California was pegged at \$330-\$340/st (\$10.31-\$10.63/unit) FOB terminals, with the low confirmed at Stockton. Rail-DEL offers in Northern California were quoted at the \$340/st (\$10.63/unit) level on a spot basis.

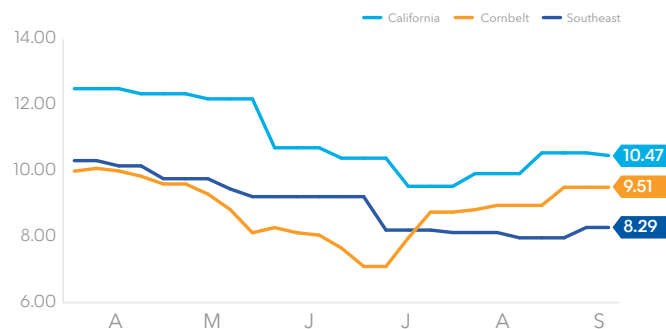
Pacific Northwest:

The UAN-32 market firmed to \$350/st (\$10.94/unit) FOB Kennewick, Wash., up \$30/st from last report. Rail-DEL pricing was pegged at the \$343-\$350/st (\$10.72-\$10.94/unit) level in Washington, above the prior \$318-\$330/st (\$9.94-10.31/unit) DEL range.

Western Canada:

UAN-28 pricing in Western Canada firmed to C\$480/mt (C\$17.14/unit) DEL, up from the previous C\$425-\$435/mt (C\$15.18-\$15.54/unit) DEL range.

US UAN (USD/st, nutrient unit)



Source: Green Markets © Bloomberg L.P.

AMMONIUM NITRATE

Western Cornbelt:

The ammonium nitrate market was pegged at \$330-\$360/st FOB in the Western Cornbelt, with the low confirmed at Caruthersville, Mo.

| UAN | 9/29/2023 | Last Week | Year Ago |
|-------------------------------|-------------|-------------|-------------|
| Pacific Northwest | 10.94 | 10.00 | 18.75-19.38 |
| Pacific Northwest 32% st | 350 | 320 | NA |
| Pacific Northwest DEL | 10.72-10.94 | 9.94-10.31 | 19.06-20.31 |
| Pacific Northwest 32% DEL st | 343-350 | 318-330 | NA |
| Eastern Canada CAD | 15.78-20.00 | 15.78-20.00 | 28.13-30.36 |
| Eastern Canada 28% CAD mt | 442-560 | 442-560 | NA |
| Western Canada DEL CAD | 17.14 | 15.18-15.54 | 25.54-26.43 |
| Western Canada 28% DEL CAD mt | 480 | 425-435 | NA |
| Argentina 32% CFR mt i | 380-390 | 310-320 | 550-575 |
| Baltic Sea 32% mt* | 147-175 | 172-213 | 484-518 |
| Black Sea 32% mt* | 152-165 | 157-183 | 482-533 |
| France 30% FCA mt EURO | 275-280 | 285-290 | 685-695 |
| Ammonium Nitrate | 9/29/2023 | Last Week | Year Ago |
| Cornbelt | 330-360 | 330-360 | 640-650 |
| Southeast | NA | NA | NA |
| South Central | 320-350 | 320-350 | 600 |
| Southern Plains | 330-360 | 330-360 | 650 |
| Baltic Sea mt* | 215 | 220-250 | 352-367 |
| Black Sea mt* | 215 | 220-230 | 357-377 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Third-Party Sources: *Source: Chem-Courier

Market Watch

NITROGEN

AMMONIUM SULFATE

US Gulf:

The latest indications for new NOLA ammonium sulfate barge business settled at the \$270/st FOB level in late September, sources said, though no new trades were reported to test the market. Recent postings from Interoceanic (IOC) include NOLA granular ammonium sulfate at \$295/st FOB for September-October shipment and \$305/st FOB for November-December.

Eastern Cornbelt:

The granular ammonium sulfate market remained at \$300-\$335/st FOB in the Eastern Cornbelt, with the high reflecting IOC's latest postings FOB Illinois and Ohio river terminals. The Cincinnati marker was pegged solidly at the \$320/st FOB level for the last offers.

Western Cornbelt:

The granular ammonium sulfate market firmed to \$295-\$310/st FOB in the Western Cornbelt in the wake of higher postings from IOC and AdvanSix, with the low at St. Louis and the high reported out of spot Iowa shipping points.

California:

Ammonium sulfate pricing in California was unchanged at \$320-\$330/st FOB and \$350/st DEL for the latest offers, with the low reported at Lathrop, Woodland, and Richvale.

Pacific Northwest:

The ammonium sulfate market firmed to \$285-\$325/st FOB or DEL in the Pacific Northwest, depending on grade and location, up from the prior \$280-\$300/st FOB and \$290-\$300/st DEL ranges.

Ammonium sulfate postings from IRM in the Pacific Northwest strengthened on Sept. 15 to \$285/st FOB or DEL for WesternStandard, and \$325/st FOB or DEL for WesternPremium and Tranzform.

Western Canada:

The ammonium sulfate market in Western Canada was up from last report, firming to C\$475-\$480/mt DEL from the prior C\$445-\$460/mt DEL range.

China:

Concluded business remained in the mid-\$160s/mt FOB for caprolactam grade amsul during the early week, sources said. By the end of the week, however, at least one confirmed sale pushed the price into the mid-\$170s/mt FOB.

One producer was reported to conclude a 10,000 mt deal at \$166-\$167/mt FOB for November shipment. On the heels of that trade, a 20,000 mtsale for October shipment was done in the low-\$170s/mt FOB.

Sources reported tight availability due to some plants reducing output. One plant, the Dongming Risun facility, suffered an explosion in mid-September at its hydrogen peroxide unit, forcing a complete shutdown. Sources said there were no injuries, and the plant is expected to be back online by Oct. 8.

| Ammonium Sulfate | 9/29/2023 | Last Week | Year Ago |
|--------------------------------|-----------|-----------|----------|
| US Gulf NOLA | 270 | 255-270 | 400-410 |
| Cornbelt | 295-335 | 275-335 | 440-480 |
| Eastern Cornbelt | 300-335 | 300-335 | 460-480 |
| Western Cornbelt | 295-310 | 275-300 | 440-460 |
| Midwest Cornbelt (Retail) m | 350-425 | 350-425 | 575-608 |
| Northern Plains | 300-310 | 300-310 | 465-495 |
| Northern Plains DEL | 275-300 | 275-300 | 450-465 |
| Great Lakes | 315-320 | 315-320 | 475-490 |
| Northeast | 310-315 | 310-315 | 455-485 |
| Northeast DEL | 310-335 | 310-335 | 490-515 |
| Southeast | 220-305 | 220-305 | 390-450 |
| Southeast DEL | 230-310 | 230-310 | 395-505 |
| South Central | 220-300 | 220-300 | 440-450 |
| Southern Plains | 290-295 | 290-295 | 450-470 |
| California | 320-330 | 320-330 | 500-525 |
| Pacific Northwest | 285-325 | 280-300 | 400-490 |
| Pacific Northwest DEL | 285-325 | 290-300 | 400-490 |
| Eastern Canada mt CAD | 500-518 | 500-518 | 745-790 |
| Western Canada DEL mt CAD | 475-480 | 445-460 | 665-685 |
| Brazil Capro Grade gran CFR mt | 200-220 | 205-220 | 300-320 |
| Rondonopolis, BR | 315-330 | 310-325 | 415-450 |
| China Capro Grade mt | 166-175 | 165-170 | 220-230 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <http://fertilizerpricing.com/about/pricing-notations/>

Third-Party Sources: *Source: Chem-Courier

Brazil:

Imported ammonium sulfate prices slipped to \$200-\$220/mt CFR in Brazil, a slight decline from last week's \$205-\$220/mt CFR, with sources reporting a slow market. Despite low demand for the corn safrinha, Rondonopolis prices firmed to \$315-\$330/mt FOB ex-warehouse on reports of limited supply, up \$5/mt from the week-ago \$310-\$325/mt.

Market Watch

PHOSPHATE

DAP/MAP

Central Florida:

Central Florida DAP truck prices were unchanged at \$540/st FOB. Offers for truck-loaded MAP were steady at \$615/st FOB.

US Gulf:

Sources reported thin phosphate trading at NOLA during the week, citing concerns about low river levels and a possible early river closure. Due to the limited action, the DAP range was unchanged at \$525-\$545/st FOB. MAP lifted \$5/mt at the top of the range, to \$615-\$650/st FOB from the week-ago \$615-\$645/st FOB.

US Exports:

Nothing new was reported on the DAP and MAP export markets, leaving prices at \$570/mt FOB for the most recent business.

Eastern Cornbelt:

DAP was reported at \$580-\$600/st FOB in the Eastern Cornbelt, with the low confirmed at Cincinnati. MAP was quoted in a broad range at \$680-\$710/st FOB in the region, depending on location, with Cincinnati pricing pegged in the \$680-\$700/st FOB range for the week.

Western Cornbelt:

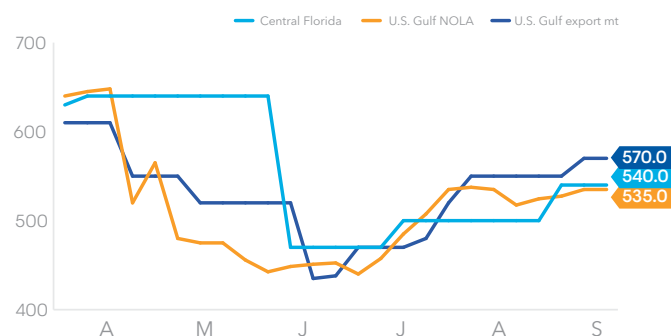
DAP remained at \$580-\$590/st FOB in Western Cornbelt, with the low at St. Louis. MAP pricing jumped to a broad \$680-\$720/st FOB in the region, with the Iowa warehouse market reported in the \$700-\$720/st FOB range in late September.

California:

MAP pricing firmed slightly to \$750/st FOB or DEL in California, up \$10/st from last report.

Pacific Northwest:

MAP remained at \$730-\$740/st FOB or DEL in the Pacific Northwest, with the low confirmed in Idaho.

U.S. DAP

Source: Green Markets © Bloomberg L.P.

| DAP | 9/29/2023 | Last Week | Year Ago |
|---------------------------------|-----------|-----------|-------------------|
| Central Florida | 540 | 540 | 770 |
| US Gulf NOLA | 525-545 | 525-545 | 730-755 |
| US Gulf Export mt | 570 | 570 | 750-760 |
| Cornbelt | 580-600 | 580-600 | 790-815 |
| Eastern Cornbelt | 580-600 | 585-600 | 805-815 |
| Cincinnati, OH | 580-590 | 585-590 | 805-810 |
| Western Cornbelt | 580-590 | 580-590 | 790-810 |
| St. Louis, MO | 580-585 | 580-585 | 790-800 |
| Midwest Cornbelt (Retail) m | 638-740 | 638-740 | 860-1,060 |
| Northern Plains | 590 | 590 | 800-810 |
| St. Paul, MN | 590 | 590 | 800-810 |
| Great Lakes | 590-600 | 590-600 | 825-835 |
| Northeast | 600 | 600 | 830 |
| Southeast | 540 | 540 | 770 |
| South Central | 585-590 | 585-590 | 800-810 |
| Southern Plains | 590-600 | 590-600 | 795-820 |
| Catoosa/Inola, OK | 590-595 | 590-595 | 795-815 |
| Eastern Canada mt CAD | 825 | 825 | 1,240 |
| Baltic mt | 510-560 | 510-560 | 820-840 |
| Benelux FCA mt | 595-605 | 585-600 | 900 |
| Argentina/Uruguay CFR I | 590-600 | 560 | 690-720 |
| China Factory mt CNY (posted) † | 3,875.00 | 3,875.00 | 3,983.33-4,050.00 |
| China FOB mt | 570-575 | 570-575 | 690-725 |
| India CFR mt | 595 | 595 | 720 |
| Morocco mt | 535-590 | 535-590 | 720-920 |
| Saudi Arabia mt | 485-575 | 485-575 | 650-730 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Third-Party Sources: †Source: SunSirs

Market Watch

PHOSPHATE

Western Canada:

MAP pricing in Western Canada was quoted at C\$1,035-\$1,050/mt FOB or DEL, up slightly from the previous C\$1,000-\$1,050/mt range.

