



BUILDING AMERICA®

March 18, 2026

Corey Rosenbusch
The Fertilizer Institute
4201 Wilson Boulevard, Suite 700
Arlington, VA 22203

Dear Corey:

Union Pacific recognizes the recent impact global supply chain disruptions are having on the fertilizer industry. We understand the importance of being there for our customers as they navigate this unprecedented demand. In fact, year-to-date, our fertilizer shipments are up 2% compared to last year, and within the nitrogen segment specifically, volumes are up 8%. This growth reflects the strong and sustained demand we are experiencing from our fertilizer customers.

UP has been—and remains—fully prepared to support this growth. We have buffer resources in place, including locomotives, crews, and system equipment positioned across the network to meet customer needs. By the end of February, we proactively pulled all system-covered hoppers out of storage and deployed them to support early-season fertilizer demand. This close coordination ensured resources were delivered exactly where they were needed. Year-to-date, our system car order fulfillment rate is 100%, reflecting our commitment to ensuring every customer order is met.

Our Service Performance Index (SPI) for fertilizer customers remains at 100%, enabling us to respond quickly to customer needs and capture business opportunities as they arise. We stay closely engaged with our customers every day and recently met with more than twenty fertilizer shippers at the TFI conference in February. Across these interactions, we consistently received positive feedback on our service performance.

We will continue to support our fertilizer customers; we want the business and have capacity to grow.

Sincerely,

Kenny Rucker
Executive Vice President -Marketing and Sales

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
Mr. Ian Jeffries, President & CEO, Association of American Railroads