



USA AG CHEM PRICE TRANSPARENCY REPORT - 2026 -

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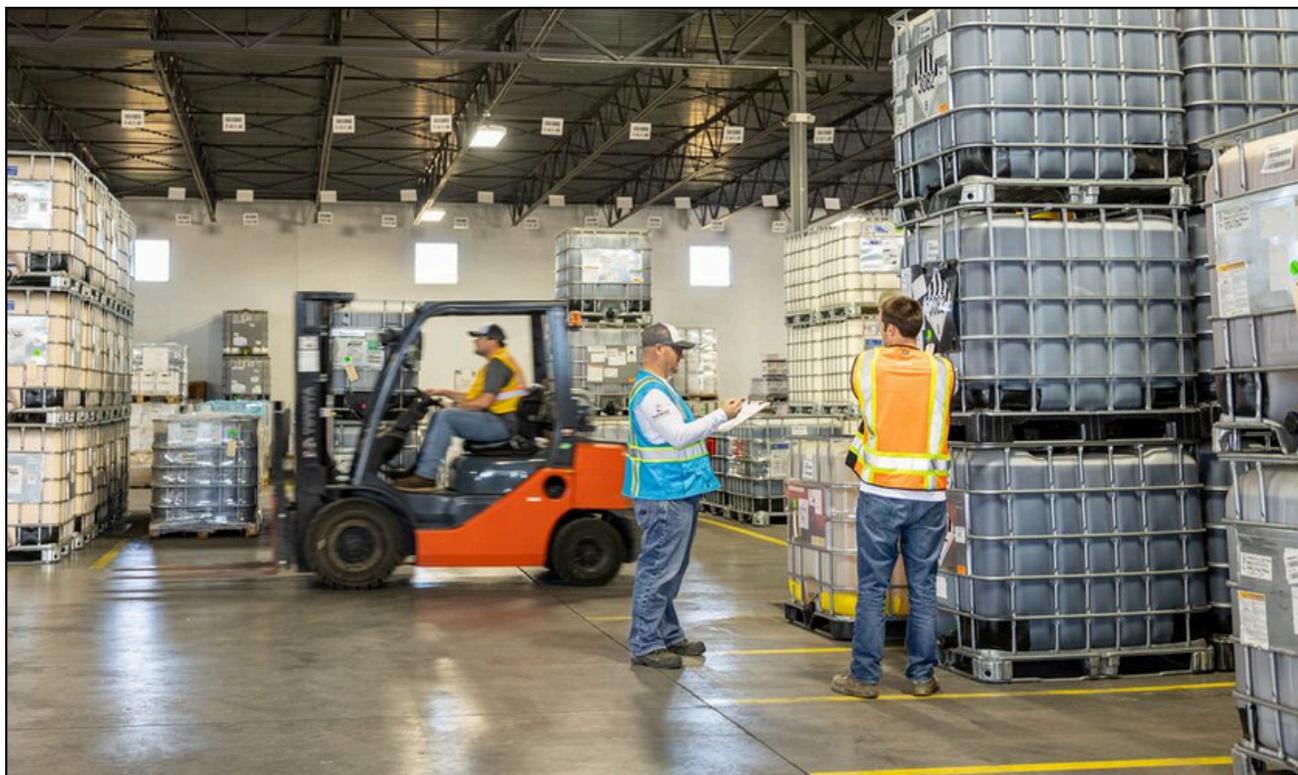
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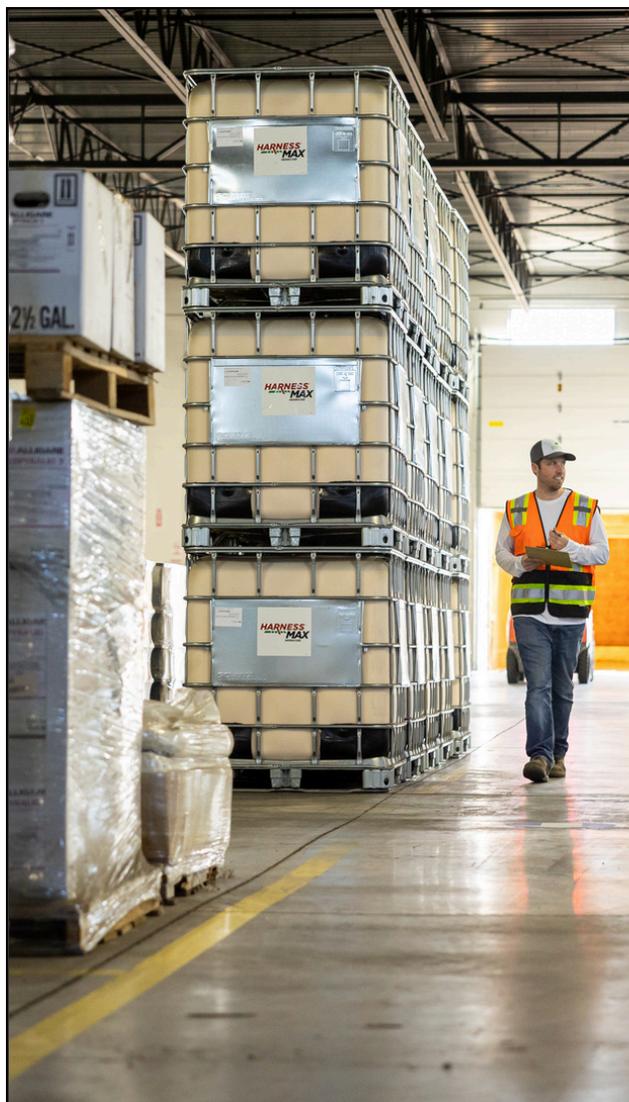
INTRODUCTION

