



January 22, 2018

Ambassador Kelly Craft
U.S. Embassy Ottawa
490 Sussex Drive
Ottawa, Ontario K1N 1G8

Dear Ambassador:

First and foremost, our sincere congratulations on your appointment as the United States Ambassador to Canada.

The relationship between Canada and the United States is vital to the success and continued health of the fertilizer industry. Our sector is significantly integrated, where farmers and agri-businesses on both sides of the 49th parallel depend on imports and exports of fertilizer as well as the exchange of labour, technology, equipment, research, and transportation corridors.

Our associations, Fertilizer Canada and The Fertilizer Institute, collaborate to help farmers in Canada, the United States and around the world achieve a common goal: to feed a growing global population. About half of all crop production can be attributed to fertilizer use.

The fertilizer industry in North America represents \$155-billion (USD) in annual economic activity and 89,000 direct jobs. This includes the manufacture of nitrogen, potash (potassium) and phosphate fertilizers, as well as the wholesale and retail distribution of our products. We have many shared member companies, with mines, manufacturing plants, retail outlets and offices on both sides of the border. Canada is the largest producer of potash fertilizer in the world, accounting for 46 percent of global supply, and the United States is the world's second largest producer of phosphate fertilizer.

Our associations also work collaboratively to balance economic performance with environmental stewardship. Of particular importance to the relationship between our countries is our shared freshwater resource: the Great Lakes. Using 4R Nutrient Stewardship (Right Source, Right Rate, Right Time, Right Place®), farmers in the Great Lakes are learning to use fertilizers more efficiently to minimize the risk of nutrient losses to ground and surface water. The North American 4R Research Fund, a five-year, \$6-million (USD) member-funded program, was recently renewed and will continue to focus on the effects of 4R Nutrient Stewardship on water quality.

We would appreciate the opportunity to meet with you and provide further information on the significance of our industry and the importance of our bilateral relationship.

Congratulations again, and our best wishes for your tenure.

Sincerely,

A handwritten signature in black ink, appearing to read 'G. Whyte', with a stylized, cursive script.

Garth Whyte
President & CEO
Fertilizer Canada

A handwritten signature in blue ink, appearing to read 'C. Jahn', with a stylized, cursive script.

Chris Jahn
President
The Fertilizer Institute