

DIG DEEP

Industry Insights from Incitec Pivot | Winter 2026 | Edition 07



Incitec Pivot Fertilisers®





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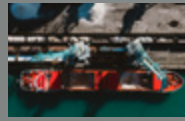
Cover Image: Incitec Pivot Technical Agronomist for Queensland and the Northern Territory, Courtney Bills, discusses the results of a comprehensive trial program assessing volatilisation losses from both standard urea and Green Urea NV across fallow conditions and skip-row dryland cotton in this edition.

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CHIEF OPERATING OFFICER'S NOTE

Welcome to this special edition of *Dig Deep*



Federal Agriculture Minister Julie Collins and Incitec Pivot Chief Operating Officer Scott Bowman in Hobart on 17 April announcing a deal to secure 250,000t of urea from Indonesia.



Scott Bowman

Welcome to this special edition of *Dig Deep*, developed to help farmers and dealers navigate global supply challenges.

Australian agriculture is crucial for regional and global food security, with Australia exporting 70% of our produce, according to the latest ABARES data.

Global disruptions to supply chains aren't new to farmers or Incitec Pivot. We have been helping customers navigate these challenges for more than 100 years.

At the time of writing this edition, ongoing conflict in the Middle East continues to substantially disrupt global fertiliser markets, particularly urea supply to Australia.

Australia traditionally secures around 60% of its urea fertiliser from Middle East producers. Since the start of the war in late February, ships have been unable to transit through the Strait of Hormuz, directly impacting the availability of urea supply to Australia.

Furthermore, other countries have responded by placing restrictions on the export of fertiliser products.

We have always understood the importance of maintaining a diversified global supply chain. In this crisis, some supply sources outside the Middle East have closed, while others have opened, allowing Incitec Pivot to pursue cargoes from destinations that were not previously viable.

I am proud to say we have responded proactively, with our teams working around the clock to source replacement urea cargoes and substitute products, albeit at elevated procurement prices.

Amid the current global uncertainty, we remain focused on doing everything possible to assist our customers through this period, deploying a broad range of initiatives to help close the gap on supply, however there is still more work to be done.

In April, we were pleased to announce that Incitec Pivot and PT Pupuk Indonesia, supported by the Australian and Indonesian governments, have facilitated the supply of up to 250,000 tonnes of **urea** for this year, with the first cargo expected to arrive in the country in the first half of June.

Two Incitec Pivot shipments of urea from the Middle East are currently loaded and awaiting passage through the Strait of Hormuz.

Replacement shipments have been procured where possible from alternate origins.

Gran-Am[®] (sulphate of ammonia) shipments have been ongoing, including increased short-term supply since the initial outbreak of the war. As detailed on page 9, Gran-Am can be blended with existing urea to make nitrogen go further.

Regarding **phosphates**, we have supplied requirements from both Australia (Phosphate Hill) and global suppliers. Ammonium phosphates continue to be supplied into the market.

Our proven Smart Fertiliser technology – including products such as **eNpower**[®] and **Green Urea NV**[®] – is available to help farmers get more out of applied nitrogen. Recent Incitec Pivot trials show this technology can reduce nitrogen volatilisation in winter cropping by up to 83%¹.

We have been able to maintain current supply of **EASY N**[®] and are embarking on seeking a program of additional shipments to Australia.

Our locally manufactured **EASY Liquids** business is working hard to meet regional requirements, and we are currently also making more **EASY Liquids N25**[®] available.

While forward stocks are available as I have outlined here, fertiliser supplies in the May/June period are expected to remain tight. Customers should expect some product outages at various times in some port facilities as we await the arrival of the replacement cargoes.

We encourage customers to plan nutrient requirements for the next 90 to 120 days and secure your needs as products are available.

Incitec Pivot's agronomy and innovation teams are providing education and information on options for growers to consider alternative fertiliser products, blends and formats.

This special edition of *Dig Deep* features practical information to help you assess and use alternative N sources and we will continue to share further resources, webinars and updates in the coming months.

Thank you for your ongoing support as we all navigate current global supply uncertainty.

Scott Bowman
Chief Operating Officer,
Incitec Pivot

1. Trials conducted in 2024-25.

GLOBAL TRADING OVERVIEW

Q1 2026 in review

Global geopolitical events and tight supply and demand are driving sustained elevated pricing across the nitrogen (N) and phosphate complexes.

Following a period of relative price stability in January and February, the conflict in the Middle East, and its subsequent impacts, have driven the N and phosphate complexes to more than three-year highs.

The most significant and direct impact of the conflict is the severe supply disruption to urea from the Arab Gulf (AG). However, it extends to finished Ammonium Phosphates (APs) and key fertiliser inputs such as Ammonia and Sulphur, for which the AG is also an important source of supply.

A key response to the conflict has been the further tightening of export controls across the fertiliser complex in China – the world's most important swing market. In addition to APs and urea, authorities in China have suspended the export of Single Super Phosphate (SSP) and Sulphuric Acid, and the

uncertainty as to China's potential re-entry into the export trade across all products is greater than usual.