Farmers confront many challenges as they strive for profitability, but the persistent and widespread lack of transparency in the ag chemical market quickly increases the cost of already expensive farming essentials.

Across a wide range of ag chemical products, regardless of geography or product popularity, our annual report has again found that farmers continue to pay different prices for the same products, though market variability does appear to be improving.

This phenomenon includes widely used brand-name products, like Roundup PowerMAX®, generic chem alternatives, and specialty products.

FBN publishes this annual report to empower family farmers with the pricing insights they need to make informed purchasing decisions for their ag operations.



METHODOLOGY

Insights are based on proprietary FBN data and U.S.-based farmer-submitted invoices detailing ag chemical purchases made between June 1, 2025, and January 18, 2026.

This year's report examines 1,372 unique pricing data points across 31 states and 122+ insecticides, fungicides, herbicides, and adjuvants with at least 10 price points represented in the data.

(These prices do not include rebates.)



KEY REPORT TAKEAWAYS



EXPECT MORE CONSISTENT – BUT HIGHER – PRICES

While **price variability has slightly improved** compared to past years, other factors are now impacting ag chem pricing nationwide and driving up costs.



PLAN FOR TARIFF-DRIVEN PRICE SPIKES

While the market stabilized briefly, **price hikes – driven by new tariffs and trade duties – are now widespread** going into the 2026 season. This upward pressure is particularly affecting key AIs, indicating that while the industry has cleared its excess inventory, global geopolitical shifts are making the ag chem landscape increasingly volatile.



DO YOUR RESEARCH TO FIND A FAIR PRICE

Our data shows that **some farmers paid almost 2.5X more for the same chem**. Across the 122 chem products analyzed, 15 had price differences of at least 25% between lowest and highest invoice data points. Even farmers in nearby states paid substantially different prices, up to a 50% price spread.



BUY PROACTIVELY, NOT REACTIVELY

With cooling grain prices and rising input floors, the margin for error has largely vanished. **Focus on efficiency over volume to remain profitable**. Success this season will depend on strategic buying over just-in-case purchasing. Prioritize agronomic strategy and consider financing options to manage high interest rates and working capital.