China:

The week started with a DAP price in the low-\$570s/mt FOB, based on a sale last week into the Philippines. The price remained firmly locked in that range following reports of a new sale into Pakistan at \$600/mt CFR, for a netback to China of \$570-\$575/mt FOB.

The export sale price pushes against the much lower numbers seen in the domestic market. Sources said the estimated export price, based on the current ex-plant price, should be closer to \$530/mt FOB. This gap has customs agents looking closely at how many tons of DAP they will allow to be exported in the fourth quarter. There are reports that China may allow 1 million mt of DAP to be shipped through the end of the year.

If the 1 million mt allotment goes through, sources pegged India as the main beneficiary. The large number of extra tons injected into the market could help lower prices to India, and possibly Pakistan.

India:

No new spot DAP deals were done, leaving the price at \$595/mt CFR. Until word comes from China that 1 million mt might be available for export in the fourth quarter, sources tagged \$600/mt CFR as the likely price.

In anticipation of the Chinese government allowing the 1 million mt to ship, Indian buyers are already getting their bids ready at \$500-\$510/mt CFR. While the presence of the extra Chinese tons is expected to lower the market price, few think the drop will be as dramatic as buyers hope.

There are rumors circulating that India's central government is reviewing the subsidy program for phosphates and potash. The change could involve a reduction of subsidy support by as much as 30%. Should such a drop be approved, demand for DAP could fall, sources said. If the policy is implemented at the same time the extra Chinese tons come available for import, however, one source said the \$500/mt CFR goal might be achieved.

January-July DAP imports firmed 41% year-over-year, according to *Trade Data Monitor*, to 4 million mt from 2.6 million received during the same period of 2022. China supplied 41% of the market, sending 1.1 million mt. July imports were pegged at 889,000 mt, up significantly from 386,000 mt in July 2022.

Bangladesh:

Bangladesh Agricultural Development Corp. (BADC) closed a tender for 40,000 mt of DAP to be received in two lots of 20,000 mt each. Rumors put the landed price at \$600/mt CFR. Sources noted that Bangladesh usually pays a higher price than India and Pakistan because of its port facilities.

Brazil:

The landed price of MAP at Brazil increased to \$550/mt CFR from the week-ago \$530-\$540/mt CFR, with players citing limited October availability.

Due to thin supply for the tail end of the 2023/24 soybean application season, available offers in Rondonopolis followed import prices higher. While some players were noted holding prices stable, others increased offers by \$10/mt, lifting the market to \$650-\$670/mt FOB ex-warehouse.

| MAP | 9/29/2023 | Last Week | Year Ago |
|-----------------------------|-------------|-------------|-------------|
| Central Florida | 615 | 615 | 790 |
| US Gulf NOLA | 615-650 | 615-645 | 755-765 |
| US Gulf Export mt | 570 | 570 | 750-760 |
| Cornbelt | 680-720 | 680-700 | 805-825 |
| Eastern Cornbelt | 680-710 | 685-700 | 815-825 |
| Cincinnati, OH | 680-700 | 685-695 | 815-825 |
| Western Cornbelt | 680-720 | 680-690 | 805-820 |
| St. Louis, MO | 680-685 | 680-685 | 805-815 |
| Midwest Cornbelt (Retail) m | 694-790 | 694-790 | 910-1,090 |
| Northern Plains | 690-700 | 690 | 825-835 |
| St. Paul, MN | 690-700 | 690 | 825-835 |
| Great Lakes | 700-720 | 700-715 | 830-850 |
| Northeast | 695 | 695 | 850-855 |
| Southeast | 615 | 615 | 790 |
| Aurora, NC | 625 | 625 | 820 |
| Southern Plains | 690-700 | 690-700 | 820-840 |
| Catoosa/Inola, OK | 690-700 | 690-700 | 820-835 |
| California | 750 | 740 | 900 |
| California DEL | 750 | 740 | 900 |
| Pacific Northwest | 730-740 | 730-740 | 870-890 |
| Pacific Northwest DEL | 730-740 | 730-740 | 870-890 |
| Western US DEL | 730-750 | 730-740 | 870-900 |
| Eastern Canada mt CAD | 880-925 | 880-925 | 1,250-1,335 |
| Western Canada mt CAD | 1,035-1,050 | 1,000-1,050 | 1,235-1,305 |
| Western Canada DEL mt CAD | 1,035-1,050 | 1,000-1,050 | 1,250-1,315 |
| Baltic Sea mt | 520-530 | 515-530 | 660-670 |
| Brazil Bulk CFR mt | 550 | 530-540 | 690-700 |
| Rondonopolis, BR mt | 650-670 | 650-660 | 820-855 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Market Watch

PHOSPHATE

TSP

US Gulf:

NOLA TSP barges were steady at \$460-\$465/st FOB, sources said.

Eastern Cornbelt:

TSP remained at the \$535/st level FOB Cincinnati and Ottawa, Ill., for the latest October-November offers.

Western Cornbelt:

TSP was steady at \$500-\$510/st FOB St. Louis and \$520/st FOB Caruthersville in late September.

Brazil:

TSP import prices to Brazil were unchanged at \$420-\$430/mt CFR. Nearby prices at Rondonopolis jumped to \$545/mt FOB ex-warehouse, with demand reportedly centered on the industrial segment. Forward offers for the 2024/25 soybean harvest were indicated at \$525-\$530/mt FOB ex-warehouse.

SSP

Brazil:

SSP 19-21 imported to Brazil lifted to \$220-\$240/mt CFR, up from \$210-\$240/mt CFR at last report. Low-end offers previously reported at \$210/mt CFR were no longer available, sources said.

Supply of SSP 19-21 for both the 2023/24 soybean season and the 2024 corn safrinha was hard to come by at Rondonopolis, resulting in \$450/mt FOB ex-warehouse pricing for limited offers, while SSP-23 was available for the corn safrinha at \$395/mt FOB Rondonopolis. A lack of new negotiations for the 2024/25 harvest held forward references steady at \$340-\$370/mt FOB ex-warehouse.

16-20-0

California:

The 16-20-0 market in California was steady at \$510/st FOB Lathrop and \$517/st FOB Richvale in late September.

Pacific Northwest:

The 16-20-0 market firmed to \$535/st FOB or DEL for new offers in the Pacific Northwest, up a full \$35/st from last report.

| TSP | 9/29/2023 | Last Week | Year Ago |
|-----------------------|-----------|-----------|-----------|
| US Gulf NOLA Import | 460-465 | 460-465 | 675-700 |
| Cornbelt | 500-535 | 500-535 | NA |
| Eastern Cornbelt | 535 | 535 | NA |
| Western Cornbelt | 500-520 | 500-520 | 725-750 |
| South Central | 505-525 | 505-525 | 750-755 |
| Brazil CFR mt | 420-430 | 420-430 | 550-580 |
| Rondonopolis, BR mt | 545 | 510 | 690-730 |
| SSP | 9/29/2023 | Last Week | Year Ago |
| Brazil CFR mt 19-21% | 220-240 | 210-240 | 200-220 |
| Rondonopolis, BR mt | 450 | 450 | 390 |
| 16-16-16 | 9/29/2023 | Last Week | Year Ago |
| Ukraine DAF mt ‡ | 610-690 | 605-680 | 920-1,100 |
| 16-20-0 | 9/29/2023 | Last Week | Year Ago |
| California | 510-517 | 510-517 | 710-715 |
| Pacific Northwest | 535 | 500 | 705 |
| Pacific Northwest DEL | 535 | 500 | 705 |
| Phos. Rock | 9/29/2023 | Last Week | Year Ago |
| North Africa mt | 345-350 | 345-350 | 300-340 |
| Peru | 295-300 | 295-300 | 260-300 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Third-Party Sources: ‡Source: Agro Perspectiva

Market Watch

PHOSPHATE

PHOSPHORIC ACID

Eastern Cornbelt:

Phos acid postings in the Eastern Cornbelt remained at the \$10.15/unit rail-DEL level for September tons. An increase is expected in October.

Western Cornbelt:

The phos acid price for September continued at \$10.15/unit rail-DEL in the Western Cornbelt.

California:

September pricing for phos acid remained at \$10.25/unit rail-DEL in California, with MGA referenced at \$10.45/unit FOB Lathrop. A \$0.25/unit increase is scheduled for Oct. 1, however, with postings moving on that date to \$10.50/unit rail-DEL and \$10.70/unit FOB Lathrop.

Pacific Northwest:

Phos acid pricing for September remained at \$9.75/unit FOB Pocatello, Idaho, and \$10.25/unit rail-DEL in the Pacific Northwest, but a \$0.25/unit increase on Oct. 1 will push prices to \$10.00/unit FOB and \$10.50/unit rail-DEL in the region.

AMMONIUM
POLYPHOSPHATE**Eastern Cornbelt:**

10-34-0 pricing was steady at \$490-\$495/st FOB in the Eastern Cornbelt.

Western Cornbelt:

The 10-34-0 market was reported at \$475-\$490/st FOB in the Western Cornbelt for the latest offers, with the low confirmed in Iowa.

California:

The 10-34-0 market was quoted at \$483-\$488/st FOB in California for September tons, with 11-37-0 referenced at \$526-\$531/st FOB El Centro. Prices are scheduled to firm on Oct. 1, however, to \$511-\$516/st FOB for 10-34-0 and \$556-\$561/st FOB for 11-37-0.

Pacific Northwest:

10-34-0 was pegged at the \$465/st FOB level in the Pacific Northwest for September, with 11-37-0 pricing quoted at the \$500/st FOB level. An increase will take effect on Oct. 1 for both products, but new pricing levels were not disclosed.

Western Canada:

The latest 10-34-0 offers in Western Canada reportedly jumped to C\$810/mt DEL for September-October business, up from the C\$700-\$710/mt DEL summer price.

| Phos. Acid | 9/29/2023 | Last Week | Year Ago |
|---------------------------------|-------------------|-------------------|-------------|
| Cornbelt DEL | 10.15 | 10.15 | 14.00 |
| Eastern Cornbelt DEL | 10.15 | 10.15 | 14.00 |
| Western Cornbelt DEL | 10.15 | 10.15 | 14.00 |
| Northern Plains DEL | 10.15 | 10.15 | 14.00 |
| Great Lakes DEL | 10.15 | 10.15 | 14.00 |
| Southern Plains DEL | 10.15 | 10.15 | 14.00 |
| California | 10.45 | 10.45 | 14.20 |
| California DEL | 10.25 | 10.25 | 13.50-14.00 |
| Pacific Northwest | 9.75 | 9.75 | 13.50 |
| Pacific Northwest DEL | 10.25 | 10.25 | 13.50-14.00 |
| Western US DEL | 10.25 | 10.25 | 13.50-14.00 |
| China Factory mt CYN (posted) † | 8,712.50-8,787.50 | 8,775.00-8,850.00 | 10,300.00 |
| India CFR c mt | 985 | 985 | 1,715 |
| Brazil CFR mt | 1,040-1,090 | NA | 1,785-1,835 |

US Phos. Acid prices are quoted on the basis of nutrient units; to convert to short ton, multiply the nutrient value (e.g., 54 for MGA, 68 for SPA) by the price shown.

| 10-34-0 | 9/29/2023 | Last Week | Year Ago |
|-----------------------------|-----------|-----------|----------|
| Cornbelt | 475-495 | 480-495 | 660-675 |
| Eastern Cornbelt | 490-495 | 495 | 665-675 |
| Western Cornbelt | 475-490 | 480-490 | 660-670 |
| Midwest Cornbelt (Retail) m | 516-630 | 516-630 | 710-900 |
| Northern Plains | 500 | 500 | 670-675 |
| Great Lakes | 500 | 500 | 675-720 |
| Northeast | 505 | 505 | 720 |
| Southern Plains | 460 | 460 | 665-670 |
| California | 483-488 | 483-488 | 691-696 |
| Pacific Northwest | 465 | 465 | 675 |
| Western Canada mt DEL CAD | 810 | 700-710 | 935-950 |
| 11-37-0 | 9/29/2023 | Last Week | Year Ago |
| Southern Plains | 500 | 500 | 730 |
| California | 526-531 | 526-531 | 753 |
| Pacific Northwest | 500 | 500 | 725 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>
Third-Party Sources: †Source: SunSirs

Market Watch

POTASH

MURIATE OF POTASH

US Gulf:

The NOLA potash market remained at \$340-\$345/st FOB for the last reported business, unchanged from last week, with sources expressing concern about the impact of low river levels on barge movements.