Russia has also acted to restrict the export of N products. In the AP sector, major global producer and exporter OCP in Morocco, has responded to elevated input costs by bringing forward planned maintenance and thereby reducing supply in the key Q2 window. Furthermore, global freight rates have increased considerably, almost doubling since pre-conflict.

Whilst there is hesitation amongst some importers and consumers to commit to higher prices, some key markets, particularly India, are continuing to participate at record levels across both urea and DAP. This is acting to firm up higher prices whilst some or all of the supply constraints remain.

Ammonium Phosphate (AP)

- Key indices have rallied around US\$500/mt since January and further increases are possible.
- Whilst affordability is challenged, the market is structurally short leading into key seasonal demand windows in major markets such as India and the United States.



Nitrogen (N)

- Urea prices have rallied around US\$500/mt since January.
- The market is structurally short so the price rise is in response to fundamental supply and demand.
- The global macro environment, including but not limited to the conflict in the Middle East and the increased and ongoing cost in the energy complex, will continue to support elevated urea and broader nitrogen prices.

Looking ahead

▶ Continued AP price support:

AP prices will be well supported in response to increased marginal cost and tight supply and demand.

▶ Nitrogen might be volatile,

but generally very well supported. Whilst an opening of the Strait of Hormuz would provide short-term relief, the impact to the N value chain is complex and longer term – most market participants are anticipating ongoing high prices.

▶ Macroeconomic and political

risks: All global macro risk points clearly to ongoing elevated pricing across the fertiliser complex.

▶ Exchange rate volatility:

The Australian dollar (AUD) is likely to remain volatile in response to geopolitical events and global markets continuing to grapple with growth and inflation concerns.

▶ Government policies &

trade intervention: Government interventions in key markets will continue to impact prices. Notable examples include export controls in China, the Nutrient Based Subsidy in India, Countervailing Duties (CVDs) in the US and US tariffs.

▶ **Crop prices:** Whilst the current terms-of-trade for farmers in most markets are challenged, it's probable that new season grain prices will respond to higher input costs by increasing accordingly.

▶ **In response to all the above factors,** price risk is likely to remain dynamic and elevated in the short to medium-term.

AGRONOMIC INSIGHT



EASY N provides flexibility to apply N across key stages of the program – pre-plant, at planting and in-crop – allowing applications to be adjusted to suit seasonal conditions and crop demand.

EASY N: Improving nitrogen efficiency through timing and placement

Optimising nitrogen (N) remains a key driver of crop performance, but how it's applied – timing, placement and method – can impact efficiency as much as the product itself.

As growers move into the winter planting window, N planning and managing N loss remains front of mind.

Volatilisation can reduce the amount of applied N available for crop uptake, particularly where surface-applied fertiliser is not incorporated in a timely manner.

Recent trial work has reinforced this. Across multiple 2024-25 sites, EASY N® delivered an average 39% reduction in N volatilisation loss compared to urea, supporting previous research that has consistently shown lower losses from UAN-based systems.

Incitec Pivot Technical Agronomist, Dave McRae, said the focus is increasingly shifting beyond product selection to how N is managed within the system.

"We're seeing more attention on when and where N is applied, not just how much," Dave said.

"Getting that timing and placement right is critical to improving overall efficiency."

Flexibility across key stages

EASY N provides flexibility to apply N at key stages of the program – pre-plant, at planting and in-crop – allowing applications to be adjusted to suit seasonal conditions and crop demand.

"Pre-plant applications incorporated into the soil can be supported with nitrification inhibitors such as eNpower® to help manage the risk of loss prior to crop uptake," Dave said.

"Where EASY N is surface applied, incorporation through rainfall, irrigation or cultivation remains important to minimise volatilisation.

"At planting, liquid application systems enable flexible positioning of N relative to the seed.

"This can make it easier to separate N from the seed furrow while maintaining access for early crop growth, helping manage establishment risk while supporting nutrient availability."

In-crop, the application method becomes increasingly important.

"Achieving an even distribution of N across responsive paddocks is critical for consistent yield and protein outcomes," Dave said.

"Evenness is often overlooked, but it has a real impact. Variability in application can lead to striping and inconsistent crop performance, particularly in N responsive situations."

Applying EASY N through a boomspray can improve distribution compared to spreading, particularly under conditions where wind can affect spread patterns.

Liquid systems also operate with a lower Coefficient of Variation (COV), supporting more consistent application across the paddock.

In systems where operational efficiency and timing are critical, the ability to integrate EASY N into both planting and spraying equipment also provides practical advantages, enabling growers to adapt N programs as the season unfolds.

"Ultimately, improving N efficiency comes back to retaining more of what is applied and placing it where the crop can access it," Dave said.

"It's about making sure more of that N ends up in the plant. That's where the real gains in efficiency are made."

CASE STUDY

EASY N delivers flexibility and control at Teddywaddy

North-west Victorian farmer, Clinton Riley, hasn't looked back since switching from granular to liquid nitrogen (N).