SAVE BY SWITCHING TO FBN GENERICS

Purchasing generic alternatives of branded products can optimize your ROI while keeping strategic cost management top of mind. For example, farmers who bought Enlist One® or other 2,4-D Low Vol 6 products could've **saved 30%** by buying FBN's [Value Pick](#) option, and farmers buying Roundup PowerMAX® could have **saved 11%** with FBN generic [Willowood Glypho 6](#).

THE FBN ADVANTAGE

On average, U.S. farmers save 14% buying from FBN compared to other chem retailers.*



TOP 15 MOST VARIABLY PRICED AG CHEM PRODUCTS

Of the 122+ chemicals analyzed for this report, the 15 products below had the most substantial price differences, representing major gaps between the highest and lowest prices farmers paid on a national scale.

Product Name	Lowest Price (per Lb/Gal)	Highest Price (per Lb/Gal)	Price Difference
Clethodim 2E Herbicide	\$28.85	\$70.49	144%
Generic Liberty® Herbicide	\$14.69	\$33.75	130%
AMS (Dry)	\$0.25	\$0.52	109%
2,4-D Low Vol 6	\$22.30	\$42.95	93%
Generic Callisto® Herbicide	\$48.00	\$90.33	88%
Atrazine 4L	\$11.85	\$22.00	86%
Outlook® Herbicide	\$99.00	\$178.00	80%
Enlist One® Herbicide with Colex D® Technology	\$42.80	\$75.85	77%
Roundup PowerMAX® 3	\$17.00	\$29.14	71%
Status® Herbicide	\$3.40	\$5.77	70%
Liberty® ULTRA Herbicide	\$40.50	\$65.83	63%
Class Act® NG®	\$12.80	\$18.19	42%
Anthem® Maxx	\$445.50	\$605.00	36%
Zidua® PRO Powered by Kixor® Herbicide	\$416.40	\$546.30	31%
Zidua® SC Herbicide	\$463.00	\$587.60	27%



2026 CHEM PRICING OUTLOOK



1. TARIFF-DRIVEN PRICE IMPACTS

Tariffs are the most immediate threat to ag chem price stability.

- **Import Duties:** New trade duties and anti-dumping penalties on imports from China and India are expected to drive 2,4-D prices significantly higher in 2026.
- **Tariff Rates:** Products like S-Metolachlor, Clethodim, and Dicamba are currently subject to maximum tariff rates without exemptions. Expect prices for these chemicals to rise as lower-cost, pre-tariff inventory runs out. Similarly, analysts suggest that while some pre-tariff Glufosinate is still available, prices will likely climb as the season approaches.

2. SUPPLY CHAIN AND GEOPOLITICAL RISKS

Centralized chem manufacturing makes prices vulnerable to trade and logistics disruptions.

- **Logistical Concerns:** While the market has largely cleared excess inventory, stability is still considered fragile. Logistical bottlenecks in global shipping are projected to be a bigger risk in 2026 than manufacturing capacity itself.
- **Seasonal Pricing:** Historically, prices for ag chemicals dip in the fall and peak during the in-season window. Given the potential for mid-season tariff changes, buying early is no longer just about seasonal savings—it's a hedge against fast-moving, geopolitical price changes



3. RISING OPERATING COSTS

Even if active ingredient prices remain stable, total costs are rising due to secondary factors.

- **Operating Costs:** Total operating costs (labor, repairs, fuel, etc.) are projected to be 4–6% higher for the 2026 crop. Higher overhead for retailers to stock and deliver these chemicals will likely result in higher shelf prices.
- **Freight & Logistics:** New 2025 heavy-duty truck tariffs and driver shortages could increase freight rates, raising costs for bulky chemicals like AMS and Atrazine.



HOW HAVE PRICES CHANGED?

