

ONTARIO FARM INPUT MONITORING PROJECT
SURVEY # 1 – April 17, 2024
ECONOMICS AND BUSINESS GROUP, RIDGETOWN CAMPUS - U of G

Background

The Ontario Farm Input Monitoring Project is a survey of farm supply stores to collect cash retail prices that commercial farmers pay, when purchasing bulk fuels, fertilizers, and pesticides. Prices are collected on 45 farm inputs from 8 centres in Ontario, 3 in Michigan, 1 in Ohio and 1 in Indiana. Enumerators obtained current pricing from a minimum of 3 retail outlets in their assigned centre using the pre-designed survey form.

Results

(i) Ontario Prices

This is the first survey for 2024. On April 17, 2024, the Canadian dollar was lower than the U.S. dollar (\$1 C = \$0.7250 US).

Fuel prices showed that Regular Unleaded Gasoline prices averaged \$1.44 per litre, Diesel Fuel (coloured) averaged \$1.39 per litre and Propane (farm dryer) prices averaged \$0.68 per litre.

Urea prices ranged from \$725 to \$895 a tonne with an average price of \$810. Nitrogen Solution (UAN) 28% prices ranged from \$450 to \$725 with an average price of \$542 per tonne. Mono-Ammonium Phosphate prices varied from \$975 to \$1,235 per tonne with an average price of \$1,081. Muriate of Potash prices averaged \$758 per tonne with a range from \$660 to \$900.

With respect to pesticide prices, 2,4-D Amine prices ranged from \$7.20 to \$16.00 per litre with an average of \$11.26. Callisto prices ranged from \$94.77 to \$123.19 per litre. Roundup WeatherMAX prices averaged \$8.51 per litre while Dual II Magnum prices averaged \$41.57 per litre and Pursuit averaged \$157.82 per litre. Sencor prices averaged \$73.58 per kilogram. The price for Halex GT ranged from \$15.15 to \$21.40 with an average of \$18.25 per litre. Prowl H20 prices averaged \$18.88 per litre. Coragen MaX prices ranged from \$600.00 to \$685.13 per litre. Miravis Ace averaged \$64.85 per litre.

Ontario product prices when compared to May 3, 2023, showed that fuel prices on average were up 3%, fertilizer prices were down 19% on average, and pesticide prices were down slightly. The Canadian dollar was down \$0.01 or 1% relative to the U.S. dollar from a year ago.

Since the previous survey on October 4, 2023, changes in average prices showed that the fuel products group was down 3% and the fertilizer products group was down 1%. Pesticide products as a group were up slightly. The Canadian dollar was down less than \$0.01 or 1% relative to the U.S. dollar.

(ii) Comparison Between Ontario and Nearby U.S. States

Some of the products higher priced in Ontario include: Regular Unleaded Gasoline +20%; Diesel Fuel (coloured) +14%; Muriate of Potash 60% +1%; 2,4-D Amine 600 +26%; Callisto +6%; Classic +27%; Dual II Magnum +18%; Pursuit +27%; and Sencor +68%.

Products lower priced in Ontario include: Urea 46% -8%; Mono-Ammonium Phosphate -12%; Acuron -33%; Boundary LQD -18%; Enlist 1 -37%; Halex GT -19%; MCPA Amine 500 -12%; Prowl -13%; Delaro Complete -39%; Prosaro Pro -6%; and Miravis Ace -20%.

The exact implications at the farm level of this variability between Ontario and the U.S. for farm inputs depends greatly on individual producer product selections and purchase timing.

Appreciation is extended to Agriculture & Agri-Food Canada for funding this project.

ONTARIO/U.S. FARM INPUT MONITORING PROJECT
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ECONOMICS AND BUSINESS SECTION, RIDGETOWN CAMPUS - U OF G

Background

The Ontario/U.S. Farm Input Monitoring Project is a survey of farm supply stores to collect cash retail prices that commercial farmers pay, when purchasing bulk fuels, fertilizers, and pesticides. Prices are collected on 45 farm inputs from 8 centres in Ontario, 3 in Michigan, 1 in Ohio and 1 in Indiana. Enumerators obtained current pricing from a minimum of 3 retail outlets in their assigned centre using the pre-designed survey form.