Clinton Riley has been farming at Teddywaddy since 1997, running a dryland cropping program of canola, barley, lentils, wheat and vetch in rotation, and operating independently since 2020.

A key shift in his nitrogen (N) program came that same year, when he started using Incitec Pivot's liquid N fertiliser, EASY N®, for the first time.

"At the time it was price driven – liquid dropped back and was competitive, so we gave it a go," Clinton said.

"We already had the tanks there, filled them up in 2020, and after one use, I was pretty much addicted to it."

Since then, EASY N has become a core part of Clinton's in-crop program, particularly across cereals, giving him the ability to respond quickly when seasonal conditions line up.

"If there's rain coming, you're ready to go," Clinton said.

"You can be out spraying and see a front coming, and within half an hour you've flicked the nozzle, filled the boom and you're away putting N out."

That ability to move quickly has also changed how Clinton manages applications on farm.

"Everything used to be a two-man job with trucks, spreaders and loading but now, it's a one-man job," Clinton said.

"It's taken a lot of mess and labour out of it."

Control the controllables

Having EASY N stored on farm has also brought more control around timing and planning.

Clinton runs around 65,000 litres of storage, allowing him to buy when the price suits and store it until needed.



Clinton Riley on his property in Teddywaddy, Victoria.

"You can lock in your price when it works for your cashflow and have it sitting there ready," Clinton said.

"It becomes a known for your N program for the year, and you're not chasing it in-season.

"There's always an opportunity at some point in the year to buy when it suits and the price is good, so you fill the tanks and you're set."

Compared to granular fertiliser,

Clinton said both logistics and infrastructure are simpler.

"With granular, you can be tying up silos for months if the season doesn't line up. We've had it sitting there for six months before, tying up two silos," Clinton said.

"But with liquid, the tanks are purpose-built, delivery is easy, and you're not investing in all that extra infrastructure.



Above and below: EASY N information sessions were held at Teddywaddy, led by Tom Lord (Agrivision) and Lee Menhenett (Incitec Pivot).



"The cost difference in infrastructure is significant. You can get into liquid with a tank setup for a fraction of what it costs to put up and maintain fertiliser silos."

Application has also become more precise.

"Using streaming nozzles through the boom, EASY N can be applied accurately and at variable rates," Clinton said.

"You can run whatever rate you want and know it's going on exactly where it needs to be.

"The streaming nozzles put it straight down to the ground, there's no drift, and they're not a big cost to set up."

From a crop perspective, Clinton also sees value in how liquid N behaves in-season.

"With granular, you need rain to break it down and then more rain to move it into the root zone," Clinton said.

"With liquid, you're putting it straight out there and it's working for you right away. I feel like I can see the crop respond."

Looking across the operation, the biggest shift has been in efficiency and control.

"It's simple. I can go and get my N out myself, flick the nozzle and away we go," Clinton said.

"If the price stacks up, it's a no-brainer. Fill the tanks and you're ready."

Flexibility a key driver

Clinton's local Branch Manager, Luke Zagame, North West Ag Services, said EASY N has also played an important role in how they engage with growers and support adoption across their customer base.

"We took the idea of using EASY N to our customer base and focused on having real, on-farm conversations," Luke said.

"Growers were able to hear directly from Clinton, as well as our Agrivision consultant Tom Lord, who both use the product themselves.

"That helped break down some of the preconceived ideas around liquid N and gave people confidence in how it works day-to-day."

Luke said uptake has also been influenced by broader supply dynamics.

"With disruption to the urea supply chain due to the conflict in the Middle East, we wanted to provide an alternative N source that was still available," Luke said.

"EASY N was there, and it was a no-brainer to put it in front of clients.

"We held a simple, low-key session with around 10 growers, and by the end of the day they walked away with solid knowledge and confidence to trial it."

From an operational standpoint, flexibility remains a key driver.

"It's another string in the bow when it comes to N options," Luke said.

"In this environment, being able to respond to rainfall events is critical. Supplying N at key growth stages can have a big impact on the bottom line.

"If logistics allow, you can even have the spreader running urea and the sprayer applying EASY N at the same time.

"That flexibility is where growers are really seeing value."

NITROGEN DECISIONS MATTER
**AND GOOD
ENOUGH**
IS NO LONGER ENOUGH.

WHY NOT GREAT?



Incitec Pivot Fertilisers

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NITROGEN MANAGEMENT

Strategies to optimise nitrogen efficiency

Incitec Pivot Executive General Manager of Agronomy and Innovation, Charlie Walker (pictured centre), says soil testing can be the most valuable tool that growers should consider this year to ensure the efficient and profitable use of available N.

With ongoing conflict in the Middle East throwing up plenty of unknowns, Incitec Pivot is urging Australian growers to focus on what they can control this season – getting the most from every unit of nitrogen (N).