Eastern Cornbelt:

Potash was unchanged at \$385-\$400/st FOB in the Eastern Cornbelt, with the high out of inland warehouses and the low at river terminals. The Cincinnati market was pegged at \$385-\$395/st FOB in late September.

Western Cornbelt:

Potash was quoted at \$370-\$395/st FOB in the Western Cornbelt, with low confirmed at St. Louis and the high in Iowa.

California:

The potash market was quoted at \$510-\$533/st FOB or DEL in California, up from the previous \$495-\$503/st range, depending on grade.

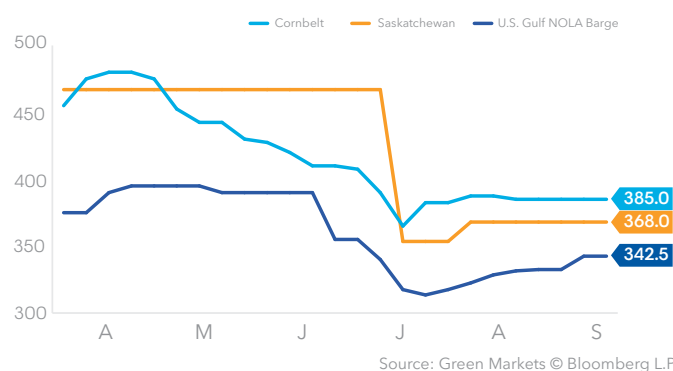
Pacific Northwest:

Potash was steady at \$465-\$488/st FOB or DEL in Pacific Northwest, with the high reflecting reference pricing for 62% MOP. The latest postings from Intrepid FOB Moab and Wendover, Utah, include \$440/st FOB for 60% white granular and \$435/st FOB for 60% white standard.

Western Canada:

Potash truck pricing in Western Canada remained at C\$545-\$555/mt FOB Saskatchewan mines for September-December shipment, depending on grade.

North America Potash



| Potash | 9/29/2023 | Last Week | Year Ago |
|--------------------------------|-----------|-----------|-------------|
| US Gulf NOLA | 340-345 | 340-345 | 574-575 |
| Cornbelt | 370-400 | 370-400 | 685-705 |
| Eastern Cornbelt | 385-400 | 385-400 | 695-705 |
| Cincinnati, OH | 385-395 | 385-395 | 695-700 |
| Western Cornbelt | 370-395 | 370-390 | 685-705 |
| St. Louis, MO | 370-380 | 370-380 | 685-700 |
| Midwest Cornbelt (Retail) m | 470-560 | 470-560 | 787-900 |
| Northern Plains | 380-400 | 380-400 | 710-725 |
| St. Paul, MN | 380-400 | 380-400 | 710-720 |
| Northern Plains DEL | 390-400 | 390-400 | 750-760 |
| Great Lakes | 400-408 | 400-408 | 720-750 |
| Northeast | 360-400 | 360-400 | 740-750 |
| Northeast DEL | 385-400 | 385-400 | 760 |
| Southeast | 360-370 | 360-370 | 760 |
| Southeast DEL | 385-390 | 385-390 | 775-780 |
| South Central | 380-390 | 380-390 | 695-705 |
| Southern Plains | 380-390 | 380-390 | 690-705 |
| Catoosa/Inola, OK | 380-390 | 380-390 | 690-700 |
| California | 510-533 | 495-503 | 870-890 |
| California DEL | 510-533 | 495-503 | 875-895 |
| Pacific Northwest | 465-488 | 465-488 | 845-865 |
| Pacific Northwest DEL | 465-488 | 465-488 | 850-870 |
| Moab/Wendover, UT (posted) | 435-440 | 435-440 | 850-855 |
| Eastern Canada mt CAD | 545-585 | 545-585 | 1,056-1,110 |
| Western Canada (mine) mt CAD I | 545-555 | 545-555 | 990-1,005 |
| Saskatchewan Granular st | 367-369 | 367-369 | 732-737 |
| Saskatchewan Standard st | 365-367 | 365-367 | 728-733 |
| Saskatchewan Soluble st | 369-371 | 369-371 | 735-740 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Market Watch

POTASH

India:

Rumors that subsidy support for potash and phosphates might be reduced are circulating in the market. So far there has been no confirmation from the government that such a plan is even being considered.

Potash imports firmed slightly in January-July, *Trade Data Monitor* reported, to 1.8 million mt from the year-ago 1.7 million mt. Russia accounted for 23% of the market with 410,000 mt after sending no potash to India during the same period of 2022.

July imports were pegged at 334,000 mt, up 24% from 235,000 mt received in July 2022. Canada led suppliers with 147,000 mt, followed by 94,000 mt from Russia.

Brazil:

Brazil potash declined for a second consecutive week. The landed price slipped to \$340-\$350/mt CFR, off \$10/mt from the week-ago top, with multiple reports indicating product available on a formula basis from a variety of origins.

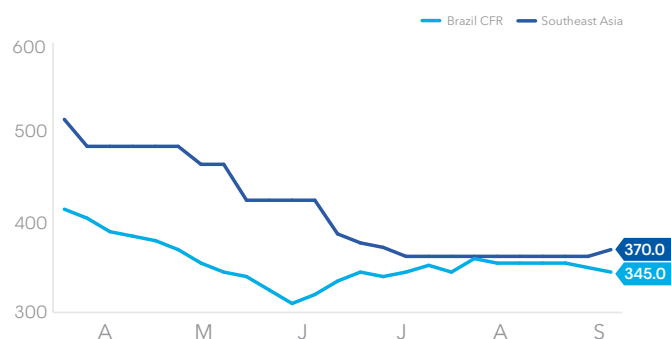
Rondonopolis prices were also down, narrowing to \$480-\$485/mt FOB ex-warehouse from the week-ago \$485-\$495/mt FOB. The market could still fall further considering the current import price.

| Potash | 9/29/2023 | Last Week | Year Ago |
|--------------------------------|-----------|-----------|----------|
| Carlsbad, NM Granular (posted) | 445 | 445 | 855 |
| Carlsbad, NM Standard (posted) | 453 | 453 | 875 |
| Vancouver Granular c mt l | 295-301 | 295-301 | 574-579 |
| Vancouver Standard c mt | 281-287 | 281-287 | 560-565 |
| Baltic Standard c mt | 260-270 | 260-270 | NA |
| Brazil CFR Granular mt | 340-350 | 340-360 | 650-670 |
| Rondonopolis, BR mt | 480-485 | 485-495 | 785-810 |
| China CFR Standard c mt | 307 | 307 | 590 |
| India CFR Standard c mt | 319 | 319 | 590 |
| Israel FOB Std c mt | 275-295 | 275-295 | 515-535 |
| Jordan FOB Std c mt l | 275-297 | 275-297 | 517-535 |
| Southeast Asia Granular CFR mt | 360-380 | 350-375 | 860-950 |
| Southeast Asia Standard CFR mt | 320-350 | 305-350 | 780-870 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

International Potash



Source: Green Markets © Bloomberg L.P.

Market Watch

SULFUR

SULFUR

Tampa:

No new fourth-quarter Tampa molten sulfur contracts were reported settling as of Sept. 28. The third-quarter contract was valued at \$55/lt CFR.

US Gulf:

The US Gulf market widened to \$95-\$105/mt FOB from the week-ago \$100-\$103/mt FOB, sources said.

Brazil:

Brazil sulfur imports lifted to \$127-\$140/mt CFR, an increase from \$126-\$135/mt CFR at last report. While the results of the CMOC tender have not been released, sources expected offers to run toward the top of the week's range.

Vancouver:

Vancouver prill levels increased \$2/mt at the high end, to \$90-\$97/mt FOB from the week-ago \$90-\$95/mt FOB.

Alberta:

Based on firming prices at Vancouver, Alberta netbacks lifted to (-)\$60-\$27/mt FOB. The wide range included both molten sulfur cargoes contracted into the US market and solid tons sold through the Vancouver export market.

West Coast:

West Coast solid sulfur prices remained on par with Vancouver at \$90-\$97/mt FOB. Third-quarter molten sulfur contracts were steady at \$45-\$50/lt FOB, down 53% from \$98-\$106/lt FOB in the prior period.

China:

China import prices were reported at \$120-\$126/mt CFR, edging up from \$120-\$125/mt CFR in the prior report. No new transactions are expected in the week ahead due to China's upcoming Golden Week holiday.

ADNOC:

Solid sulfur produced by the Abu Dhabi National Oil Co. (ADNOC) was offered at \$103/mt FOB Ruwais for September. Additionally, sources reported fourth-quarter contracts settling at \$103/mt FOB.

Qatar:

October posted prices for Muntajat sulfur were noted at \$104/mt FOB Ras Laffan, up \$2/mt from \$102/mt FOB in September.

| Sulfur | 9/29/2023 | Last Week | Year Ago |
|---------------------------------|-------------------|-------------------|-------------------|
| Tampa c lt | 55 | 55 | 352 |
| Houston DEL c lt | 40 | 40 | 337 |
| US Gulf NOLA c lt | 44 | 44 | 341 |
| US Gulf Prill mt | 95-105 | 100-103 | 90-110 |
| West Coast mt l | 90-97 | 90-95 | 95-100 |
| West Coast Molten Sulfur lt | 45-50 | 45-50 | 370-385 |
| Vancouver c mt l | 90-97 | 90-95 | 95-100 |
| Vancouver s mt | 90-97 | 90-95 | 95-100 |
| Alberta mt | (-)\$60-27 | (-)\$60-25 | 25-282 |
| ADNOC Dry mt | 103 | 103 | 92 |
| Tasweeq/Qatar FOB mt | 104 | 102 | 104 |
| Benelux CFR c mt | 87-107 | 87-107 | 340-360 |
| Brazil CFR mt | 127-140 | 126-135 | 120-140 |
| Brazil c CFR Prill mt | NA | NA | NA |
| China CFR Prill mt | 120-126 | 120-125 | 135-140 |
| China Factory mt CYN (posted) † | 1,016.67-1,086.67 | 1,086.67-1,090.00 | 1,256.67-1,486.67 |

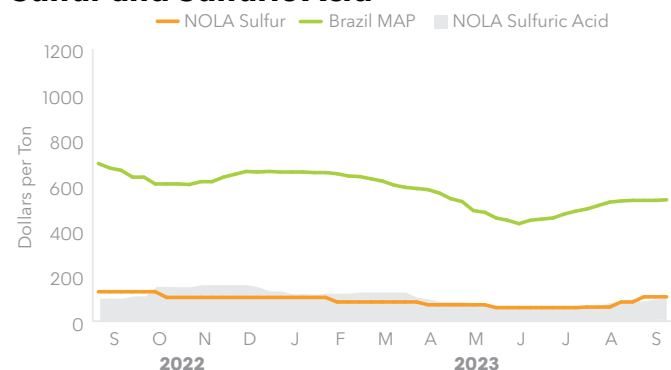
Recovered Tampa, New Orleans, and Houston prices are for 1Q.

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Third-Party Sources: †Source: SunSirs

Sulfur and Sulfuric Acid



Source: Green Markets © Bloomberg L.P.

Market Watch

SULFUR

SULFURIC ACID

US Gulf:

US Gulf import sulfuric acid prices climbed to \$120-\$125/mt CFR on reports of a tight market, rising from the week-ago \$105-\$110/mt CFR.

