

2024 Fourth Quarter Fertilizer Prices Across Ohio

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Results from the final quarter survey of retail fertilizer prices in the state of Ohio revealed fertilizer prices continue to be lower than national averages reported by Progressive Farmer - DTN (Quinn, 2024). The survey was completed by 17 retailers, representing 14 counties, who do business in the state of Ohio. Respondents were asked to quote spot prices as of the first day of the quarter (October 1st) based on sale type indicated. This is part of a larger study conducted by OSU Extension to better understand local fertilizer prices, which began in December 2023.

Survey participants reported the average price of all fertilizers was lower in Ohio compared to the national prices, except for Urea, which at \$510/ton was up slightly from the third quarter although it was well below the national average of \$780/ton, (Quinn, 2024). Anhydrous ammonia and Ammonium Thio-Sulfate results were not included due to low responses.

The chart below (Table 1.) is the summary of the survey responses. The responses (n) are the number of survey responses for each product. The minimum and maximum values reflect the minimum and maximum values reported in the survey. The average is the simple average of all survey responses for each product rounded to the nearest dollar. We recognize that many factors influence a company's spot price for fertilizer including but not limited to availability, geography, volume, cost of freight, competition, regulation, etc.

Table 1. Fourth Quarter 2024 Ohio Fertilizer Prices

Product	Responses (n)	Sale Type	Min \$/ton	Max \$/ton	Avg \$/ton
UAN 28-0-0	11	Direct to Farm	\$240	\$380	\$271
Urea 46-0-0	11	FOB Plant	\$427	\$560	\$510
MAP 11-52-0	12	FOB Plant	\$700	\$1079	\$800
DAP18-46-0	5	FOB Plant	\$667	\$730	\$704
APP 10-34-0	5	Direct to Farm	\$525	\$704	\$595
Potash 0-0-60	14	FOB Plant	\$367	\$470	\$416
Ammonium Sulfate 21-0-0-24	11	FOB Plant	\$357	\$552	\$432
Poultry Litter	7	Delivered & applied, <25 miles	\$32	\$55	\$49

Quarter 4 survey data included seven responses to questions about poultry litter, delivered and applied within a 25-mile radius of the facility. Prices ranged from \$32-55/ton with an average of \$49/ton reported. If you are a retailer interested in participating in this study, please contact Amanda Bennett at bennett.709@osu.edu.

References

Quinn, R. 2024. DTN Retail Fertilizer Trends. *DTN Progressive Farmer*. Accessed online October 10, 2024 at <https://www.dtnpf.com/agriculture/web/ag/crops/article/2024/10/09/potash-10-34-0-lead-fertilizer-lower>

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