Urea remains the most widely used N fertiliser globally and with geopolitical events creating uncertainty in global urea markets, Incitec Pivot has a range of proven technologies and practical management strategies to support growers.

Urea alternatives

Incitec Pivot Executive General Manager of Agronomy and Innovation, Charlie Walker, said global uncertainty reinforced the importance of informed decision-making on alternate urea sources and maximising contracted supplies where possible.

“Urea isn’t the only source of N – there are alternative options you can use to meet crop requirements,” Charlie said.

“One of the most effective ways to stretch contracted urea supplies is by blending with Gran-Am® fertiliser, particularly in crops with higher sulphur requirements such as canola.

“Gran-Am contains plant-available sulphate sulphur and can be blended with urea and applied pre-plant or topdressed in cereals, pasture, canola, cotton, vegetables and sugarcane.

“The N in Gran-Am does not volatilise in most situations and can provide a relatively rapid crop response, while also supplying essential sulphur.

“We know sulphur deficiency is an issue in many southern cropping regions.

“Incitec Pivot analysis from more than 66,000 soil and plant tissues tests conducted through the Nutrient Advantage Laboratory over three years¹ reveals 17% of soil samples from New South Wales, Victoria and South Australia are low in sulphur and a further 21% are at the moderate end also, meaning they may soon need sulphur replenishment.”

Smart Fertilisers protect N

Incitec Pivot also has a range of existing blends to help growers stretch their urea and blend with sulphate of ammonia, with Extra Sul and Green Extra Sul available through their Incitec Pivot dealer.

Maximising the efficiency of every unit of applied N is critical in a constrained supply environment. Recent Incitec Pivot trials concluded that up to 26% N applied as urea in winter crop was lost through NH₃ volatilisation. Those same trials² have shown that Incitec Pivot’s Smart Fertiliser, Green Urea NV®, reduced N loss by an average of 77%.

“One of the most effective ways to protect N investment is through the use of enhanced efficiency fertilisers,” Charlie said.

“Coating urea with products from Incitec Pivot’s Smart Fertiliser range can significantly reduce losses – for example, Green Urea NV® for topdressing applications, or eNpower® where urea is applied below the surface.

“In some cases, growers may achieve comparable crop outcomes with lower N application rates, though this should always be assessed in consultation with a local agronomist.”

Liquid N also presents a practical and flexible alternative for growers navigating supply uncertainty. EASY N®, Incitec Pivot’s liquid N solution, enables efficient application using existing farm equipment such as boom sprays, while offering the advantage of on-farm storage without degradation.

“EASY N provides growers with greater flexibility in both timing and application,” Charlie said.

“If you already have a tank profile with Incitec Pivot, supply can be arranged through your local agent. Where it’s not in place, tank systems can be readily established to support adoption.”

Soil testing critical

Above all else, soil testing can be the most valuable tool that growers should consider this year to ensure the efficient and profitable use of available N.

Without measured soil N, a N budget is inherently imprecise. In a season where input efficiency is critical, this introduces unnecessary risk.

To learn more about deep soil testing, contact Incitec Pivot Senior Technical Agronomist, Lee Menhenett on 0412 565 176 or via email: lee.menhenett@incitecpivot.com.au To discuss N alternatives and fertiliser blends, growers can speak with their local resellers.

1,2. Results from 2023-2025.

RESEARCH & DEVELOPMENT



Incitec Pivot Technical Agronomist for Queensland and the Northern Territory, Courtney Bills.

Maximising nitrogen in summer crops

Courtney Bills, Incitec Pivot Technical Agronomist – QLD/NT

Cotton growers in the northern cropping region can improve nitrogen (N) retention and uptake efficiency by adopting Green Urea NV[®], new Incitec Pivot research has found.

Surface application of fertiliser in the summer months is now common practice across numerous growing regions, and it's often assumed that spreading on the surface results in only minimal N loss. However, maximising N retention, improving fertiliser use efficiency and ultimately boosting crop profitability remain essential goals for every farming business.

While Incitec Pivot research has demonstrated the benefits of applying Green Urea NV compared to standard urea in winter crops in the southern farming region, we wanted to trial its efficacy in a northern summer farming system.

Incitec Pivot's Queensland Agronomy team conducted a comprehensive trial program assessing volatilisation losses from both standard urea and Green Urea NV across fallow conditions and skip-row dryland cotton. The results clearly highlight the significant benefits of adopting Green Urea NV.

Understanding N losses when spreading fertiliser

Published Australian research¹ shows volatilisation losses can range from 0–34% of applied-N when fertiliser remains on the soil surface. Volatilisation is the loss of N as ammonia gas (NH₃), which occurs when urea is left exposed for long periods before being incorporated into the soil by rainfall or irrigation.

Standard urea converts rapidly to ammonia gas when left on the soil surface, with losses increasing significantly if rainfall does not occur within 36–48 hours of application.

A range of soil and environmental factors increase volatilisation risk, including:

- High soil pH (alkaline soils)
- Low cation exchange capacity (CEC)
- High organic matter or heavy stubble loads
- High temperatures and windy conditions
- Delayed or light rainfall after application
- Wet soil profiles that dry after fertiliser application
- Open canopies or bare soils.

