



March 16, 2026

Katie Farmer
President & Chief Executive Officer
BNSF Railway Company
2650 Lou Menk Drive
Fort Worth, TX 76131

Tracy Robinson
President & CEO
Canadian National Railway Company
935 de La Gauchetière Street West, 16th Floor
Montreal, Quebec H3B 2M9, Canada

Keith Creel
President & CEO
Canadian Pacific Kansas City Limited
7550 Ogden Dale Road SE
Calgary, Alberta T2C 4X9, Canada

Steve Angel
President & Chief Executive Officer
CSX Corporation
500 Water Street
Jacksonville, FL 32202

Mark R. George
President & Chief Executive Officer
Norfolk Southern Corporation
650 W Peachtree Street NW
Atlanta, GA 30308

Jim Vena
Chief Executive Officer
Union Pacific Railroad
1400 Douglas Street
Omaha, NE 68179

Dear Ms. Farmer, Mr. Robinson, Mr. Creel, Mr. Angel, Mr. George, and Mr. Vena:

On behalf of the U.S. fertilizer industry, I write to request that Class I railroads prioritize fertilizer shipments across your networks in response to the global supply disruptions caused by the closure of the Strait of Hormuz and the need to ensure that American farmers have timely access to crop nutrients for Spring application.

The U.S. relies on a mix of domestic production and imported product to supply U.S. growers, and a multimodal logistics network moves fertilizer from domestic production site or import port to the farm gate. Each year, ninety million tons of fertilizer are transported throughout the U.S., with nearly two-thirds of all domestic fertilizer ton-miles moved by freight rail.¹ This makes the fertilizer industry one of the most significant freight rail users, and for this reason TFI member companies value strong, day-to-day operational partnerships with your companies.

The closure of the Strait of Hormuz due to on-going military operations is having an especially significant impact on global fertilizer trade and the global fertilizer market. Persian Gulf countries are significant producers and exporters of key fertilizers and fertilizer inputs – natural gas, ammonia, urea, phosphate fertilizers and sulfur. Nearly 50% of global exports of sulfur, an important fertilizer as well as a critical input to phosphate fertilizer production, move through this area. The area is also key to producing nitrogen fertilizers, with nearly 30% of globally-traded ammonia and as much as half of globally-traded urea now unable to reach its intended destinations, impacting farmers around the world including those in the U.S.

¹ "Fertilizer Modal Assessment 2022," The Fertilizer Institute, January 1, 2022. https://www.tfi.org/wp-content/uploads/pda/2024/03/tfi_2022_fertilizer_modal_assessment.pdf.

Although domestic fertilizer supply will be tested due to challenges such as the difficulty of accessing the Strait of Hormuz, U.S. farmer demand will not decrease. Indeed, farmers today are completing their preparations for Spring application and planting season, a time when access to fertilizer supplies is critical to successful crop production.

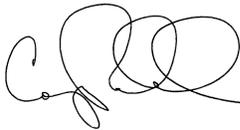
Without reliable and timely fertilizer deliveries, farmers risk missing narrow application windows, jeopardizing crop yields, economic stability in rural communities, and the broader food supply chain. As such, The Fertilizer Institute encourages the nation's railroads to work collaboratively with fertilizer shippers to:

- Ensure that rail capacity—both equipment and crew—is available to meet fertilizer transportation needs;
- Prioritize the movement of fertilizer shipments from production operations and import ports; and
- Reduce any first-mile / last-mile service issues, including delayed spots and pulls.

Your companies play an important role in ensuring U.S. farmers have access to essential crop nutrients to grow food, feed, fiber, and fuel crops for American families. TFI appreciates your attention to this matter and the strong operational relationships between TFI member companies and your railroads.

If I can be of any help in facilitating these efforts, please do not hesitate to contact me directly at crosenbusch@tfi.org Alternatively, you may contact Ryan Bowley on my staff at rbowley@tfi.org.

Sincerely,



Corey Rosenbusch
President and CEO
The Fertilizer Institute

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