	THEN (2024-2025)	NOW (2026 & BEYOND)
Price Stability	<p>Extreme Volatility: Massive post-pandemic supply chain corrections and "price gouging" risks (for example, 468% AMS price spreads).</p>	<p>Fragile Stabilization: Prices are expected to be more stable than in previous years, but with an anticipated 4-6% increase in chem budgets.</p>
Sourcing	<p>Heavy Import Reliance: High dependence on overseas hubs (for example, 100% of atrazine sourced from China in 2024).</p>	<p>Tariff-Driven Costs: New antidumping duties and tariffs will likely drive prices higher.</p>
Buying Strategy	<p>Just-in-Time Buying: Purchasing often occurred as needed, leading to exposure to peak-season price spikes in May–July.</p>	<p>Strategic, Early Buying: Success will depend on buying in the fall to hedge against "in-season" uncertainties and logistical bottlenecks.</p>

HOW TO NAVIGATE PRICE AND SUPPLY VOLATILITY

Strategic planning for the 2026 season requires a shift from market timing to risk insulation. With total input costs projected to rise by 4–6% and potential trade volatility, it's important to prioritize financial agility and supply security.

Hedge Against Trade-Driven Price Shocks

New 2026 anti-dumping duties and tariffs have made some chem products highly volatile. Buying now avoids scarcity premiums and logistical bottlenecks as retail prices catch up to rising wholesale costs.

- **Chem to Consider:** Glyphosate, Glufosinate, and 2,4-D Ester. These depend most on overseas manufacturing.

Prioritize Agronomic Fit Over Short-term Cost Savings

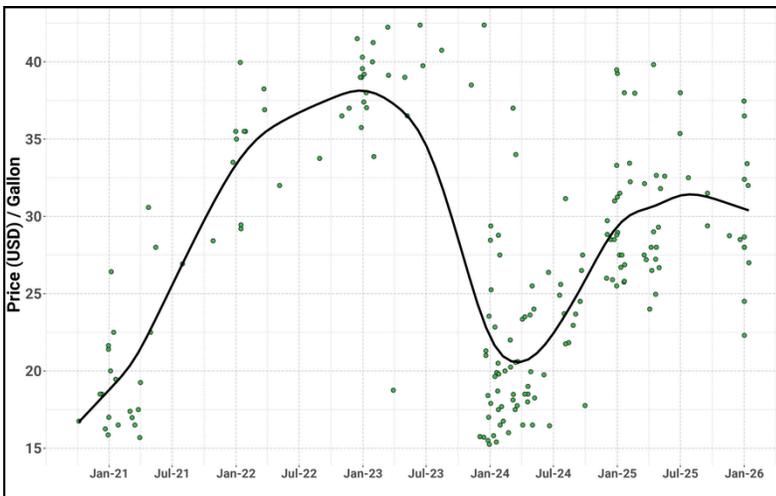
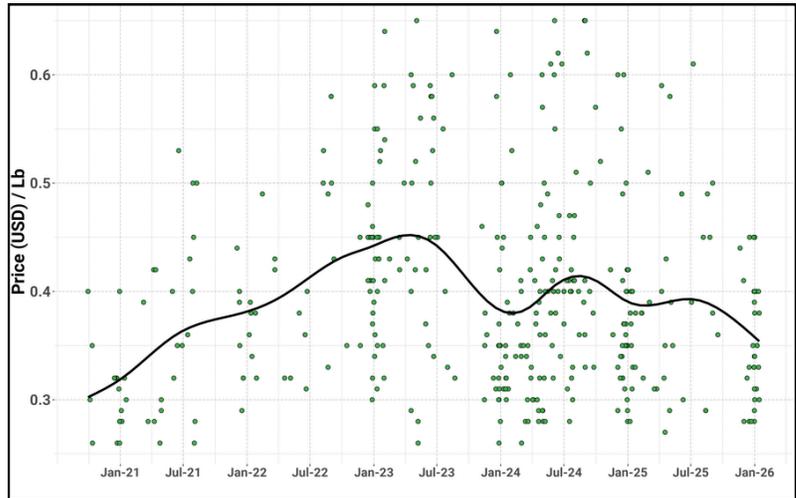
Shift from a lowest cost per gallon to highest efficacy per acre strategy to combat increasing weed resistance and tightening regulatory caps on older chemistries. Using higher-quality, residual chemistries reduces the total number of passes and avoids wasting expensive fuel and labor on re-treatment.