How Green Urea NV helps

Green Urea NV contains 46% N and is coated with the patented urease inhibitor Lockdown[®] (NBPT – N-(n-Butyl)-thiophosphoric triamide) which suppresses urease activity for up to 14 days². This slows the breakdown of urea, extending the window for rainfall or incorporation and helping protect more N for crop uptake.

Trial overview

Trials were conducted during the 2024/25 summer season at Incitec Pivot's long-term nitrogen/phosphorus site, "Colonsay", Norwin, on Queensland's Darling Downs. This site has supported continuous research since 1985.

Replicated plots received a single application of urea or Green Urea NV at rates of 0, 23, 46 and 92 kg N/ha. The application was made in February 2025 to both fallow and dryland cotton during mid flowering.

Ammonia volatilisation was measured using closed PVC chambers, with samples collected at 4, 8, 12, 17 and 21 days after application.

Results

The trial included many conditions that favour high volatilisation during summer months:

- High soil moisture in fallow plots
- Strong winds throughout February
- High daytime and night-time temperatures
- Alkaline black self-mulching clay (average pH 8.5)
- No rainfall until 10–13 days post-application
- No mechanical incorporation

Ammonia losses began rapidly within four days of application and continued to increase through the 21-day monitoring period. Once rainfall occurred on day 10, losses from standard urea increased sharply as hydrolysis accelerated.

It is important to note that this trial used closed chambers that sit over a section of the soil surface.

Table 1: Return of investment from “Colonsay” trial results (fallow and dryland cotton).

Source: Jan Edwards, Incitec Pivot, 2025.

Green Urea NV	Fallow	Cotton
Rate of nitrogen (kg/ha)	46	46
Urea cost per tonne	\$1450	\$1450
N cost per kg	\$3.15	\$3.15
Cost of upgrading to Green Urea (\$/t)	\$50	\$50
Increase in N cost per kg	\$0.11	\$0.11
Nitrogen saved (kg N/ha)	4.8	3.7
Value of saved nitrogen (\$/ha)	\$15	\$12
Additional production (kg/ha yield or kg/ha lint)	77	21
Value of additional production (\$/ha)	\$29	\$55
Benefit (\$/ha)	\$44	\$67
Investment in inhibitor (\$/ha)	\$5.00	\$5.00
Return on investment	9%	13%

Therefore, rainfall does not hit the treated soil surface, instead moisture subbing across the section drives losses. The gas (NH₃) generated is captured by the acid-treated sponge in the chamber. This sponge material is extracted and analysed with a flow analyser.

Results from this analysis showed:

- In dryland cotton, the highest urea loss occurred at the 92 kg N/ha rate: 11.2kg kg N/ha lost (~12%)
- Green Urea NV® losses at the same rate and site were significantly lower: 2.6kg N/ha (~2%)

Across all treatments and both fallow and cotton, Green Urea NV consistently reduced volatilisation losses. The results demonstrate that even when fertiliser is applied well ahead of expected rainfall, Green Urea NV markedly improves N retention and uptake efficiency.

Economics of using Green Urea NV

When economic returns were assessed at “Colonsay”, the benefits of using Green Urea NV were clear:

- **Fallow:**
 - Green Urea NV® benefit: \$44/ha
 - Equivalent to a return on investment of 9%

- **Cotton:**
 - Green Urea NV® benefit: \$67/ha
 - Equivalent to a 13% return on investment

These figures demonstrate that even when accounting for the additional cost of the inhibitor, the improved N efficiency provides a strong economic advantage as shown in *Table 1*.

Key benefits of Green Urea NV

Green Urea NV supports summer spreading operations by:

- Providing logistical flexibility, improving farm efficiency
- Being suitable for all soil types and environmental conditions
- Reducing N volatilisation risks and therefore keeping N in your soil
- Offering long-term storage stability (6+ months)
- Providing excellent handling with reduced clumping
- Using comparatively safer solvents designed to be used in agriculture
- Delivering rapid returns from a relatively small investment

- Being Australian-made and thoroughly field tested
- Being summer broadcast proven for fallow and in-crop applications.

Green Urea NV value calculator

The Green Urea NV Value Calculator is an online tool that helps growers estimate potential savings when switching from standard urea to Green Urea NV®.

The calculator enables you to:

- Estimate N losses under your local conditions
- Compare costs and benefits of upgrading
- Generate a customised assessment based on your crop, climate and application timing.

The calculator is available to download on the Incitec Pivot website.

Incitec Pivot continues to invest in Smart Fertiliser regional specific trials across the east coast of Australia, including for Green Urea NV and eNpower. These trials are being run alongside several collaborators including Cotton Research & Development Corporation (CRDC), CottonInfo, Cotton Seed Distributors, Nutrien Ag Solutions, University of Queensland (UQ Gatton) and Queensland University of Technology (QUT). These trials are ongoing and research may be available once trials have concluded at the completion of the cotton season.