Brazil:

Import pricing at Brazil increased to \$130-\$160/mt CFR, up from the previous \$120-\$130/mt CFR range. Sources reported a tender being scrapped due to high prices.

| Sulfuric Acid | 9/29/2023 | Last Week | Year Ago |
|---------------------------------|-----------|-----------|----------|
| US Gulf CFR | 120-125 | 105-110 | 120-140 |
| Brazil CFR mt | 130-160 | 120-130 | 130-150 |
| Chile CFR mt | 142-148 | 142-148 | 250-260 |
| China Factory mt CYN (posted) † | 306-310 | 310 | 238-296 |
| US Gulf DEL c | 140-180 | 140-180 | 195-280 |
| MidWest DEL c | 140-180 | 140-180 | 195-280 |
| West Coast DEL c | 150-190 | 150-190 | 185-270 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>
Third-Party Sources: †Source: SunSirs

Market Watch

SPECIALTY

AMMONIUM THIOSULFATE

Eastern Cornbelt:

The ammonium thiosulfate market was unchanged at \$245-\$270/st FOB in the Eastern Cornbelt, with the low reported at Terre Haute, Ind., and the high out of inland terminals in Ohio. The Cincinnati market remained at the \$255/st FOB level in late September. Sources said an increase is imminent in the wake of higher ammonia and sulfur prices, however.

Western Cornbelt:

Ammonium thiosulfate remained at \$225-\$260/st FOB in the Western Cornbelt, with the low at Waterloo, Iowa.

California:

Ammonium thiosulfate offers continued at \$340/st FOB in California.

Pacific Northwest:

Ammonium thiosulfate pricing remained at \$315/st FOB and \$305/st rail-DEL in the Pacific Northwest.

CAN-17

California:

CAN-17 was reported at \$330-\$340/st FOB in California, with the low reported at Stockton and the high at Helm.

Pacific Northwest:

The CAN-17 market was steady at \$345/st FOB Kennewick in late September.

AN-20

California:

The AN-20 market remained at \$320/st DEL in California.

Pacific Northwest:

AN-20 pricing was unchanged at \$345/st FOB Kennewick.

| Amthio | 9/29/2023 | Last Week | Year Ago |
|---------------------------|-----------|-----------|----------|
| Cornbelt | 225-270 | 225-270 | 350-435 |
| Eastern Cornbelt | 245-270 | 245-270 | 400-435 |
| Western Cornbelt | 225-260 | 225-260 | 350-400 |
| Northern Plains | 260-280 | 260-280 | 455 |
| Great Lakes | 285-300 | 285-300 | 455-465 |
| South Central | 240-245 | 240-245 | 460-465 |
| Southern Plains | 220-250 | 220-250 | 350-400 |
| California | 340 | 340 | 530-540 |
| Pacific Northwest DEL | 305 | 305 | NA |
| Eastern Canada mt CAD | 460-585 | 460-585 | 655-675 |
| Western Canada DEL mt CAD | NA | NA | 530 |
| CAN | 9/29/2023 | Last Week | Year Ago |
| Germany CIF mt EURO | 300-305 | 300-315 | 820-850 |
| CAN-17 | 9/29/2023 | Last Week | Year Ago |
| California | 330-340 | 330 | 460-500 |
| Pacific Northwest | 345 | 345 | 450 |
| AN-20 | 9/29/2023 | Last Week | Year Ago |
| California DEL | 320 | 320 | 478 |
| Pacific Northwest FOB | 345 | 345 | 450 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

Market Watch

SPECIALTY

NPSZ

Cornbelt:

NPSZ pricing in the Cornbelt broadened to \$645-\$730/st FOB for limited offers, depending on location.

Pacific Northwest:

40-Rock pricing was pegged at \$740-\$750/st FOB or DEL in the Pacific Northwest.

POTASSIUM SULFATE

California:

The SOP market remained at \$630-\$650/st FOB in California, with the high reported at Stockton and the low at Turlock and Chico.

Pacific Northwest:

SOP pricing in the Pacific Northwest was pegged in a broad range at \$665-\$735/st FOB, depending on grade and location.

SOP MAGNESIA

California:

Granular SOP Magnesia was unchanged at \$505-\$520/st FOB in California.

Pacific Northwest:

The SOP Magnesia market remained at \$430-\$440/st FOB for granular tons in the Pacific Northwest.

POTASSIUM NITRATE

California:

Potassium nitrate pricing in California was down \$50/st, to \$1,235/st FOB Stockton for bulk tons, \$1,340/st FOB for bulk bags, and \$1,360/st FOB for 50-pound bags.

POTASSIUM THIOSULFATE

Eastern Cornbelt:

Potassium thiosulfate pricing was down to \$700/st FOB Terre Haute, below the prior \$730/st FOB level.

Western Cornbelt:

Potassium thiosulfate is now reportedly being offered in the Iowa market at a price of \$700/st FOB Waterloo.

California:

Potassium thiosulfate slipped to \$700/st FOB Sacramento for the latest offers, down \$10/st from last report.

| NPSZ | 9/29/2023 | Last Week | Year Ago |
|----------------------------|-------------|-------------|-------------|
| Cornbelt | 645-730 | 680-730 | 850-885 |
| Pacific Northwest DEL | 740-750 | 740-750 | 900 |
| Potassium Sulfate | 9/29/2023 | Last Week | Year Ago |
| Southeast | 650 | 650 | 930 |
| California | 630-650 | 630-650 | 1,000-1,010 |
| Pacific Northwest | 665-735 | 665-715 | 990 |
| Eastern Canada mt CAD | 1,200-1,273 | 1,200-1,273 | 1,375-1,400 |
| SOP Magnesia | 9/29/2023 | Last Week | Year Ago |
| Carlsbad, NM (posted) | 290-330 | 290-330 | 480-540 |
| Carlsbad, NM OMRI (posted) | 365-395 | 365-395 | 555-590 |
| California | 505-520 | 505-520 | 645 |
| Pacific Northwest | 430-440 | 430 | 670 |
| Eastern Canada mt CAD | 615-655 | 615-655 | 950-1,035 |
| Potassium Nitrate | 9/29/2023 | Last Week | Year Ago |
| California | 1,235-1,360 | 1,285-1,410 | 1,430-1,555 |
| Potassium Thiosulfate | 7/28/2023 | Last Week | Year Ago |
| Eastern Cornbelt FOB | 700 | 730 | 780 |
| California | 700 | 710 | 780 |

NA: Prices not available or obtainable in the reporting period.

See pricing notations on <https://fertilizerpricing.com/about/pricing-notations/>

CROPS/WEATHER

Eastern Cornbelt:

Scattered showers were reported in all three states at midweek, but dry weather was on tap for the weekend, along with highs in the 70s and 80s.

The harvest of corn and soybeans was off to a slow start in the region, with progress trailing the five-year average. Illinois growers had 6-10% of the corn and soybeans harvested by Sept. 24, compared with 7% in Indiana, 2-3% in Ohio, and 1-2% in Michigan.

Ohio continued to report the best crop conditions, with 68-72% of the corn and beans rated as good or excellent, compared with 63% in Indiana, 60-61% in Illinois, and 49-56% in Michigan.

Western Cornbelt:

The Western Cornbelt was bracing for a heat wave over the coming weekend, with highs expected to reach the upper-80s and low-90s across eastern Nebraska, western Iowa, and northern Missouri. Forecasts warned of record highs for some locations, with the heat expected to roll over into Monday, Oct. 2.

While not helpful for the region's ongoing drought, the hot, dry conditions made for great harvest weather. Missouri's corn harvest was 28% complete by Sept. 24, compared with 15% in Nebraska and 9% in Iowa, while the soybean harvest had progressed to 11-14% complete in Iowa and Nebraska and 4% in Missouri. Some 45-50% of the corn and beans in Iowa and Nebraska were rated as good or excellent, ahead of Missouri's 33-44%.

Nebraska growers also had 6% of the sorghum harvested by Sept. 24, with 63% of the acreage rated as good or excellent. Missouri's rice crop was 27% harvested by that date, while the Missouri cotton harvest was just 2% complete, with 64% of the crop rated as good or excellent.

California:

The week began with a Pacific system that brought heavy rain to coastal areas of Northern California, with more than two inches reported in Crescent City and Eureka but just a trace of precipitation farther south in Sacramento and San Francisco. Southern California was missed entirely by the storm.

Crops continued to benefit from this year's plentiful moisture. Fully 95% of California's cotton was rated as good or excellent on Sept. 24, compared with 71% in Arizona. The cotton harvest had yet to start in California, but 10% of the state's rice crop was in the bin by that date.

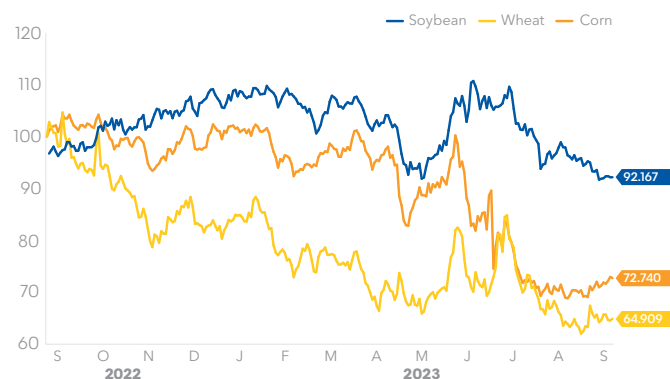
Pacific Northwest:

A powerful Pacific weather system dropped heavy rain across Portland and parts of Washington during the week, with rainfall totals expected to top three inches in some coastal locations and up to two inches inland.

Highs in the 60s and low-70s were common across Idaho and Montana during the week, but cooler temperatures and an increased chance of rainfall were on tap for the coming weekend.

Idaho's sugar beet harvest was 6% complete by Sept. 24, while the harvest of spring wheat and barley had progressed to 93-94% complete in Idaho, 95% in Montana, and 99% in Washington. The region's potato harvest was underway, with progress estimated at 24% complete in Idaho, 51% in Washington, and 52% in Oregon.

Corn, Wheat, Soybean Index



Source: Chicago Board of Trade

Corn (USD/bu)



Source: Chicago Board of Trade

Wheat (USD/bu)



Source: Chicago Board of Trade

Soybean (USD/bu)



Source: Chicago Board of Trade

CROPS/WEATHER

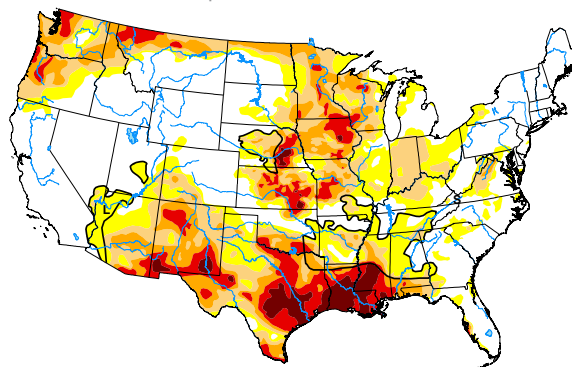
Western Canada:

Harvest was progressing rapidly in Western Canada in late September, with Manitoba's overall progress estimated at 76% complete by Sept. 27, ahead of the 64% five-year average. Manitoba's spring cereal crops were 97-98% harvested, while the canola harvest was 78% complete in the province.

Alberta's harvest was 65% complete as of Sept. 19. Saskatchewan's harvest was 82% complete as of Sept. 21, well ahead of the 64% five-year average, with 65% of the canola crop in the bin, along with 79% of the oats, 94% of the durum, 87% of the chickpeas, 88-94% of the spring wheat and barley, 47% of the soybeans, and 39% of the flax.

US Drought Monitor

September 26, 2023



(Click to view animation)

Source: The National Drought Mitigation Center

INDICATORS

TRANSPORTATION

US Gulf:

Reverse head conditions blocked Harvey Lock navigation during the week. Travel through the site has been unavailable since June. Repairs to the BNSF Bridge at Morgan City, La., were scheduled to wrap up on Sept. 25.

Brazos Lock repairs underway through Nov. 29 shut the site to navigation daily between 7:00 a.m. and 7:00 p.m., resulting in waits up to 37 hours for the week. Slow-travel warnings were expected to remain in place through Nov. 30 at Bayou Chene due to dredging.

Algiers Lock side gate repairs are slated to run from Oct. 2 through Dec. 1, with delays of up to 24 hours or more expected. Guidewall work at Bayou Sorrel Lock necessitated daily shutdowns from 7:00 a.m. to 4:00 p.m. during the week, with waits noted up to seven hours, down from 24 hours at last report. The project is scheduled to continue into March 2024.

