

NORTH AMERICA PHOSPHATE LAST TWO WEEKS

Last week, MAP Western Canada Delivered pricing was flat for the third week in a row.

This week, MAP pricing in Western Canada was reported at a low of C\$1,030-C\$1,045/mt FOB, below the previous C\$1,080-C\$1,100/mt FOB range. Rail-delivered pricing in the region was pegged at C\$1,050-C\$1,060/mt at midweek, down C\$10/mt from last report.

According to Green Markets, players reported neutral-to-firm movement on the NOLA barge phosphate market last week. DAP barges narrowed within their week-ago range, while low-end MAP prices lifted higher.

Most of the week's action was reportedly concentrated at locations north of NOLA. "It has been dead this week on phosphates unless it is upriver," said one source. Players reported bidding for upriver DAP barges at a US\$615/st FOB NOLA-equivalent.

Sources called price ideas for domestically produced MAP unchanged from the recent US\$575/st FOB high, while trading and offers of imported material tracked above the week-ago US\$555/st FOB low at US\$565/st FOB.

This week, NOLA DAP/MAP prices were in line with week-ago levels.

GREEN MARKETS GLOBAL MACRO COMMENTS

India

Sources said that by taking only 1.1 million mt, slightly more than the tonnage it advertised it would buy in the tender documents, **Indian Potash Limited (IPL) has left the urea market with plenty of material in search of a home.** One trader noted that even if major buyers such as the US and Brazil step in, there would still be a

lot of urea left over to leave prices soft. Most of the tons IPL will take are expected to come from the Arab Gulf, with supplemental tons coming from China and smaller suppliers such as Egypt and Indonesia. There were also reports that some tonnage may include third-party material re-exported out of China.

Brazil

Last week urea prices remained under pressure due to limited buyer interest. Sources put the

landed price at US\$315-US\$325/mt CFR, reflecting a slow-but-steady slide in prices into Brazil.

Industry Tidbits

- Manitoba's first potash mine receives final approval; production could start within four weeks.
- Canadian Pacific Railway Ltd. received a green light to complete its \$27 billion acquisition of Kansas City Southern, overcoming opposition from shippers and creating the only rail operator serving the US, Canada, and Mexico.
- K+S Group has set new intermediate production targets for its ramp-up of its Bethune potash mine in Saskatchewan. "The next focus is 2.6 million mt/y, and we already have finished the design for the next step," K+S Chairman and CEO Burkhard Lohr told analysts at a company earnings call on March 15. "Then, the next target is 3.2 million mt/y, and as we have previously stated, the final step is 4 million mt/y."
- BHP Group Ltd. reported on March 10 that it has awarded three new contracts valued at C\$260 million (approximately US\$188 million) to firms owned by some members of the First Nations ethnic community in Canada for its Jansen potash project under development in Saskatchewan, MT Newswires reported.