For any further information on Incitec Pivot full range of fertilisers or technical information on how Green Urea or eNpower can fit into your operation, please feel free to discuss any questions to Courtney Bills email: courtney.bills@incitecpivot.com.au or Jan Edwards email: jan.edwards@incitecpivot.com.au

1. Barton L, Hoyle FC, Grace PR, Schwenke GD, Scanlan CA, Armstrong RD, Bell MJ (2022) Chapter One – Soil nitrogen supply and N fertilizer losses from Australian dryland grain cropping systems. In ‘Advances in Agronomy. Vol. 174.’ Ed. DL Sparks) pp. 1-52. (Academic Press)
 2. Suter H, Sultana H, Turner D, Davies R, Walker C, Chen D (2013). Influence of urea fertiliser formulation, urease inhibitor and season on ammonia loss from ryegrass. Nutrient Cycling in Agroecosystems. 95. 10.1007/s10705-013-9556-y.

AGRONOMIC INSIGHT



Tips for nitrogen budgeting in cotton

To help cotton growers maximise the efficiency of every unit of applied nitrogen (N) in a constrained supply environment, Incitec Pivot has the following practical tips for N budgeting.

Soil testing is essential

Pre-plant soil testing at segmented depths is one of the most valuable tools to ensure efficient and profitable use of available N.

It provides the information you need to create a fertiliser budget that matches N supply to cotton N demand, in the process improving N use efficiency (NUE).

Ultimately, it enables you to focus on the 4Rs of nutrient management – right product, right time, right place, right rate.

In season, petiole N testing at key growth stages can be used to check the adequacy of budgeted N rates so you can adjust during the season if required.

Soil and petiole testing are available through the Nutrient Advantage Laboratory.

Protect pre-plant N with eNpower®

If pre-season soil testing confirms additional N is required, one of the most effective ways to protect your N investment is with enhanced efficiency fertilisers (EEFs) like Incitec Pivot's eNpower®.

eNpower is Incitec Pivot's Granular Urea coated with Incitec Pivot's patented nitrification inhibitor, which slows the breakdown of urea in the soil.

Industry research has proven that applying excessive rates of N can lead to lower NUE and result in significant losses of N as greenhouse gases such as nitrous oxide (N₂O).

To demonstrate how EEFs like eNpower can prevent N losses, IPF conducted a replicated field study¹ to measure the yield benefit of using pre-plant N treated with eNpower in irrigated cotton and maize.

Results from both cotton and maize sites showed that yield can be maintained whilst reducing total applied N (pre-plant and in crop) by a measure of 50 kg/ha N when the applied urea was treated with eNpower.

This aligns with recent research that indicated substantial scope to improve fertiliser NUE and reduce N losses (N₂O and di-nitrogen (N₂)) in cotton without any impact on lint yield, by adjusting N fertiliser application rates in combination with the use of the nitrification inhibitor dimethylpyrazole (DMP), such as eNpower (Scheer et al, 2022).

Managing N loss is key in cotton systems – using eNpower within a broader N strategy helps keep more N available in the soil when crops need it,

improving efficiency and supporting sustainable production.

For growers using anhydrous ammonia, eNpower Ammonia® is an option to prevent N loss during pre-plant applications. eNpower Ammonia is a nitrification inhibitor that can be injected into anhydrous ammonia during application.

In-crop N protection options

Surface-applied fertiliser is common in summer but managing N loss is critical.

IPF trials have shown that volatilisation from surface applied N can account for up to 5-30% of applied N. Green Urea NV® is a proven urease inhibitor that helps protect topdressing applications of N by preventing losses through volatilisation.

It is a spray-on coating which slows the activity of a specific biological process involved in the conversion of urea to ammonium. This gives time for urea to be incorporated by inter-row cultivation, rain or irrigation, resulting in less losses and more retention of N in the system for crop production. It also means Green Urea NV gives more control over fertiliser application timing. It can be applied ahead of rain by up to 14 days without the stress of needing to incorporate it immediately.

Another option to mitigate N loss is EASY Liquids N26®, a urea-based liquid fertiliser designed for water run application. Its non-polar formulation ensures even application throughout the furrow, moving efficiently into the root zone with irrigation water, allowing rapid N uptake. This application method minimises N losses from volatilisation and synchronises N availabilities with peak crop demand, reducing potential denitrification losses.