Results

(i) U.S. Prices

This is the first survey for 2024. On April 17, 2024, the Canadian dollar was lower than the U.S. dollar (\$1 C = \$0.7250 US).

Fuel prices showed that Regular Unleaded Gasoline prices averaged \$3.29 per gallon, Diesel Fuel (farm) averaged \$3.33 per gallon and Propane (farm dryer) prices averaged \$1.78 per gallon.

Fertilizer prices showed Urea prices ranging from \$548 to \$625 a ton with an average price of \$576. Nitrogen Solution (UAN) 28% prices averaged \$392 per ton. Mono-Ammonium Phosphate prices ranged from \$795 to \$830 with an average price of \$812 per ton. Muriate of Potash prices averaged \$492 per ton with a range from \$435 to \$555.

With respect to pesticide prices, Atrazine prices ranged from \$16.88 to \$25.75 per gallon with an average of \$21.12. Halex GT prices averaged \$61.66 per gallon while Dual II Magnum averaged \$96.48 per gallon. Prowl H20 prices ranged from \$44.65 to \$71.35 per gallon. The price for Miravis Ace varied from \$180.00 to \$247.13 with an average price of \$223.79 per gallon. Warrior II prices ranged from \$236.80 to \$446.87 per gallon.

U.S. product prices when compared to May 3, 2023, showed that fuel prices on average were similar, fertilizer prices were down 12% on average, and pesticide prices on average were down 5%. The Canadian dollar was down \$0.01 or 1% relative to the U.S. dollar from a year ago.

Since the previous survey on October 4, 2023, changes in average prices showed that the fuel products group was up 3%, the fertilizer products as a group were down 1% and the pesticide products as a group were down 6%. The Canadian dollar was down less than \$0.01 or 1% relative to the U.S. dollar.

(ii) Comparison Between Ontario and Nearby U.S. States

Some of the products higher priced in Ontario include: Regular Unleaded Gasoline +20%; Diesel Fuel (coloured) +14%; Muriate of Potash 60% +1%; 2,4-D Amine 600 +26%; Callisto +6%; Classic +27%; Dual II Magnum +18%; Pursuit +27%; and Sencor +68%.

Products lower priced in Ontario include: Urea 46% -8%; Mono-Ammonium Phosphate -12%; Acuron -33%; Boundary LQD -18%; Enlist 1 -37%; Halex GT -19%; MCPA Amine 500 -12%; Prowl -13%; Delaro Complete -39%; Prosaro Pro -6%; and Miravis Ace -20%.

The exact implications at the farm level of this variability between Ontario and the U.S. for farm inputs depends greatly on individual producer product selections and purchase timing.

DATA COLLECTION METHODOLOGY

Survey Details

- Sample size - Approximately 24 Ontario and 15 U.S. retail outlets were surveyed.
- Method - The fertilizer and pesticide prices were obtained by personal visits to a cross section of outlet stores. Petroleum prices were collected by a combination of both personal visit and phone.
- Locations - Refers to geographic trading areas.

Terms and Conditions

- Price - The price collected was defined as the cash retail price an average commercial farmer would pay when purchasing a minimum amount of fuel, fertilizer, and pesticide.
- Volume - Price reductions due to large volumes, bulk purchases, special memberships, or yearend sales incentives were not considered. Price quotes were for cash and carry.
- Services - All additional services i.e. delivery, testing or application, were excluded from the price quote.
- Levy - The Canadian container recycling levy was not subtracted from the Canadian price.
- Petroleum - In Ontario the fuel tank and pump is assumed to be owned by the fuel supplier while in the U.S. the tank and pump is owned by the farmer.

Price Comparisons

- Exchange - The April 17, 2024 daily average rate for the Bank of Canada was used. i.e. \$1.3794 Canadian equals \$1 U.S. (or \$0.7250 U.S. equals \$1 Canadian)
- Average - The arithmetic average of all price quotes for each geographic centre was calculated.
- Conversion - U.S. prices were converted to their Canadian equivalent by adjusting for exchange rate, measure, and concentration.
- Values - For mixing cost, \$.01 designates no charge.
- GST - Where applicable, GST was excluded from the input cost.