Port Allen Lock delays ran up to nine hours, while boats waited 13 hours to transit Industrial Lock. Algiers lock travel was reported in the 4-14 hour range for the week.

Mississippi River:

Low water levels continued to slow travel on the Lower Mississippi River. Tows moving upriver between the Gulf and Cairo, Ill., saw loading capacities reduced by 25-30%, while loading weights for southbound tows were cut by a reported 20-25%. River depths were rumored at nine feet in some locations.

Maximum barge counts were reduced by 15-40% between Cairo and the Gulf, depending on horsepower. Deliveries were delayed by 48-72 hours as a result.

Draft limits were noted at 5-10% on travel between St. Louis and Cairo, improving from the prior week's 15%, but maximum drafts were slashed by 30-35% through the St. Louis harbor, a sharp increase from 15% one week earlier. Towing widths were restricted to four barges between St. Louis and Cairo, reducing towing capacity by an additional 20%.

The river gauge at Vicksburg, Miss., returned a low-stage 2.11-foot reading on Sept. 28, while levels at Memphis, Tenn., stood at a low-stage (-)10.62 feet. Memphis was projected to fall to the (-)10.80-foot mark on Sept. 30, matching that gauge's 2022 low. St. Louis depths were (-)1.38 feet at midweek, up slightly from the week-ago (-)1.96 feet.

Dredging was reported underway at Miles 792, 756, 742, 738, and 486 on the lower river. Sources noted channel work at Mile 1.2 of the upper river.

Navigation will be unavailable through the lower river's Mile 63 on Sept. 28-30, between 6:00 a.m. and 6:00 p.m. daily. Pipeline removal was projected to block daytime traffic at Mile 2 on Sept. 28.

The upper river is due to begin shutting down for the winter navigation season on Dec. 5, while locks are tentatively set to begin reopening for spring travel on March 5, 2024. Final departures from NOLA were likely to conclude during the first week of October for cargos traveling to Clinton, Iowa, or above, while barges headed to points south of Clinton will continue releases through the third week of October.

Locks 18-27 are currently scheduled to remain open throughout the winter season.

Dry Fertilizer Barge Rates (USD/st)

| | 9/29/2023 | Last Week |
|-------------------|-------------|-------------|
| Memphis, TN | 18.50-19.00 | 18.50-19.00 |
| St. Louis, MO | 20.00 | 20.00 |
| Peoria, IL | 27.00-28.50 | 27.00-28.50 |
| Cincinnati, OH | 30.00 | 30.00 |
| St. Paul, MN | 33.00 | 33.00 |
| Catoosa/Inola, OK | 36.00 | 36.00 |

NOLA origination contract

Source: Green Markets © Bloomberg L.P.

Illinois River:

Low water levels slowed travel on the Illinois Waterway, while barge loads were reduced by a reported 5-10%. Wickets remained up at Peoria Lock and LaGrange Lock, forcing tows to lock through both locations.

A long-term Illinois River repair project that started in June was on track to conclude on Sept. 30, sources said. The project, encompassing Brandon Road Lock, Dresden Island Lock, and Marseilles Lock, has prevented commercial use of the river for the last four months. Lockages through Marseilles resumed ahead of scheduled on Sept. 27, according to Corps records, while Brandon Road and Dresden Island remained offline on Sept. 28.

Ohio River:

Ongoing low-water issues restricted loadings on the Ohio River by 10-15% during the week, sources noted. Reports previously put maximum drafts at 10-10.5 feet in the waterway, depending on location. Monongahela drafts continued at a maximum 8.5 feet.

Dredging was extended through Oct. 10 at Miles 967-975, more than two weeks beyond the previously scheduled Sept. 24 end. Southbound boats were permitted to pass the area during daytime hours, while tows moving upriver transited overnight.

The main chamber at John T. Myers Lock is closed through Nov. 17 for repairs and maintenance, forcing detours through the auxiliary chamber. Corps data showed wait times in the 38-58 hour range during the week.

The main chamber at Montgomery Lock returned from a closure on Sept. 25. Shortly after the main chamber reopened, the secondary chamber entered a shutdown slated to run through Oct. 17. The main chamber will see additional closures on Oct. 17-Nov. 22 and Nov. 26-Dec. 22, while the secondary chamber is due to shut once more on Nov. 22-26.

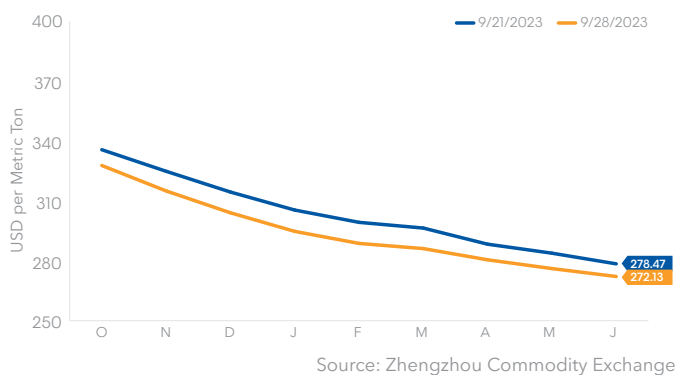
The Smithland Lock land chamber was noted offline for repairs through Oct. 21, while the site's river chamber is scheduled to close on Oct. 22-Nov. 20. Southbound lockages at Smithland were required to utilize an assist boat during the week due to strong outflows.

The Tennessee River's Kentucky Lock was closed to daytime traffic on Sept. 18-28, prompting delays up to 13 hours.

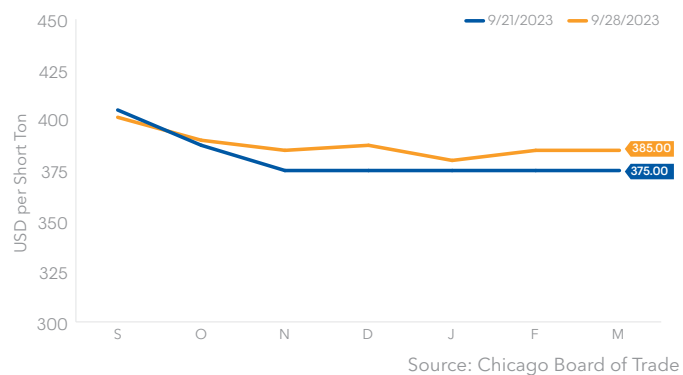
INDICATORS

FUTURES CONTRACTS

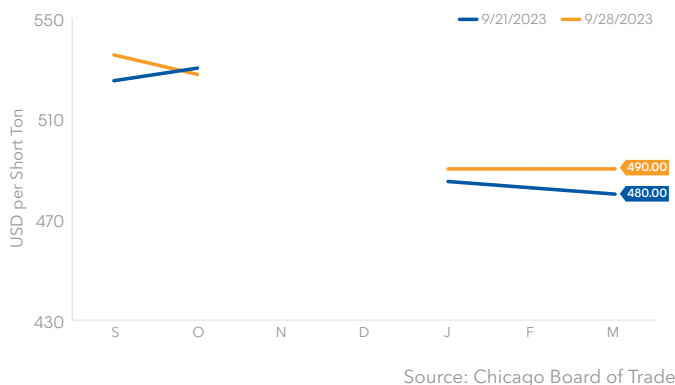
Zhengzhou (China) Commodity Exchange Urea



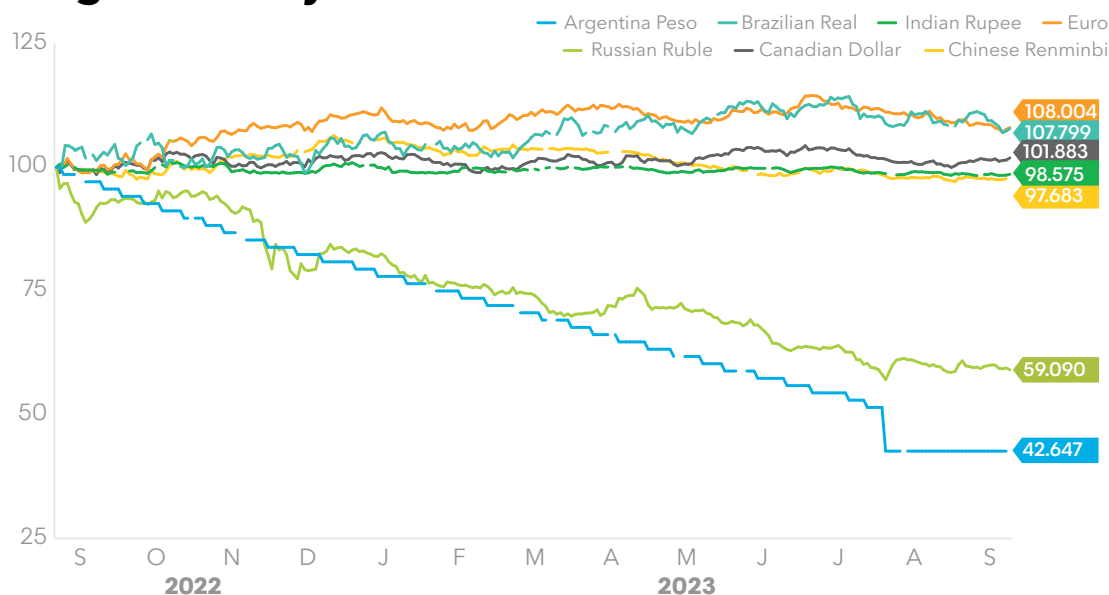
CBOT NOLA Urea (Granular)



CBOT DAP FOB NOLA



Foreign Currency Trends vs. US Dollar

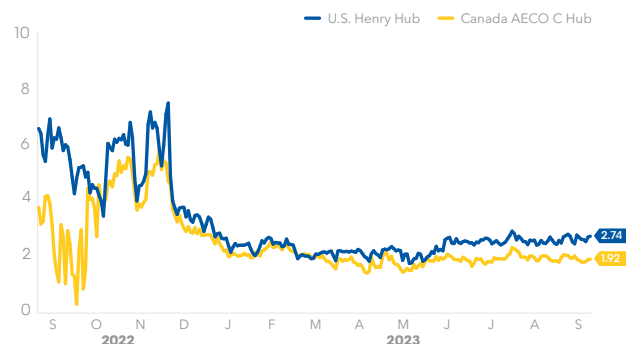


INDICATORS

SIGNALS

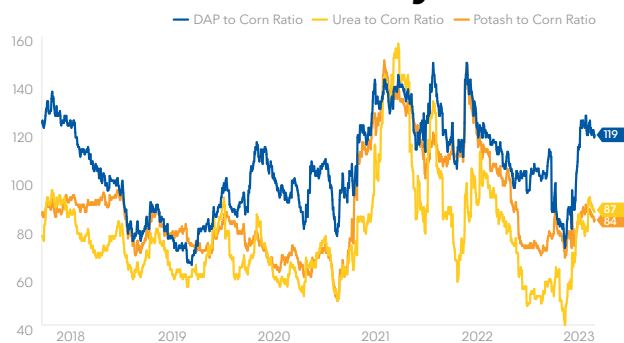
Global Fertilizer Valuation
Peer Group

Source: Bloomberg Intelligence

Natural Gas Spot Prices
(USD/M Btu)

Source: Bloomberg

Fertilizer Affordability (bu./MT)



Source: Bloomberg Intelligence

Green Markets Fertilizer Index



Source: Green Markets © Bloomberg L.P.

The *Green Markets Weekly North America Fertilizer Price Index* is constructed using the fertilizer benchmark prices of US Gulf Coast Urea, US Cornbelt Potash, and NOLA Barge DAP.

The index is value weighted based on the annual global demand of each nutrient. For current year pricing, we use fertilizer demand forecasts from *Green Markets Research*. The index has a starting date of January 7, 2002, and an associated starting value of 100.

WTI Crude (USD/barrel)



Source: New York Mercantile Exchange

INDICATORS

EARNINGS

Low Prices, Delayed Purchases Impact OCP's 2Q

Morocco's OCP Group SA on Sept. 27 reported an 82% slump in EBITDA for the second quarter ending June 30, 2023, to MAD2.99 billion (\$297 million), down from last year's MAD16.48 billion (\$1.67 billion).

