



Katie Farmer
*President and
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March 24, 2026

Corey Rosenbusch
President & Chief Executive Officer
The Fertilizer Institute
4201 Wilson Blvd., Suite 700
Arlington, VA 22203

Dear Corey:

I write in response to your March 16 letter requesting that Class I railroads prioritize fertilizer shipments in response to the global supply disruptions caused by the closure of the Strait of Hormuz, and I am pleased to tell you that service during this spring fertilizer season has thus far been very strong on BNSF.

Even prior to the developments in the Gulf, BNSF was anticipating robust spring fertilizer volumes. That robust volume has materialized, and we are on pace to set a first quarter record for fertilizer shipments on our railroad. We appreciate our customers' trust in bringing these critical shipments to us.

To prepare for these volumes, BNSF worked closely with our customers to plan for their needs. For the first time, we implemented an equipment reservation system for fertilizer trainsets to give both ourselves and our customers better visibility into equipment needs and availability. With this added visibility, we identified opportunities to bring additional trainsets online for fertilizer service without negatively affecting fluidity and staged surge resources to ensure reserved loadings would be supported. We are grateful for our customers' commitment and engagement in this collaborative effort.

As a result of these efforts, BNSF's fertilizer service throughout the spring has remained strong while handling these record volumes. Fertilizer car velocity over this year's fertilizer season has averaged 150.2 miles per day, a 15% improvement over the same period last year.



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We have long taken pride at BNSF on the important role we play in promoting the growth of all aspects of America's agricultural sector. We recognize the importance our partners in the fertilizer industry have to the success of American agriculture, and we will continue to meet our commitment to bring your products to market to grow your businesses and ours.

Sincerely,

A handwritten signature in black ink that reads "Katie Farmer". The signature is written in a cursive, flowing style.

Katie Farmer
President and Chief Executive Officer

cc: The Honorable Brooke Rollins, Secretary of Agriculture
The Honorable Sean Duffy, Secretary of Transportation
The Honorable Patrick Fuchs, Chair, Surface Transportation Board
The Honorable Michelle Schultz, Vice Chair, Surface Transportation Board
The Honorable Karen Hedlund, Member, Surface Transportation Board
The Honorable Ted Cruz, Chair, U.S. Senate Committee on Commerce, Science & Transportation
The Honorable Maria Cantwell, Ranking Member, U.S. Senate Committee on Commerce, Science & Transportation
The Honorable Sam Graves, Chair, U.S. House Committee on Transportation & Infrastructure
The Honorable Rick Larsen, Ranking Member, U.S. House Committee on Transportation & Infrastructure