Price Comparison in Canadian Dollars Between Ontario and Nearby American States for Apr 17, 2024

ONTARIO PRODUCT	UNIT	ALL ONT. LOCATIONS			ALL U.S. LOCATIONS		
		MIN	MAX	AVG	MIN	MAX	AVG
Regular Unleaded Gasoline	LITRE	1.20	1.65	1.44	1.09	1.31	1.20
Diesel Fuel (coloured)	LITRE	1.25	1.54	1.39	1.13	1.28	1.21
Propane (farm dryer)	LITRE	0.51	0.99	0.68	0.50	0.73	0.65
Ammonium Sulphate 21-0-0-24	TONNE	580.00	730.00	666.87	653.82	1362.38	808.00
Urea 46%	TONNE	725.00	895.00	809.63	833.24	950.32	876.49
Nitrogen Solution (UAN) 28%	TONNE	450.00	725.00	541.82	547.38	780.02	595.74
Mono-Ammonium Phosphate 11-52-0	TONNE	975.00	1235.00	1081.14	1208.81	1262.03	1234.44
Di-Ammonium Phosphate 18-46-0	TONNE				1178.40	1231.62	1202.42
Triple Superphosphate 0-46-0	TONNE						
Muriate of Potash 60%	TONNE	660.00	900.00	758.08	661.42	843.88	748.23
Liquid 6-24-6	TONNE	1182.00	1510.00	1315.05	1480.22	1480.22	1480.22
Liquid 10-34-0	TONNE	1047.00	1300.00	1139.11	950.32	1117.58	1025.33
Mixing Charge (no GST or PST)	TONNE	10.00	30.00	16.50	15.21	38.01	22.81
2,4-D Amine 600 (564 g/l EC)	LITRE	7.20	16.00	11.26	6.54	11.04	8.96
Accent IS (54.55% DF)	GRAM	1.62	1.82	1.74	1.09	1.32	1.24
Acuron (7.1 g, 28.5 g, 257, 120 g/L)	LITRE	13.70	21.53	19.41	24.03	33.63	28.92
Armezon (336 g/L SU)	ML	0.74	1.01	0.91	0.77	1.20	0.95
Atrazine 480 (480 g/l SU)	LITRE	6.00	18.72	16.25	6.15	9.38	7.69
Authority Supreme (2@250 g/L, SC)	LITRE	127.41	155.25	147.19	151.42	237.56	188.71
Boundary LQD (628 g/L, 149 g/L EC)	LITRE	22.75	28.50	26.26	12.37	38.56	31.88
Callisto 480 SC (480 g/L SC)	LITRE	94.77	123.19	110.47	52.92	135.51	104.22
Classic (25% WG)	GRAM	1.04	1.52	1.32	0.83	1.26	1.04
Dual II Magnum (915 g/l EC)	LITRE	36.00	45.76	41.57	21.92	41.57	35.16
Enlist 1 (454 g/L SN)	LITRE	12.50	16.31	15.14	19.68	28.92	24.10
Halex GT (2 @ 250 g/L, 1 @ 25 g/L)	LITRE	15.15	21.40	18.25	17.05	25.16	22.47
Integrity (68 g/L, 600 g/L EC)	LITRE	62.23	82.22	74.68	58.31	111.88	82.06
MCPA Amine 500 (500 g/l SN)	LITRE	9.84	18.20	13.39	9.88	19.35	15.29
Pardner (280 g/l EC)	LITRE	21.49	27.13	25.50	27.19	27.93	27.44
Prowl H2O (455 g/L EC)	LITRE	15.75	20.51	18.88	16.27	26.00	21.68
Pursuit (240 g/l SN)	LITRE	118.18	178.79	157.82	104.73	193.49	124.51
Reflex (240 g/L EC)	LITRE	48.34	60.50	55.70	19.41	24.48	22.94
Roundup WeatherMAX (540 g/l SN)	LITRE	7.50	11.00	8.51	7.29	14.06	10.20
Sencor 75 DF (75% WG)	KILOG	64.89	81.00	73.58	35.73	53.92	43.77
Coragen MaX (600 g/L SU)	LITRE	600.00	685.13	661.84	344.55	454.41	398.67
Delegate (25% WG)	GRAM	0.40	0.51	0.46	0.54	0.66	0.60
Malathion 500 EC (500 g/l EC)	LITRE	18.00	40.70	32.01	21.14	34.48	26.93
Matador 120EC (120 g/L EC)	LITRE	177.25	207.67	192.73	41.55	78.40	60.61
Pounce (384 g/L EC)	LITRE	58.11	85.00	64.05	23.43	39.32	32.09
Sevin XLR+ (480 g/l LI)	LITRE	32.16	72.80	45.00	23.81	32.52	29.21
Bravo (500 g/l SC)	LITRE	16.60	22.24	18.04	8.73	10.74	9.25
Delaro Complete (176.2g, 154g, 128.3	LITRE	79.11	100.68	92.48	111.15	199.83	152.64
Miravis Ace (150 g/L, 125 g/L)	LITRE	57.53	70.13	64.85	65.60	90.06	81.56
Nova 40 W (40% WP)	KILOG	276.78	323.03	298.24	200.95	213.60	206.55
Prosaro Pro (1@200 g, 2@100g/L SU)	LITRE	66.53	86.49	80.58	37.23	116.62	85.43
Sphaerex (112.5 g/L, 187.5 g/L EC)	LITRE	78.15	113.06	104.96	87.10	112.98	107.07
Ethrel (240 g/l LI)	LITRE	24.82	32.13	27.14	7.25	12.50	9.88