- **Chem to Consider:** Multi-site-of-action (SOA) strategies and newer, low-use-rate formulations.



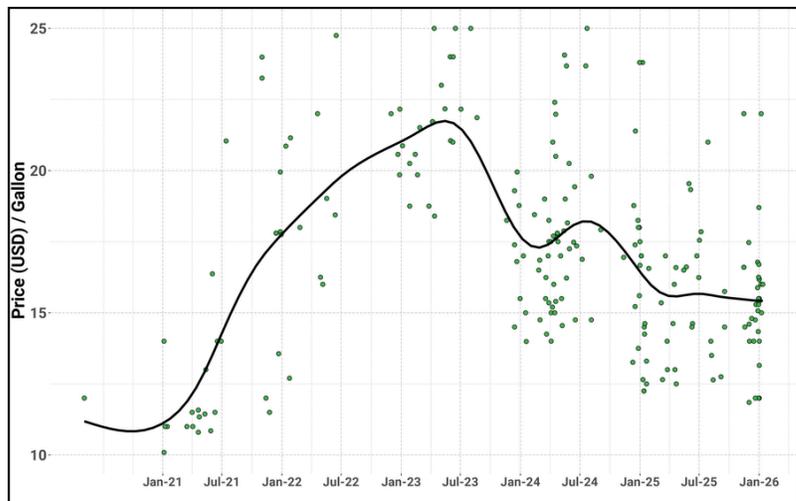
NATIONAL CHEM PRICE TRENDS

AMS (Dry) (\$/Lb)			
	Lowest Price	Highest Price	Price Spread
2024	\$0.22	\$1.25	468%
2025	\$0.28	\$0.60	73%
2026	\$0.25	\$0.52	108%



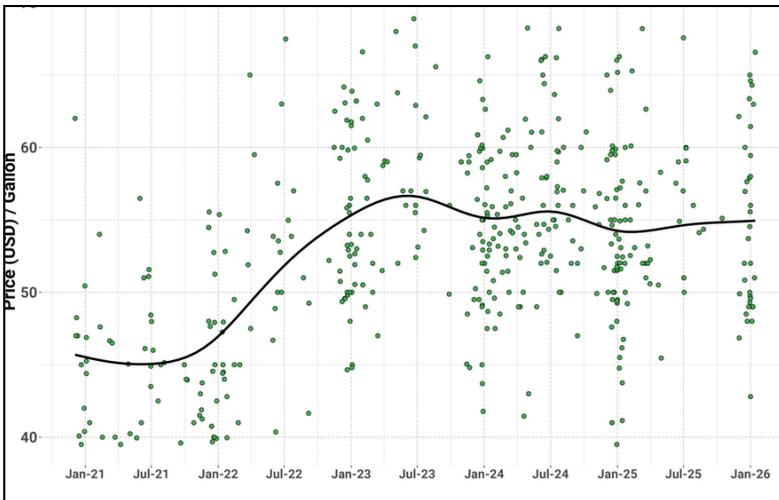
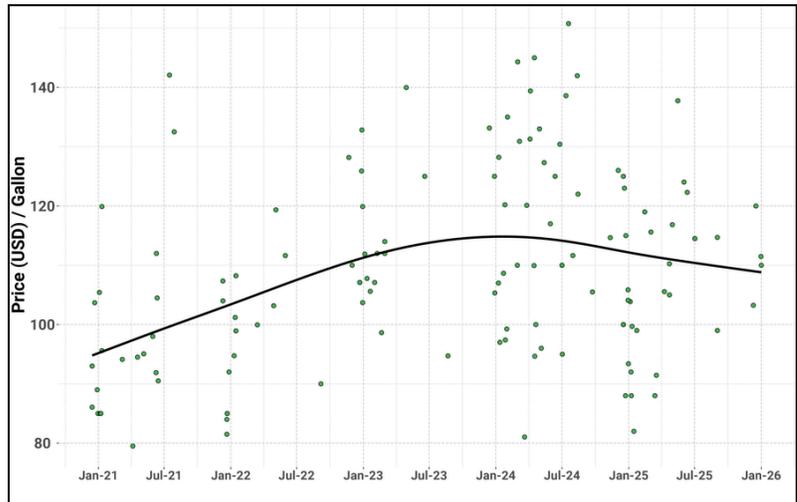
2,4-D Low Vol 6 (\$/Gal)			
	Lowest Price	Highest Price	Price Spread
2024	\$14.25	\$42.38	197%
2025	\$16.45	\$39.48	140%
2026	22.3	42.95	93%