For more information and to discuss N management strategies in cotton, contact:

David McRae – Incitec Pivot Technical Agronomist: 0477 987 321

Courtney Bills – Incitec Pivot Technical Agronomist: 0447 635 653

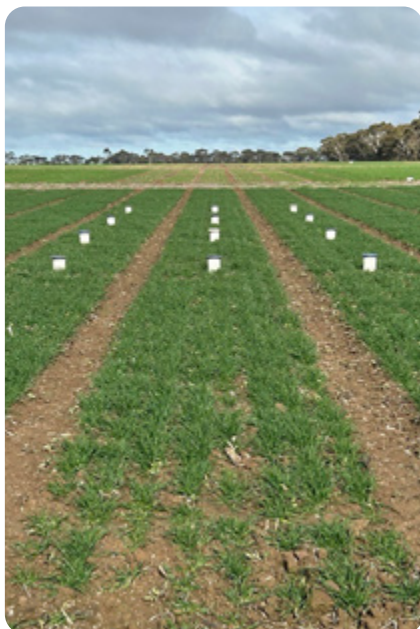
Matt Urquhart – EASY Liquids, Moree: 0429 789 298

Bob Moorfield – EASY Liquids, Whitton: 0488 067 736

1. Trials conducted at Boggabri NSW (2022-2023) and Narrabri NSW (2024-2025).

RESEARCH & DEVELOPMENT

New field research reinforces Green Urea NV performance



Volatilisation trial at Streatham, Victoria.

With efficiency and productivity gains front of mind for farmers and advisors, Incitec Pivot has continued to invest in field research on nitrogen (N) retention.

Results from 2025 field trials have reinforced the performance of Green Urea NV®, and the benefits of incorporating it into N programs for 2026

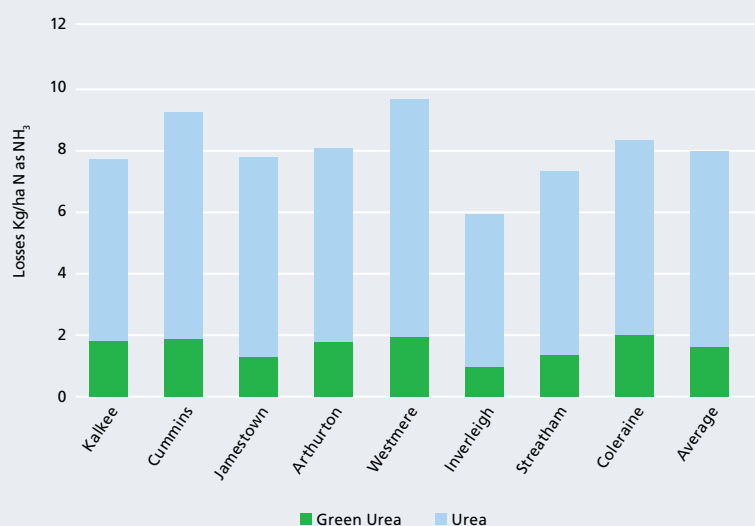
Building on insights gained from the 2024 season, Incitec Pivot collected field measurements of volatilisation loss across a further eight sites spanning Victoria and South Australia.

Trials were conducted in wheat, canola and pasture and again measured ammonia gas (NH₃) lost over a 14-day period if urea is not incorporated mechanically or by rainfall.

Across these sites, there was an average of 14% (6.4kg/ha) of N lost through volatilisation when urea was used for a topdress application.

Comparatively, Green Urea NV effectively reduced this loss by an average of 79%, keeping more N in the paddock where it belongs.

FIGURE 1: Summary of losses (kg N/ha) from 2025 trial sites of Green Urea NV vs urea.



Green Urea NV reduced volatilisation losses by an average of 79% across seven trial sites in 2025.

Importantly, in the key risk period (days 1-4) when up to 60% of total losses can occur, Green Urea NV delivered an average efficacy of 90%.

Green Urea NV is perfectly suited to growers with large fertiliser programs and allows spreading operations to start further ahead of rain events, without the risk of significant losses.

With a dry outlook for parts of South-East Australia, Green Urea NV can prove an effective tool against climatic risk where rainfall forecasts are patchy or unreliable.

The highest volatilisation risk occurs early. In days 1-4, Green Urea NV delivered 90% efficacy on average.

Green Urea NV gives growers peace of mind when rainfall fronts fall away with product already spread.

Incitec Pivot has invested in liquid coating technology across multiple key Distribution Centres to ensure our fertilisers are coated accurately and evenly.

This capability supports Incitec Pivot's Smart Fertiliser range, including Green Urea NV, eNpower, and trace element coatings such as zinc and copper.

High-accuracy coating and application is important to ensure crops and pastures get precisely what they need and where it's needed.

Green Urea NV is backed by the technical expertise of the Incitec Pivot team, from the initial coating to spreading product in the field.

Growers can easily convert tonnes from urea to Green Urea NV in season to provide additional flexibility depending on seasonal conditions.

Keep N in the paddock where it belongs and reduce volatilisation losses by choosing Green Urea NV for 2026.

TRAINING COURSE

Drive better on-farm decisions with refreshed Agronomy in Practice

In today's farming environment, growers and advisors are making decisions under increasing pressure to lift productivity, protect margins, manage risk and demonstrate responsible input use.

For Incitec Pivot, supporting better on-farm outcomes starts with strengthening the quality and consistency of the advice that underpins nutrient decisions.

That's the thinking behind Agronomy in Practice, Incitec Pivot's training program for agronomists and farm advisors.

