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# Fertilizers:

## United States

June 2017



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# About This Report

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## Scope & Method

This report forecasts US fertilizer demand in metric tons of nutrients to 2021. Total demand is segmented by fertilizer type in terms of:

- nitrogen
- phosphate
- potash
- organic
- other fertilizers such as secondary nutrients and other micronutrients.

Industrial uses for fertilizer, such as chemical production, are excluded from the scope of this report. Nitrogen is expressed in elemental form (N), whereas phosphate and potash are expressed as oxides, P<sub>2</sub>O<sub>5</sub> and K<sub>2</sub>O, respectively.

Total demand is also segmented by application as follows:

- corn
- wheat
- soybean
- cotton
- other agriculture, such as fruits and vegetables
- non-agriculture, such as landscaping.

To illustrate historical trends, total demand and the various segments are provided in annual series from 2006 to 2016.

This report quantifies trends in various measures of growth and volatility. Growth (or decline) expressed as an average annual growth rate (AAGR) is the least squares growth rate, which takes into account all available datapoints over a period. The volatility of datapoints around a least squares growth trend over time is expressed via the coefficient of determination, or  $r^2$ . The most stable data series relative to the trend carries an  $r^2$  value of 1.0; the most volatile – 0.0. Growth calculated as a compound annual growth rate (CAGR) employs, by definition, only the first and last datapoints over a period. The CAGR is used to describe forecast growth, defined as the expected trend beginning in the base year and ending in the forecast year. Readers are encouraged to consider historical volatility when assessing particular annual values along the forecast trend, including in the forecast year.

## About This Report

Key macroeconomic indicators are also provided with quantified trends. Other various topics, including profiles of pertinent leading suppliers, are covered in this report. A full outline of report items by page is available in the Table of Contents.

## Sources

*Fertilizers: United States (FF35077)* represents the synthesis and analysis of data from various primary, secondary, macroeconomic, and demographic sources including:

- firms participating in the industry, and their suppliers and customers
- government/public agencies
- national, regional, and international non-governmental organizations
- trade associations and their publications
- the business and trade press
- indicator forecasts by The Freedonia Group
- the findings of other reports and studies by The Freedonia Group.

Specific sources and additional resources are listed in the Resources section of this publication for reference and to facilitate further research.

## Industry Codes

Table 5 | Industry Codes Related to Fertilizer

NAICS/SCIAN 2007		SIC	
North American Industry Classification System		Standard Industry Codes	
212393	Other Chemical and Fertilizer Mineral Mining	1479	Chemical and Fertilizer Mineral Mining, NEC
325311	Nitrogenous Fertilizer Manufacturing	2873	Nitrogenous Fertilizers
325312	Phosphatic Fertilizer Manufacturing	2874	Phosphatic Fertilizers
325314	Fertilizer (Mixing Only) Manufacturing	2875	Fertilizers, Mixing Only

Source: US Census Bureau

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## Resources

### The Freedonia Group

#### Freedonia Industry Studies

*Power Lawn & Garden Equipment Market*, February 2017

*Agricultural Pesticide Market*, January 2017

*Lawn & Garden Consumables*, June 2016

*World Agricultural Equipment*, April 2016

#### Freedonia Focus Reports

*Alternative-Ingredient Snacks: United States*

*Agricultural Equipment: United States*

*Agricultural Pesticides: United States*

*Field Crop Seeds: United States*

*Grain-Based Foods: United States*

*Mining & Quarrying: United States*

*Phosphate Rock: United States*

*Potash: United States*

*Processed Food: United States*

#### Freedonia Custom Research

### Trade Publications

*AgPro*

*Engineering & Mining Journal*

*Feedstuffs*

*ICIS Chemical Business*

*Industrial Minerals*

*The Progressive Farmer*

### Agencies & Associations

The Fertilizer Institute

Food and Agriculture Organization of the United Nations

International Fertilizer Industry Association

International Plant Nutrition Institute

New Mexico Mining Association

Organic Materials Review Institute

United States Census Bureau

United States Department of Agriculture

United States Geological Survey

United States International Trade Commission