Revenue was down 37% year-over-year, to MAD19.28 billion (\$1.92 billion) from MAD30.69 billion (\$3.09 billion). Revenue was in line with the group's preliminary results released at the end of August (*GM* Sept. 1, p. 25).

Six-month EBITDA declined 73%, to MAD7.67 billion (\$752 million) from the year-ago MAD28.08 billion (\$2.89 billion), while six-month revenue fell by 33%, to MAD37.56 billion (\$3.70 billion) from MAD56.02 billion (\$5.76 billion).

OCP Group Chairman and CEO Mostafa Terrab cited several factors for the downturn, including a significant decrease in prices across the group's product portfolio following the exceptional conditions of 2022. Terrab also said delayed purchases impacted sales, particularly for phosphate rock and phosphoric acid.

OCP's fertilizer revenues for the first half of the year were 27% lower in local currency compared with the same prior-year period. The group said lower fertilizer prices were partially offset by increased export volumes, sustained by improved global demand in contrast to the first half of 2022.

Six-month fertilizer sales were 4% lower year-over-year, at 4.3 million mt from the year-ago 4.5 million mt. Six-month revenues for the group's phosphate rock segment declined 38%, while phosphoric acid revenues fell 61% year-over-year when measured in local currency.

Regarding the third quarter to date, Terrab said improved pricing amid stronger demand has resulted in a sequential pick-up in the group's performance compared to the second quarter.

"In several importing regions the low stock-to-use ratios, reduced fertilizer application due to the exceptionally high prices in 2022, together with improved affordability for farmers indicates a sustained uptick in demand as we progress into the fourth quarter, building upon the recovery experienced in the third quarter," he said.

OCP suffered no damage to any of its facilities or mining operations from the earthquake that hit the mountainous Al Haouz province of Morocco on Sept. 8, killing approximately 3,000 people and injuring at least 5,530 more (*GM* Sept. 15, p. 1). OCP also suffered virtually no disruption to production, and all personnel at the group's facilities were reported safe.

Revenue by Product (US\$ million)

| Product | 1H-2023 | 1H-2022 | % change |
|-----------------|---------|---------|----------|
| Phosphate Rock | 537 | 897 | (40) |
| Phosphoric Acid | 256 | 692 | (63) |
| Fertilizers | 2,555 | 3,659 | (30) |

Fertilizer Sales by Product

| Product | 1H-2023 | 1H-2022 |
|-------------------------------------|---------|---------|
| Total Fertilizer Sales (million mt) | 4.3 | 4.5 |
| TSP | 15% | 14% |
| NPS/NPK | 23% | 31% |
| DAP/MAP | 62% | 56% |

ALERTS

Yara, John Deere Partner on Precision Ag

Yara International ASA and German-based John Deere Walldorf GmbH & Co. reported on Sept. 26 that they have joined forces to launch a partnership that will combine Yara's agronomic expertise with John Deere's precision technology and advanced machinery.

The companies said the partnership will enable farmers to increase yields and optimize fertilizer use, helping them contribute to the ambition of the European Union's Farm to Fork Strategy. The new connectivity will be piloted from spring 2024 to a group of farmers in Germany, France, and the UK.

Yara's Atfarm platform uses the company's proprietary optimized index, which enables farmers to monitor the biomass development of their crops and nitrogen uptake throughout the season and access field-specific variable rate application maps. The partners said this data can be seamlessly shared as a WorkPlan with the John Deere Operations Center™. Farmers can add operational details and wirelessly synchronize the plans, including prescriptions, to any machine featuring the John Deere Gen4 or Gen5 Display.

In addition, Yara and John Deere will continue to collaborate on additional opportunities to further improve nutrient use efficiency for farmers. They said initial trials show that farmers can achieve up to 7% yield increase while securing up to 14% nitrogen savings in fertilizer use.

AGCO Boosts Farm Tech Assets with Trimble Deal

AGCO Corp., one of the world's largest tractor makers, will acquire technology assets from Trimble Inc. for \$2 billion to boost its offerings in the precision agriculture market.

Under the deal announced by both companies on Sept. 28, Trimble will carve out its agricultural tech business and turn it into a standalone joint venture, with AGCO owning 85% and Trimble owning 15%.

The move could help make AGCO, whose brands include Fendt and Massey Ferguson, a more serious competitor to Deere & Co., the global leader in precision farming.

"This new entity will create the best mixed-fleet experience across all brands and hundreds of OEMs so farmers can get what they need," AGCO CEO Eric Hansotia said in an interview with *Bloomberg*, referring to original equipment manufacturers.

Genesis Announces Tisdale Open House

Saskatoon-based Genesis Fertilizer LP has announced plans for an open house Oct. 4 in Tisdale, Sask., where it plans to make a special announcement at a site on Highway 3 across from the Canalta Hotel. Local dignitaries have been invited and lunch will be served.

The company has been eyeing a site in Tisdale for a future fertilizer distribution center (*GM* Sept. 8, p. 1) or "SuperCenter." Genesis said earlier that it planned to host an open house in Tisdale following the 2023 harvest season, providing farmers an opportunity to engage with the company's leadership team and agri-business experts, to deepen their understanding of the project.

If completed, this would be one of seven "SuperCenters" that Genesis has planned for Western Canada. The first was in Belle Plaine, Sask. (*GM* June 11, 2021; Feb. 3, 2017). Genesis plans to give open house attendees an update on its proposed Belle Plaine urea plant and distribution network.

Genesis reported that its management has been active over the last quarter, holding meetings and negotiations with property owners at preferred SuperCenter locations. In addition to the recent Tisdale announcement, the company said it has an option to purchase land in Wrentham, Alta.; has updated a previous agreement to locate the Peace Country SuperCenter east of Rycroft, Alta., on the Canadian National Rail Line; is continuing negotiations for a SuperCenter in Unity, Sask.; and is reviewing key locations in south central Manitoba.

US Firm Plans Congo Methane, Urea Project

Winds Exploration and Production LLC, a Houston-based company, said it plans to start building a \$300 million power and fertilizer complex in a year's time using methane trapped under the Democratic Republic of Congo's Lake Kivu, which straddles Congo's border with Rwanda, according to a *Bloomberg* report.

The plan, which Winds still needs to finance, tackles two problems - providing electricity to one of the world's least electrified nations and gradually removing gas that is at risk of escaping and asphyxiating people and animals in a densely populated area.

The methane and carbon dioxide trapped under the lake, estimated at 66 billion and 300 billion normal cubic meters, respectively, has long been considered a threat. A so-called limnic eruption at Lake Nyos in Cameroon in 1986 led to the suffocation of more than 1,700 people and twice as many livestock as a gas cloud spread 16 miles from the water body.

"We are investing to ensure that the lake is safe for residents, capture the CO2 and methane rather than flare them, and convert them to urea and electricity," the company said in response to questions.

The plan, which comes after Winds signed a production sharing agreement with the government this month, will see \$80 million spent on a gas extraction plant, \$20 million on a power facility, and \$200 million on an operation to produce urea fertilizer. Total investment could ultimately rise to \$500 million when a pipeline is built to supply methane to local industries and the carbon dioxide is converted into chemicals.

The venture would be the first new, large-scale hydrocarbon project in Congo in decades and is part of a controversial tender for 30 oil and gas blocks throughout the country. A second company that signed a production sharing agreement this month, Canada's Alfajiri Energy Corp., didn't respond to multiple requests for comment.

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Both companies have faced scrutiny from environmental organizations for their lack of experience and track records in the industry. Rainforest Foundation UK called for more transparency from the companies and government about their projects.

"This opaque selloff of fossil fuel concessions just three months before presidential elections are due in the Democratic Republic of Congo raises serious questions about who really stands to benefit," Joe Eisen, Executive Director of Rainforest Foundation UK said in a statement, in which he urged Congo to instead focus on renewable energy.

Electricity production from methane is part of Congo's plan to expand energy access to almost a third of its population by 2030 from about 10%. Lake Kivu contains enough methane to generate an estimated 700 megawatts of electricity for more than 50 years. Congo's installed generation capacity is about 2,500 megawatts.

Rwanda has been exploiting the fuel to produce electricity on its side of the lake for several years. Symbion Power, which developed two of the Rwandan projects, is planning a 60-megawatt gas-to-power project on Congo's Makelele block, at a cost of more than \$300 million. The New York-based company is still negotiating its agreement, CEO and Chairman Paul Hinks told *Bloomberg* this week.

The methane production sharing agreements are Congo's first under its most recent hydrocarbons law, which has slowed the process, according to the government. Winds described its agreement as "unconventional" and said it had convinced the government that, given the nature of its project, it should not have to pay a signature bonus.

"The position of government was that they are new to this and therefore willing to keep an open mind to negotiate the areas and aspects of oil and gas transactions not completely covered by the existing framework," the company said.

The venture is 80% controlled by the company's Congo affiliate, Winds E&P Sarl, with the rest belonging to state-owned Sonahydroc Sarl. Congo's oil ministry didn't respond to requests for comment.

First Phosphate, American Battery Ink MOU

Junior miner First Phosphate Corp., Saguenay, Quebec, on Sept. 13 announced that it has entered into an agreement with Utah's American Battery Factory Inc. to support production of up to 40,000 mt/y of fully North American manufactured lithium iron phosphate (LFP) cathode active material (CAM). The initiative aims to bring production of LFP batteries for the battery storage sector to North America.

The company said mutually beneficial arrangements have been agreed upon, and the parties intend to enter into a definitive agreement governing its customer-supplier relationship once First Phosphate and ABF are able to source an established LFP technology partner to work with the companies to service ABF's LFP CAM production needs in North America.

ABF projects sustained annual demand for LFP CAM starting in 2026 and achieving up to 40,000 mt of annual LFP CAM requirement by 2028 at its first planned LFP battery manufacturing facility in Tucson, Ariz.

ABF intends to construct several other LFP battery manufacturing facilities across North America, each of which should require a similar amount of LFP CAM.

The two companies intend to cooperate in the development of an LFP battery ecosystem in North America and to consider the possibility of locating certain facilities at the Port of Saguenay, Quebec.

Gensource Announces Private Placement

Junior miner Gensource Potash Corp., Saskatoon, on Sept. 28 announced a proposed best efforts, non-brokered private placement for gross proceeds of up to C\$700,000. The offering will consist of up to 4,666,666 units of the company at a price of \$0.15 per unit for gross proceeds of up to \$700,000.

Each unit shall consist of one common share in the capital stock of the company and one common share purchase warrant of the company. The warrants will be exercisable for one common share at an exercise price of \$0.30 per warrant share for a period of 24 months following the date of issuance.

Gensource intends to use the net proceeds from the sale of the units to complete fieldwork on its Tugaskie Potash Project, which is south of Saskatoon, and general working capital purposes.

Russian N Production Up, Potash Down in 2023

Russia is expected to increase its nitrogen fertilizer production this year by 8.5%, to 12.8 million mt in 100% nutrient equivalent, up from 11.803 million mt in 2022, according to an *Interfax* report, citing a Sept. 22 forecast by the country's Economic Development Ministry.

Production of phosphate fertilizer is forecast to increase by 1.9%, to 4.445 million mt, up from 4.363 million mt last year. But production of potash fertilizer is expected to fall 2.1% year-over-year, to 7.13 million mt from 7.285 million mt in 2022.

Russia produced 14.53 million mt of fertilizers in the first seven months of 2023, up 2.4% from the same period last year (*GM* Aug. 25, p. 30), with nitrogen fertilizer output increasing nearly 4.7% in that period, to 7.3 million mt. Ammonia production fell nearly 2% year-over-year, however, to 9.9 million mt.

Potash fertilizer output for the seven-month period fell 0.6% year-over-year, to 4.6 million mt, while phosphate fertilizer production rose 1.3%, to 2.6 million mt.

Exchange Rate Premium on Export Duties Starts Oct. 1

Russia's additional tariffs linked to the rouble-US dollar exchange rate on exports of most fertilizer products will run from Oct. 1 to the end of 2024, according to Russian media reports, citing a Russian government statement. The tariffs also apply to exports of metals, iron ore, and pig iron, among certain other commodities (*GM* Sept. 22, p. 27; Sept. 1, p. 26).

The new basic ad valorem rate of 7% of the customs value was implemented on most fertilizer exports on Sept. 1 (*GM* Sept. 8, p. 25).