Exchange Rate: 1.3794

PRICE COMPARISON BETWEEN ONTARIO AND NEARBY AMERICAN STATES FOR APRIL 17, 2024
AVERAGE ONTARIO/U.S. PRICE IN CDN DOLLARS AND PERCENT DIFFERENCE

ONTARIO PRODUCT	UNIT	AVERAGE ONTARIO PRICE	AVERAGE U.S. PRICE	ONTARIO VS U.S.	ONTARIO 2024 VS ON 2023
Regular Unleaded Gasoline	LITRE	1.44	1.20	19.9%	4.1%
Diesel Fuel (coloured)	LITRE	1.39	1.21	14.4%	5.1%
Propane (farm dryer)	LITRE	0.68	0.65	4.9%	0.2%
Ammonium Sulphate 21-0-0-24	TONNE	666.87	808.00	-17.5%	
Urea 46%	TONNE	809.63	876.49	-7.6%	-28.9%
Nitrogen Solution (UAN) 28%	TONNE	541.82	595.74	-9.1%	-30.3%
Mono-Ammonium Phosphate 11-52-0	TONNE	1,081.14	1,234.44	-12.4%	-19.8%
Di-Ammonium Phosphate 18-46-0	TONNE		1,202.42		
Triple Superphosphate 0-46-0	TONNE				
Muriate of Potash 60%	TONNE	758.08	748.23	1.3%	-22.4%
Liquid 6-24-6	TONNE	1,315.05	1,480.22	-11.2%	-3.8%
Liquid 10-34-0	TONNE	1,139.11	1,025.33	11.1%	-7.4%
Mixing Charge (no GST or PST)	TONNE	16.50	22.81	-27.7%	-1.9%
2,4-D Amine 600 (564 g/l EC)	LITRE	11.26	8.96	25.7%	-17.3%
Accent IS (54.55% DF)	GRAM	1.74	1.24	40.9%	
Acuron (7.1 g, 28.5 g, 257, 120 g/L)	LITRE	19.41	28.92	-32.9%	-2.2%
Armezon (336 g/L SU)	ML	0.91	0.95	-3.8%	
Atrazine 480 (480 g/l SU)	LITRE	16.25	7.69	111.2%	25.1%
Authority Supreme (2@250 g/L, SC)	LITRE	147.19	188.71	-22.0%	-0.6%
Boundary LQD (628 g/L, 149 g/L EC)	LITRE	26.26	31.88	-17.6%	
Callisto 480 SC (480 g/L SC)	LITRE	110.47	104.22	6.0%	-8.5%
Classic (25% WG)	GRAM	1.32	1.04	27.1%	1.5%
Dual II Magnum (915 g/l EC)	LITRE	41.57	35.16	18.2%	-0.5%
Enlist 1 (454 g/L SN)	LITRE	15.14	24.10	-37.2%	
Halex GT (2 @ 250 g/L, 1 @ 25 g/L)	LITRE	18.25	22.47	-18.8%	-8.1%
Integrity (68 g/L, 600 g/L EC)	LITRE	74.68	82.06	-9.0%	1.7%
MCPA Amine 500 (500 g/l SN)	LITRE	13.39	15.29	-12.4%	-6.5%
Pardner (280 g/l EC)	LITRE	25.50	27.44	-7.1%	3.6%
Prowl H2O (455 g/L EC)	LITRE	18.88	21.68	-12.9%	2.6%
Pursuit (240 g/l SN)	LITRE	157.82	124.51	26.8%	4.9%
Reflex (240 g/L EC)	LITRE	55.70	22.94	142.9%	-1.2%