Atrazine 4L (\$/Gal)			
	Lowest Price	Highest Price	Price Spread
2024	\$14.50	\$23.80	66%
2025	\$12.25	\$23.80	64%
2026	\$11.85	\$22.00	86%



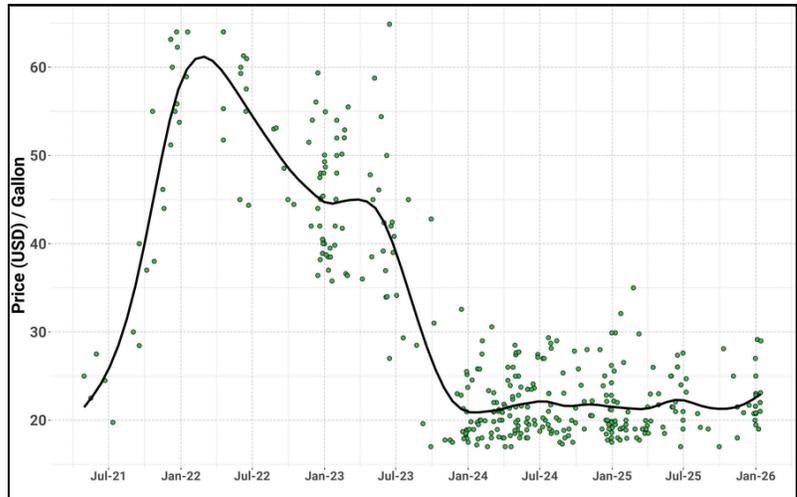
NATIONAL CHEM PRICE TRENDS

Outlook® Herbicide (\$/Gal)			
	Lowest Price	Highest Price	Price Spread
2024	\$81.04	\$175.02	116%
2025	\$81.39	\$158.99	95%
2026	\$99.00	\$178.00	80%



Enlist One® Herbicide (\$/Gal)			
	Lowest Price	Highest Price	Price Spread
2024	\$43.00	\$76.45	78%
2025	\$37.48	\$73.06	95%
2026	\$42.80	\$75.85	77%

Roundup PowerMAX® 3 (\$/Gal)			
	Lowest Price	Highest Price	Price Spread
2024	\$24.36	\$45.00	85%
2025	\$29.90	\$29.90	93%
2026	\$17.00	\$29.14	71%



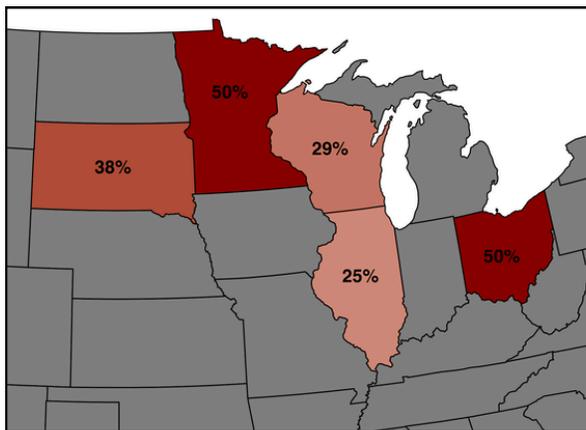
REGIONAL CHEM PRICE TRENDS

Regional pricing differences also reveal that farmers often pay more for certain chemicals than their peers in neighboring states. Even farmers just a few miles apart can pay very different prices for identical products.