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Belarus Reiterates Potash Export Target for 2023

Belarusian state-owned Belaruskali has exported 6.5 million mt of potash so far this year, according to Belaruskali Director General Ivan Golovaty, as cited by the state-run news agency *BelTA* on Sept. 25.

Golovaty said Belaruskali was operating at 80% of capacity, and Belarus continues to target the export of "at least 8 million mt" of potash in 2023. Russian Transport Minister Vitaly Savelyev in June said transshipments of Belarusian potash through Russian ports could increase to 8.4 million mt in 2023, up from 3 million mt in 2022 (*GM* June 23, p. 29).

Belarusian First Deputy Prime Minister Nikolai Snopkov, as cited by *BelTA*, in July reiterated the country's plans to export 8 million mt of potash this year (*GM* July 21, p. 1). According to Snopkov, as of mid-June more than 4 million mt of Belarusian potash had been transported via Russian ports since the start of 2023.

Belaruskali has also increased its exports to China by rail since sanctions were implemented. Belarus railed more than 1 million mt of potash to China in 2022, according to an *Interfax* report in January, citing Belarus Transport and Communications Minister Alexey Avramenko (*GM* Jan. 6, p. 28).

However, according to *Green Markets'* calculations, global potash imports from Belarus this year through to the end of July (latest data available) were only some 3.5 million mt, equal to last year's level.

Orlen CEO Says Anwil N Plant Ready by Spring

Polish energy group Orlen SA expects fertilizer subsidiary Anwil SA to have larger volumes of nitrogen fertilizers available for the spring 2024 fertilizer season following the completion of its new nitrogen fertilizer plant in Włocławek in Central Poland, according to a Sept. 27 press release on Anwil's website.

Daniel Obajtek, Orlen CEO and President of the Management Board, said the new facility is at the "final stage of building," and will limit the reliance on fertilizer imports and strengthen Poland's food security. The plant is being constructed adjacent to Anwil's two existing fertilizer production facilities, and was 97% complete in June (*GM* June 23, p. 30).

When fully operational, the new plant will increase Anwil's fertilizer production capacity by roughly 50%, to 1,461,000 mt/y, adding four additional products to its portfolio, including ammonium nitrate (AN), ammonium sulfate nitrate, AN with sulfur, and CAN with magnesium.

Obajtek also reiterated Orlen's interest in acquiring Grupa Azoty's Zakłady Azotowe Puławy subsidiary and said an economic analysis of the potential acquisition is ongoing, according to a *Polish News Agency* report. The analysis is expected to be completed by the end of this year.

Orlen and Azoty signed a cooperation and non-disclosure agreement in early June for the potential acquisition of the business unit (*GM* June 9, p. 1). Puławy is Azoty's most profitable subsidiary, and its production includes ammonium nitrate and urea, as well as caprolactam and melamine.

Obajtek said the consolidation of Poland's fertilizer producers is necessary, and he believes it will result in numerous synergies and "pay off in stabilization of prices."

Azoty Estimates Cost of Kędzierzyn Unit Failure

Polish fertilizer and chemicals producer Grupa Azoty SA reported the preliminary estimated cost of the failure of the ammonia plant at its Zakłady Azotowe Kędzierzyn S.A. subsidiary early this month at about Pln20 million (approximately \$4.59 million at current exchange rates), according to Sept. 25 market filing by the group.

The ammonia unit suffered an overheating incident in its boiler system, halting operations on the evening of Sept. 5 (*GM* Sept. 8, p. 25). As a result, the production of fertilizers, nitric acid, UAN, urea, and OXO alcohols were temporarily stopped at Kędzierzyn.

Test production of the nitric acid unit was scheduled to resume between Sept. 25 and Oct. 1, followed by the test production of fertilizers, Azoty said in this week's market filing.

Morocco's Agri Trade Maroc Gets Equity Injection

A Moroccan private equity firm has acquired equity stakes in Moroccan fertilizer and agrichemicals distribution company Agri Trade Maroc SA (ATM).

Casablanca-based CDG Invest Growth (CIG) acquired the stakes in ATM through Morocco's Capmezzanine III Fund, according to a *Morocco World News* report, citing a company statement. No details on the size of the shareholdings or the amount of equity participation were disclosed.

"ATM is a prominent player in the fertilizer distribution industry in Morocco, and will leverage the capital injection to bolster its activities in conventional and specialized fertilizers, enhance its market share, and pave the way for the establishment of a dedicated 'Made-in-Morocco' fertilizer marketing platform in Africa," the company said.

ATM Chairperson Nadia Tarari, as cited by the report, said the capital injection will provide necessary funding for planned expansions by the company within Morocco and into other regions in Africa, "where it aspires to establish a stronger presence."

The capital investment will enable ATM to proceed with its investment projects, upgrade its infrastructure, and upskill its teams, according to ATM General Manager Abdelkbir Moutawakkil.

Sipchem Eyes Blue NH3 Plant in Saudi Arabia

Sahara International Petrochemical (Sipchem) has received approval from the Ministry of Energy for feedstock allocation to set up a blue ammonia plant with a capacity of 1.2 million mt/y. The plant is to be located in Jubail Industrial City in Saudi Arabia.

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Uterra to Invest in UAE Organic Plant

Uterra Middle East Agro Industries, a unit of multinational UniPax Investment Group, is investing \$20 million in the next three years for the construction and development of Ras Al Khaimah's first organic soil fertilizer project.

Uterra has acquired land in the Al Ghail Industrial Zone in the UAE to build the new facility, which will produce micro-biological organic fertilizer.

In addition, the project will carry out research and scientific work on the creation of unique methods of cultivating plants, including medicinal and valuable fungi, as well as to farm fruits, vegetables and berries, both indoors and outdoors, and conduct organic animal husbandry.

Uterra said it aims to produce and implement highly efficient and profitable organic fertilizers in both the UAE and in global markets and ensure that residents of the region have access to sufficient quantities of high-quality, environment-friendly products.

The company said the "uTerra" branded products will be developed without the use of pesticides. Additionally, it said they will have no harmful chemicals and genetically modified organisms (GMOs), promoting natural and healthy food sources. This will not only positively affect people's health, the company said, but also reduce depletion of valuable soil resources.

Sale of Foskor Stake Still on Table

South Africa's state-owned Industrial Development Corp. (IDC), which has a majority stake in the country's phosphate and granular fertilizer producer Foskor, still plans on "selling down" its interest in the company, according to IDC CEO Tshokolo Petrus (TP) Nchocho in a Sept. 26 interview with the *Daily Maverick*.

An earlier attempt to sell a major stake in the company to an international investor collapsed due to market uncertainty in mid-2022 after Russia's invasion of Ukraine. Nchocho expects to revisit a sale within the next 6-12 months and this may include the placement of the company on the Johannesburg Stock Exchange.

The CEO told the paper the company was best in the hands of an industrial parent and that it requires capital on an ongoing basis like any capital-intensive business. A positive is that Foskor posted a R2.8 billion (\$148.5 million) profit for the year ending March 31, 2023, reportedly its first profit since 2012.

Maire, Macquarie Ink MOU for Energy Projects

Maire SpA's project development subsidiary, MET Development, has inked a Memorandum of Understanding with Macquarie Capital, part of the Sydney-based Macquarie Group, to set up a new platform aimed at developing, constructing, and operating energy transition projects in Italy and Europe, including green or low carbon fertilizer projects.

The two parties have agreed to work together to launch the platform, which is intended to act through a newly incorporated company controlled by Macquarie Capital with 80% of the shareholding, according to a joint press release from MET, Maire, and Macquarie.

The platform is expected to focus on key sectors ranging from the chemical recycling of waste to produce sustainable fuels and hydrogen, to all green or low carbon hydrogen and CO₂ capture solutions, including fertilizers.

Projects are likely to be based on a non-recourse capital structure, relying upon secured long-term supply contracts and offtake agreements, with Maire to act as technology provider and E&C contractor, leveraging Macquarie Capital's expertise in developing, financing, and managing infrastructure and energy assets, the two companies said.

Nepal, Malaysian Firm Partner on Fertilizer Plant

Nepal's Investment Board and Malaysia-based renewable energy company reNikola Holdings Sdn Bhd on Sept. 28 signed a Memorandum of Understanding (MOU) to prepare a detailed feasibility study for setting up a green ammonia and calcium ammonium nitrate (CAN) fertilizer plant in Nepal, the *Kathmandu Post* reported.

The location of the proposed project is Anbu Khaireni in the Tanahun district of central Nepal. Production capacities of 95,600 mt/y of green ammonia and 286,975 mt/y of green CAN are proposed, according to the report. The estimated cost of the project is put at \$260 million.

Green Ammonia Project Eyed in Northern Australia

Perth-based Allied Green Ammonia Pty Ltd. and Spanish global engineering company Técnicas Reunidas SA have signed a Project Development Agreement (PDA) to initiate the first phases of a green hydrogen and green ammonia production facility on the Gove Peninsula in the Northern Territory of Australia.

Allied Green said the Basic Engineering Design (BED) and Front-End Engineering Design (FEED) are to start shortly for the proposed plant, which is planned to produce 165,000 mt/y of green hydrogen which will be used to produce 912,000 mt of green ammonia annually.

The Australian company put the investment required for the project at an estimated \$8.5 billion. Negotiations are currently in progress with various entities, industrial companies, and investment funds, Allied Green said, including with the Northern Territory's northeast Arnhem Land's Gumatj indigenous people.

The company recently signed an MOU with Gumatj Corporation Ltd. "to move towards an agreement in developing the green hydrogen and green ammonia production facility near the township of Nhulunbuy on the Gove Peninsula."

If the negotiations are successful and financial closure reached, Técnicas Reunidas will start the next phases of detailed engineering, procurement, and construction management. Allied Green said the project will provide more than 2,000 direct and indirect jobs during construction and some 500 direct and indirect jobs once operational.

FEATURES

India, from page 1

Fertilizer junior Karnalyte Resources Inc. abruptly canceled plans to meet with its Indian Board Members as the governments of Canada and India trade barbs over the killing of a Sikh leader on Canadian soil. The Saskatoon-based company, which has floated plans for both a potash mine and nitrogen plant, counts two Indian executives and one Indian banker among its Board members.

"We were preparing to welcome our Board colleagues from India for a visit to Canada this week, but they cancelled their trip due to the tensions that arose and quickly escalated last week," Karnalyte's Interim CEO Danielle Favreau said in an email. "We hope to be able to reschedule their visit soon."

Gujarat State Fertilizers & Chemicals Ltd., one of India's largest fertilizer and industrial chemicals manufacturing companies, is also one of Karnalyte's largest shareholders. Should Karnalyte's proposed potash mine start producing, most of its output will go to the state-owned Indian firm.

Karnalyte's Chairman is Vishvesh Nanavaty, who is also Gujarat State Fertilizer's CFO, while Director Dilip Pathakjee works as a Senior Vice President for the Indian firm, according to the Canadian company's website. Another Karnalyte Board member, D.C. Anjaria, is from India and has international banking experience.

Karnalyte's long-proposed Wynyard Potash Project in Saskatchewan, which dates to at least 2011 (*GM* Feb. 14, 2011), would have Phase 1 production of 625,000 mt/y of granular potash, with two subsequent phases taking total production up to 2.125 million mt/y (*GM* Feb. 4, 2022). Karnalyte has also explored the development of a small-scale nitrogen project that would produce 700 mt/d of ammonia and 1,200 mt/d of urea, which would target independent fertilizer wholesalers in central Saskatchewan.

The diplomatic standoff threatens to further spill over into Canada's and India's economies. A proposed early-stage trade deal is in jeopardy, potentially hurting India's efforts to woo the West and serve as a supply-chain alternative to China. Indian students may start avoiding Canada for higher education after New Delhi issued a safety advisory for "anti-India" activities. This could affect a sector that brings in about C\$22 billion (\$16.3 billion) annually in revenues for Canada.

Both nations have already expelled senior diplomats from the other side in a tit-for-tat escalation. Canada plans to reduce embassy staff as security threats rise in the South Asian country, while New Delhi stopped issuing visas to Canadian citizens.

The Sikh community is but one part of vast and complex human and commercial ties between the two countries, encompassing hundreds of thousands of Indian students, a few billion dollars in bilateral trade, and significant Canadian investments in Indian businesses.