Roundup WeatherMAX (540 g/l SN)	LITRE	8.51	10.20	-16.6%	-38.3%
Sencor 75 DF (75% WG)	KILOG	73.58	43.77	68.1%	4.3%
Coragen MaX (600 g/L SU)	LITRE	661.84	398.67	66.0%	
Delegate (25% WG)	GRAM	0.46	0.60	-23.5%	0.2%
Malathion 500 EC (500 g/l EC)	LITRE	32.01	26.93	18.9%	16.1%
Matador 120EC (120 g/L EC)	LITRE	192.73	60.61	218.0%	-0.4%
Pounce (384 g/L EC)	LITRE	64.05	32.09	99.6%	-1.8%
Sevin XLR+ (480 g/l LI)	LITRE	45.00	29.21	54.1%	10.2%
Bravo (500 g/l SC)	LITRE	18.04	9.25	95.1%	-0.4%
Delaro Complete (176.2g, 154g, 128.3g)	LITRE	92.48	152.64	-39.4%	2.5%
Miravis Ace (150 g/L, 125 g/L)	LITRE	64.85	81.56	-20.5%	1.0%
Nova 40 W (40% WP)	KILOG	298.24	206.55	44.4%	0.3%
Prosaro Pro (1@200 g, 2@100g/L SU)	LITRE	80.58	85.43	-5.7%	3.0%
Sphaerex (112.5 g/L, 187.5 g/L EC)	LITRE	104.96	107.07	-2.0%	
Ethrel (240 g/l LI)	LITRE	27.14	9.88	174.8%	10.1%

Exchange Rate: 1.3794

Seed Pricing (April 17, 2024)

Exchange Rate: 1.3794

Commodity	Unit	Ontario (\$CAD)			U.S. (\$CAD)			Ontario vs. U.S. AVG
		MIN	MAX	AVG	MIN	MAX	AVG	
Wheat	22.7 kg	29.00	41.00	36.12	27.59	60.69	38.30	-5.7%
Corn RR	80,000 seeds	295.00	428.00	376.67	394.51	536.59	481.86	-21.8%
Corn Conventional	80,000 seeds	223.00	339.00	268.76	337.95	416.58	377.93	-28.9%
Soybean RR	140,000 seeds	74.00	104.00	89.19	70.35	110.35	88.16	1.2%
Soybean Conventional	22.7 kg	35.00	87.00	63.33	59.18	93.80	71.98	-12.0%

Commodity	Unit	U.S. (\$USD)			Ontario (\$USD)			U.S. vs. Ontario AVG
		MIN	MAX	AVG	MIN	MAX	AVG	
Wheat	50 lb	20.00	44.00	27.76	21.02	29.72	26.19	5.7%
Corn RR	80,000 seeds	286.00	389.00	349.32	213.86	310.28	273.07	21.8%
Corn Conventional	80,000 seeds	245.00	302.00	273.98	161.66	245.76	194.84	28.9%
Soybean RR	140,000 seeds	51.00	80.00	63.91	53.65	75.40	64.66	-1.2%
Soybean Conventional	50 lb	42.90	68.00	52.18	25.37	63.07	45.91	12.0%

Note: The price collected was defined as the cash retail price that a commercial farmer would pay when purchasing a minimum amount of seed. Seed varieties vary by location.