For example, farmers buying AMS over the past few months paid 50% more in Minnesota, 50% more in Ohio, and 38% more in South Dakota compared to farmers in neighboring states. This means some farmers were paying one and a half times as much for the exact same chem.

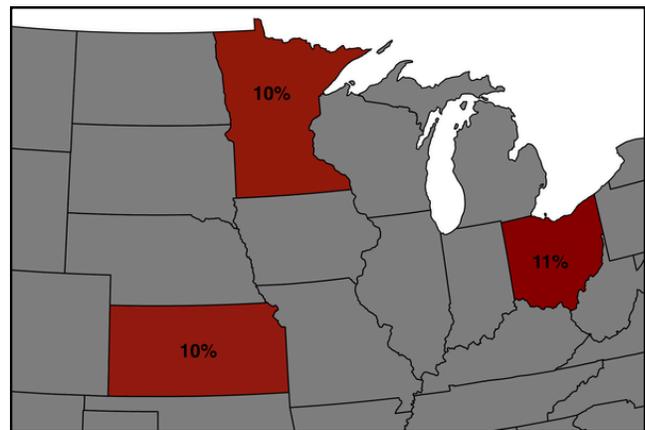
The graphics below illustrate the differences between lowest and highest prices paid for specific chem products in select states.

AMS (DRY) PRICES



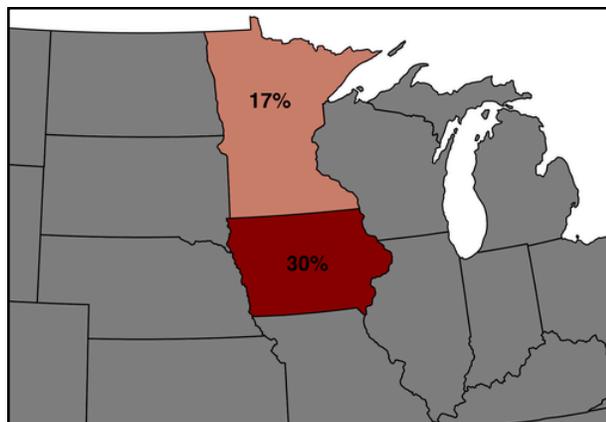
% difference (\$/Lb)
30 35 40 45 50

ATRAZINE 4 PRICES



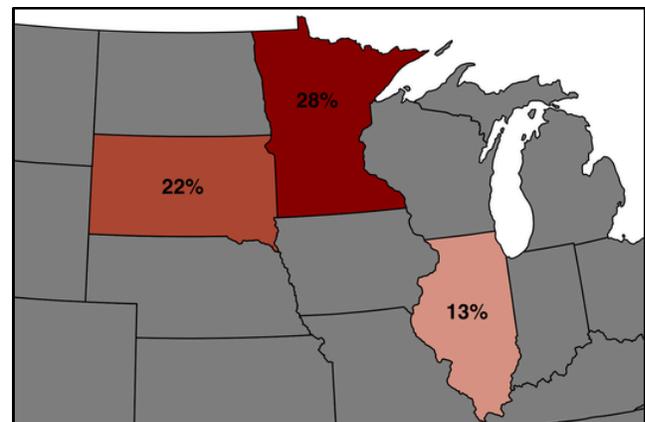
% difference (\$/Gallon)
10.3 10.4 10.5 10.6 10.7 10.8