Canadian entities over the past decade have invested tens of billions of dollars in Indian public equities, real estate, and most recently green energy. Any slowdown in that momentum will come at a time when global foreign direct investment (FDI) flows are running low, especially in India.

Despite these concerns and the issue at Karnalyte, the conflict did not stop two new Canada-India business deals from happening this past week, according to *Bloomberg*.

Canadian private equity firm Brookfield Asset Management signed its second partnership with Indian renewable energy company Axis Energy Ventures to develop projects in the country for as much as \$845 million. The two will seek to provide clean energy solutions to a range of clients, including government entities, corporations, and green hydrogen producers, the companies said in a joint Sept. 28 statement. Axis will put its existing projects in the new venture, while Brookfield will provide the investment.

The two are counting on India's rapidly growing market for clean energy, as the fossil fuels-dependent economy seeks to meet its climate targets. The government's goal to expand green power capacity nearly three-fold, to 500 gigawatts by the end of this decade, has attracted investments from a range of overseas investors, including Brookfield, although the flow of capital must increase substantially for the nation's goals to materialize.

Brookfield said it already has more than 16 gigawatts of renewable projects in operation or in the works in India. It had collaborated with Hyderabad, India-based Axis previously to develop 1.8 gigawatts of solar and wind assets.

In addition, India's Uno Minda Ltd. reported on Sept. 28 that it raised its stake in joint venture Minda Westport Technologies, from 50% to 76%. The JV with Vancouver-based Westport Fuel Systems will make hydrogen components. West Fuel makes fuel systems and components that allow engines to run on gaseous forms of fuel such as CNG, LNG, and LPG, rather than liquid petroleum.

Bunge, from page 1

The \$8.2 billion deal to create an agricultural trading giant is of "significant national interest in Canada's transportation sector and the broader supply chain," as both companies hold ownership interests in port terminals throughout the country, said Pablo Rodriguez, Canada's Minister of Transport, in a Sept. 26 statement.

The transaction will be scrutinized under the mergers and acquisitions provisions of the Canada Transportation Act and has a completion deadline of June 2. "Healthy competition in the transportation sector is necessary to ensure fair pricing and access for users, especially for Canadian farmers," said Rodriguez.

Transport Canada has up to 250 days, or until June 2, 2024, to complete the public interest assessment. The two companies had anticipated the deal would close in mid-2024 subject to regulatory approvals and approval by Bunge shareholders. Bunge shares were down 1.56% in New York at close on Sept. 26.

Bunge's global holdings include 56 crush plants with a total crushing capacity of 57 million mt; 26 port terminals; 47 oil refineries; and 17 grain mills. Viterra markets 134 million mt of commodities from more than 270 storage facilities, with global holdings that include 15 crush plants with a total crushing capacity of 18 million mt; 29 port terminals; seven biodiesel plants; eight grain mills; and two sugar mills.

FEATURES

Shutdown, from page 1

USDA's Farm Service Agency (FSA), which makes direct loans benefiting small and midsize farm operations, is expected to be impacted. FSA loans, used to buy land, livestock, feed, equipment, and supplies, includes a loan program essentially guaranteeing up to 95% of a principal loan amount, though farmers apply for them through conventional lenders.

"Now is the time when farmers are harvesting their crops and they're seeking marketing loans, which allow them and assist them in ensuring that they get a decent price for their crop," Agriculture Secretary Tom Vilsack said on Sept. 25. "When we have a shutdown, farm service agency offices in virtually every county of this country shut down and those loans are not available."

Iowa Republican Sen. Chuck Grassley, who is pushing for more congressional progress on a five-year farm bill, said a shutdown would be particularly harmful with farm loans, WIC, and other USDA programs grinding to a halt.

"Government is supposed to be a service to the American people," said Grassley. Shutting it down "prevents us from offering those services, and every effort should be made to avoid that happening."

Vilsack said the impact would be immediate for WIC, which provides nutrition assistance for nearly 7 million pregnant and postpartum women, infants, and children. He said SNAP (Supplemental Nutrition Assistance Program) food assistance will continue, at least into October, but "there would be serious consequences to SNAP" if the shutdown extends longer than that.

Any shutdown would also add extra pressure to the end-of-year farm bill deadline. Vilsack warned that any technical assistance the USDA normally offers to legislators about the farm bill wouldn't be available during a shutdown because the department will have no staffing to provide that help.

Moreover, the Congressional Budget Office told lawmakers it will cease work on Oct. 10 without funding. That could cause big issues for the farm legislation, as agriculture lawmakers say they're already waiting for critical budget estimates they need to write the measure.

The funding for most major farm bill programs doesn't end until early 2024, but agriculture leaders in both chambers are still hoping the usually bipartisan farm bill won't be mired in the same controversy the House's funding bills are experiencing.

"We hold out hope" that lawmakers can pass a farm bill before the end of the year, said Rep. Pete Aguilar (D-Calif), Chairman of the House Democratic Caucus. "It's been a little delayed with this Republican chaos we're seeing. We're taking some calendar days away from the opportunity to work on a bipartisan farm bill."

Despite the normal bipartisan history of the farm bill, there is concern that there is not enough money to go around for both commodity-related programs that benefit farmers and climate and WIC/SNAP spending. As a result, there is speculation that the normal five-year bill may see only a one or two-year extension.

Brazil, from page 1

Advancement of the \$2.5 billion, 2.2 million mt/y project has been delayed to gain the approval of the Mura (*GM* Sept. 1, p. 27). Brazil Potash is a subsidiary of Canadian investment firm Forbes & Manhattan.

"Given the project's location in Amazonas State on land deforested by prior owners, it is particularly important this project is developed on a sustainable basis by ensuring key stakeholders' voices, such as the Mura, are heard and respected," said Adriano Espescht, Brazil Potash President.

"It is also important to note this project is of global importance as it will contribute meaningfully towards achieving global food security by ensuring farmers in Brazil, who export the highest net amount of agricultural goods globally, will have a secure domestic source of potash fertilizer," he added.

"The Autazes Potash Project has received unanimous support from the leaders of the Mura People in Autazes," said Jose Claudio dos Santos Pereira, Coordinator of the Mura Indigenous Council (CIM).

"For us, this is of great importance as it symbolizes the future and economic improvement of Autazes and the state of Amazonas," he continued. "However, it's crucial to emphasize that the Mura people understand that we are cooperating with federal justice, and we have no intention of opposing [the project]. We recognize that Institute of Environmental Protection of Amazonas (IPAAM) is the licensing authority and that they must carry on the process."

Brazil Potash said it still needs the National Foundation of Indigenous Peoples (FUNAI) to complete their review of the company's Indigenous Consultation Study (ECI), which is one of the last items needed prior to issuance of the Installation License required to start project construction. FUNAI is the Brazilian government's indigenous people's agency.

However, federal prosecutors based in Manaus maintain that the vote was not unanimous and that Mura community leaders were misled into signing minutes the company construed as an approval of the mine, according to a *Reuters* report. Prosecutors also said an August lower court ruling is in effect that suspended the mine's license, but this is disputed by Brazil Potash, which cited an earlier April ruling by a superior court approving a preliminary license as granted by IPAAM (*GM* April 14, p. 27).

"You have a few people who decided not to support the project, but they are by far the minority," Brazil Potash CEO Matt Simpson was quoted as saying in an interview with the news service.

The company said its project is not located on indigenous land, but it is within six miles of two indigenous reserves. Following International Labor 169 protocols, the Mura decided which tribes would be consulted, the consultation format, and vote support threshold. The company said the Mura consulted with 36 tribes ranging from those located close to the project to some over 45 miles away. More than 200 Mura participated in the vote, and the company said more than 60% approved the mine.

Brazil Potash said benefits to the Mura include direct employment, funding, and support to start new businesses that will contribute to the project and local communities, and the implementation of several initiatives to improve general well-being as determined by the Mura's well-being program.

FEATURES

Romania, from page 1

The producer on Sept. 25 reported that it recently concluded contracts for the purchase of natural gas, which will allow for the restart of one of its two ammonia units and the resumption of fertilizer production at 50% of total capacity at its Târgu Mureș production site.

Azomureș said its intention is to keep producing ammonia, finished product NPK, ammonium nitrate, and CAN as long as conditions permit. The company cautioned, however, that the volatility of gas and fertilizer markets is still at historic levels so the future is uncertain.

"The purchase of natural gas was made despite the continuous challenges we see in the structure of local energy markets, as well as the additional charges that have just been announced, which will certainly increase our costs," said Azomureș CEO Josh Zacharias.

Zacharias said the company believes ensuring fertilizer supplies for the next agricultural season (2023-2024) is "simply too important to be ignored" for the Romanian agricultural sector, "so it was time to act," he said.

Azomureș has two ammonia units, Ammonia III and Ammonia IV, and Ammonia III will be restarted. The company's total production capacity is 1.6 million mt/y, with 80-85% of output typically sold to the Romanian agricultural market.

Azomureș partially resumed production in late May/early June using imported ammonia (*GM* June 2, p. 27), but it is unclear how long production continued before it was halted. Ammonia production was suspended the previous summer due to soaring natural gas prices but Azomureș continued to produce fertilizers until the ammonia stock was depleted (*GM* June 24, 2022).

The Romanian producer's parent company, Swiss Group Ameropa AG, in July (*GM* July 28, p. 28) completed the full refinancing of its main Revolving Credit Facility (RCF) in Romania for the amount of €542 million (approximately \$600 million at then-current exchange rates). Ameropa said at the time the funds would be used to support the ongoing working capital needs of Ameropa-owned fertilizer companies in Romania, including Azomureș.

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PRICE QUOTES DO NOT REFLECT ACTUAL TRANSACTIONS, BUT REPRESENT CURRENT MARKET CONDITIONS AS PERCEIVED BY SELECTED BUYERS AND SELLERS.

Unless otherwise indicated, prices are based on large transactions, involving truckloads or larger volumes. All prices are net of discounts for volume, cash, or prompt payment, if such are offered.

Price spreads can be attributed to localized price differences or differing sizes of purchase.

All prices are listed in US dollars, on a spot, FOB basis at the producer's plant gate, terminal, or pipeline point unless otherwise indicated with the following:

- CFR:** Include transportation to the destination port.
- DEL:** Delivered prices include transportation costs to the retail dealer's premises or the nearest accessible railroad.
- DAF:** Delivered at frontier.
- CIF:** The seller arranges for carriage of goods to destination.
- FOCA:** The seller fulfils his obligation when goods are handed over, cleared for export into the charge of the carrier.
- Posted:** Prices posted at the manufacturing facility (producer) or mine location.
- Retail:** Retail prices. These quotes do not reflect actual transactions, but rather market conditions as perceived by selected dealers.
- M:** Price updated on a monthly basis.
- C:** Contract price.
- I:** Indicative. Typically assessed using FOB price plus freight to determine value.
- ST:** Short ton.
- MT:** Metric ton.
- LT:** Long ton.
- NA:** Prices not available or obtainable in the reporting period.
- CNY:** Chinese yuan.
- CAD:** Canadian dollar.
- EURO:** Currency of the Eurozone.
- BPL:** Bone phosphate of lime.

Regional definitions are:

- Cornbelt:** Ohio, Indiana, Illinois, Iowa, Missouri, Nebraska
- Eastern Cornbelt:** Ohio, Indiana, Illinois
- Western Cornbelt:** Iowa, Missouri, Nebraska
- Southern Plains:** Texas, Oklahoma, Kansas, New Mexico, Colorado
- South Central:** Mississippi, Kentucky, Tennessee, Arkansas, Louisiana
- Southeast:** Alabama, Florida, Georgia, South Carolina, North Carolina, Virginia
- Northeast:** Maryland, Delaware, Pennsylvania, New Jersey, New York, New England
- Northern Plains:** Minnesota, North Dakota, South Dakota
- Great Lakes:** Michigan, Wisconsin
- Pacific Northwest:** Washington, Oregon, Idaho, Utah, Wyoming, Montana
- Western Canada:** Manitoba, Saskatchewan, Alberta, British Columbia
- Eastern Canada:** Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island
- Northwest Europe:** Amsterdam, Belgium, Northwest Germany, Northwest France

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