ADVANCED TURF SOLUTIONS

U.S. Fertilizer Market Summary 9/8/2026

	9/4/26	Last Week	Year Ago
Urea US Gulf NOLA	420-449	406-427	401-410
DAP US Gulf NOLA	795	790-795	780-790
MAP US Gulf NOLA	790-795	775-785	790
Potash US Gulf NOLA	340-350	340-350	335-340

The U.S. fertilizer market entering September 2026 is defined by a late-summer price rally driven by soaring energy costs, tight raw material supplies, and geopolitical uncertainties in key shipping channels. Crop commodity prices (corn, wheat, and soybeans) experienced their largest monthly gain since 2012, boosting farmer sentiment and fall field preparation demand despite elevated application costs.

Urea

Key Factors Affecting Price

- **NOLA Barge Rally:** U.S. Gulf (NOLA) urea barge prices rose to **$420–$449/st FOB** in early September (up from $375–$405/st in mid-August), supported by strong prompt demand and rising replacement costs.
- **Firming Inland Terminal Prices:** Cornbelt terminal offers followed NOLA higher, climbing to **$475–$500/st FOB**. Western Canadian DEL offers firmed sharply to **C$825–$855/mt**.
- **Escalating European Production Costs:** European natural gas spot prices jumped significantly, pushing theoretical European ammonia production costs to **$889/mt FOB** and forcing regional urea and nitrogen producers to raise price lists.
- **Middle East & International Gains:** Middle East granular urea firmed to **$400–$420/mt FOB** despite limited physical throughput in the Strait of Hormuz, while Egyptian granular urea reached **$490–$505/mt FOB** on strong European import demand.
- **Brazil Safrinha Purchasing:** Landed Brazilian urea prices increased to **$440–$470/mt CFR**, with paper markets trading at $460–$480/mt CFR for September/October, as roughly 60% of safrinha nitrogen demand remains uncovered.

Pricing Outlook (Next 2 Months: September – October 2026)

- **Prediction: Firm with further upside potential ($435–$465/st NOLA / $485–$520/st Cornbelt).**
- CBOT NOLA urea futures curves indicate strong upward momentum through autumn. Uncovered seasonal demand in Latin America and North America, paired with elevated global natural gas input costs, will keep urea pricing structurally firm through the fall application window.

MAP / DAP

Key Factors Affecting Price

- **Production Curtailments & Furloughs:** Ongoing global sulfur shortages led Mosaic to temporarily idle capacity and furlough workers at its Uncle Sam and Faustina production facilities in Louisiana.

- **Sustained High Raw Material Costs:** U.S. Gulf prilled sulfur held near historic highs at **$1,220–$1,250/mt FOB**, keeping manufacturing costs extremely high for domestic producers.
- **Strengthening NOLA Barges:** NOLA DAP firmed to **$795/st FOB**, while NOLA MAP barges traded up to **$790–$795/st FOB**, nearly reaching parity with DAP.
- **Lower Import Arrivals in Latin America:** Landed MAP prices in Brazil adjusted slightly lower to **$830–$850/mt CFR** as the main soybean planting window nears its end, though elevated port logistics costs prevented sharper domestic drops.
- **New Domestic Capacity Development:** CHS and Morocco's OCP Group proposed a $450 million joint venture to build a 1 million mt/yr phosphate facility in Waggaman, Louisiana, to address long-term U.S. supply security.

Pricing Outlook (Next 2 Months: September – October 2026)

- **Prediction: Elevated and tight ($790–$820/st NOLA DAP / $840–$870/st Cornbelt).**
- Phosphate prices will remain elevated through October due to domestic plant idling, high sulfur input costs, and constrained distributor inventories. While duty-suspended Moroccan imports offer minor spot relief, total market supply remains constrained.

Potash

Key Factors Affecting Price

- **Nutrien Midwest Price Increase:** Nutrien announced an in-season price hike on September 3, raising its Midwest terminal reference price to **$410/st FOB** (up $15/st from its June summer fill price of $395/st).
- **Cornbelt & Regional Price Gains:** Cornbelt terminal offers advanced to **$385–$405/st FOB**. Pacific Northwest reference pricing firmed to **$460–$478/st FOB/DEL**.
- **Steady NOLA Barge Trading:** NOLA potash barges traded firmly at **$340–$350/st FOB** for September and early October shipment.
- **International Price Divergence:** While North American domestic pricing firmed, Brazilian landed granular MOP slipped slightly to **$370–$380/mt CFR** due to heavy year-to-date import arrivals.
- **Strong Demand Fundamentals:** Potash remains the most affordably priced primary crop nutrient relative to rallying grain prices, spurring active fall pre-buying among retail distributors.

Pricing Outlook (Next 2 Months: September – October 2026)

- **Prediction: Gradually firming ($345–$360/st NOLA / $395–$415/st Cornbelt)**
- Following producer price hikes and strong fall application demand, potash prices are projected to edge moderately higher over the next two months. Solid crop economics will encourage growers to maintain full P&K application rates.