2,4-D LOW VOL 6 PRICES



% difference (\$/Gallon)
20 25 30

CLETHODIM PRICES



% difference (\$/Gallon)
16 20 24 28



TRACK PRICES 24/7 WITH FBN'S PRICE TRANSPARENCY TOOL

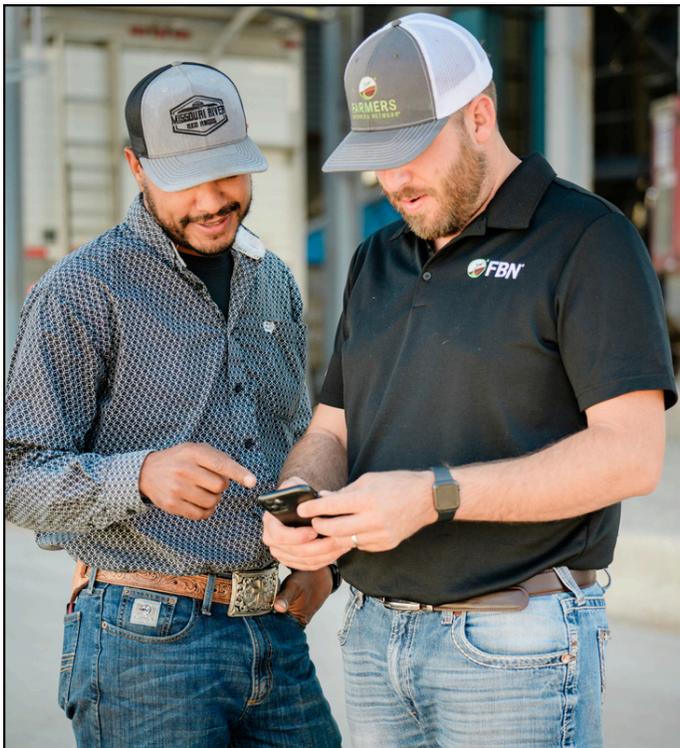
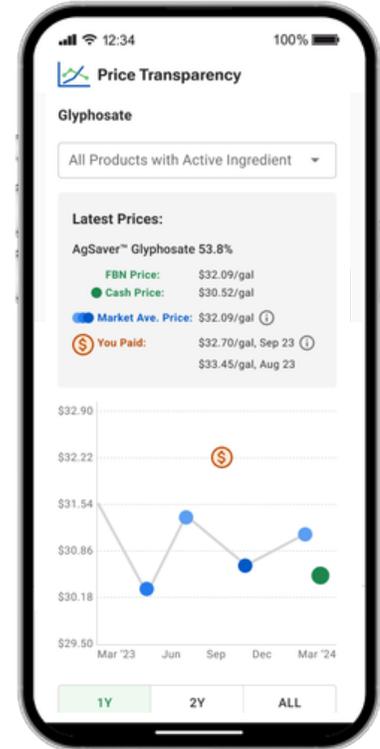
Price variability can add major costs to already expensive ag chem essentials, but price intelligence puts you in control.

Be confident you're getting the best price with FBN's Price Transparency Tool.

The free tool's exclusive ag chem price insights empower you to compare and negotiate fair prices using farmer-sourced market data. You can:

- See aggregated price statistics from member-submitted invoice submissions for comparable products with the same active ingredients.
- Understand long- and short-term price trends to build confidence around your purchase timing.

See Prices



But the tool is only as powerful as the data submitted by our farmer network.

When you submit a recent invoice, our FBN Data Science team aggregates and anonymizes your submission to continuously update the Price Transparency tool throughout the year.

Sharing your invoices is simple and secure. To contribute a recent crop protection invoice:

- Submit a photo of your invoice or forward an emailed receipt to data@farmersbusinessnetwork.com.
- Upload invoices online by [clicking here](#).



AG SUPPLIES DELIVERED DIRECTLY TO YOUR FARM



120,000+
FARMER
MEMBERS



14%
AVERAGE
FARMER SAVINGS



6
U.S.
LOCATIONS

FBN has everything you need to keep your operation running smoothly this season. Available exclusively to FBN members, we offer:

- **Convenient Ordering** with 24/7 digital shopping access from your phone or computer.
- **Reliable Product Quality** tested through a rigorous quality assurance procedure.
- **World-Class Logistics Network** spanning 75% of growing acreage in the U.S.

[Shop Now](#)

**Savings based on the average price paid by the customer and average FBN price for the same product or an equivalent product with the same active ingredients (normalized to same concentrations).*

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