While the program has been delivered by Incitec Pivot for more than 30 years, it has been recently refreshed to reflect the growing complexity of modern farming systems.

Delivered across the eastern seaboard, the course supports a broad mix of industries including broadacre cropping, cotton, pasture, sugar, horticulture and dairy.

It focuses on best-practice soil, plant tissue and water sampling, interpretation of laboratory analysis, and building practical, evidence-based recommendations.

Incitec Pivot Executive General Manager of Agronomy and Innovation, Charlie Walker, said Agronomy in Practice is about lifting the capability of agronomists and farm advisors to make better, more confident decisions in the field.

"It's a practical training course that focuses on getting the fundamentals right, from sampling properly, interpreting results accurately, and turning that evidence into advice growers can actually use," Charlie said.

Better advice starts with better evidence

For Incitec Pivot, improving farm outcomes starts with improving the quality of information and interpretation that decisions are built on.



Agronomy in Practice supports a broad mix of industries including horticulture, broadacre cropping, cotton, pasture, sugar, and dairy.

"For us, best practice means delivering fit-for-purpose programs that are grounded in evidence and backed by science, not generic recommendations that may or may not suit a grower's actual conditions," Charlie said.

"Good advice starts with good sampling, because if your sampling program isn't strong, everything that follows is compromised."

That matters because inconsistency at the sampling stage can flow through the entire decision chain from diagnosis to product selection, timing and application strategy.

"When sampling is inconsistent, or decisions fall back to 'the way we've always done it', everything downstream gets shakier," Charlie said.

The result is not just better technical process, but better-quality recommendations, more consistent decision-making and greater confidence in nutrient investment decisions.

A more interactive learning experience

While Agronomy in Practice has always focused on fundamentals, the refreshed course is designed to better engage agronomists and encourage active learning.

"We wanted to move away from some of the 'death by PowerPoint' and get people thinking, discussing and

solving problems together," Charlie said.

The refreshed course places greater emphasis on case studies and discussion-based problem solving, encouraging participants to work through real-world scenarios rather than passively absorbing content.

"It helps ensure advisors leave confident they can respond to constraints they might not personally encounter with the soil sample they submit for training," Charlie said.

Balancing productivity and stewardship

Beyond technical skills, the course encourages advisors to consider the broader role agronomy plays in modern agriculture.

For Incitec Pivot, the training course is part of a broader commitment to supporting customers with technical capability that improves decision quality across the value chain.

Participants who successfully complete the training course receive recognition as a Fertcare Accredited Advisor, Fertcare Level C accreditation, and full access to Nutrient Advantage software and tools.

For more information about Incitec Pivot's Agronomy in Practice course, contact Training Coordinator, Marcia Pearson 0438 671 766; email: na.trainingcentre@incitecpivot.com.au; or scan the QR code to view the Agronomy in Practice Course.





Incitec Pivot Laboratory Quality Coordinator, Kapil Dubal, preparing and adjusting an ICMS instrument to measure micronutrients and heavy metals in fertiliser samples.

QUALITY ASSURANCE

Fertiliser quality testing: are you getting what's on the label?

When applying fertiliser to your paddocks, you're relying on one simple promise: what's on the label is what's going into the soil.

In an industry-first, Australia's agriculture sector can now independently verify fertiliser quality, with Nutrient Advantage's Brisbane laboratory offering commercial testing for both solid and liquid fertilisers.

Incitec Pivot has invested in new infrastructure at its Brisbane laboratory to enable batch-by-batch verification, giving growers and dealers confidence in product integrity.

Incitec Pivot Executive General Manager of Agronomy and Innovation, Charlie Walker, said the new fertiliser testing service provides quality verification of imported fertiliser, reducing the risk of growers being impacted by variability.

"Our fertiliser testing is designed for fertiliser products - not adapted from soil, plant, or environmental testing - using internationally recognised methods tailored to fertiliser, including the Association of Official Agricultural Chemists (AOAC), International Fertilizer Development Center (IFDC), and Association of Fertilizer and Phosphate Chemists (AFPC)," Charlie said.

"Our laboratory team brings deep expertise in fertiliser manufacturing, ensuring results are credible, defensible, and directly relevant to Australian products.

"Ultimately, fertiliser testing gives you confidence that what's on the label is what's in the bag.

"Testing is open to all fertiliser samples, regardless of source and supplier."

Charlie said a recent test the laboratory conducted was for an external client who submitted a sample of old fertiliser they had stored in a shed.

"Tests identified it as Single Superphosphate (SSP), so they could then proceed to use it and apply it correctly," Charlie said.

Samples submitted for testing must be a minimum of 1kg for solid fertiliser and 4-4.5kg for bulk density testing. For liquid fertiliser testing, the minimum sample size is 500mL.

Once a sample is submitted for testing, results are typically delivered within seven business days.

Scan the QR code to visit the Nutrient Advantage website for submission forms.





Incitec Pivot Fertilisers

