

# Canadian Fertilizer Industry: Keeping Canada Growing

Spanning the supply chains of manufacturing, mining, transportation, and retail, the fertilizer industry plays an important role in Canada's economy.



## Over 76K employees

The fertilizer industry supports the employment of over 76,000 highly skilled Canadians who receive above average salaries and competitive benefits



## Nitrogen and potash use

Ninety-five per cent of Canadian potash is exported internationally, and 45 per cent of nitrogen products are shipped to Canada's largest trading partner, the U.S.



## Major global export

An export driven industry, Canadian fertilizer serves more than 70 countries each year



## 75 per cent of fertilizer moves by rail

Getting fertilizer to its destination requires efficient and reliable transportation infrastructure, and rail is amongst the most sustainable available to industry.

## Business competitiveness

The fertilizer industry is one of Canada's most Energy-Intensive Trade Exposed (EITE) industries and is sensitive to extra costs of production not borne by producers in competitive jurisdictions around the world including Russia, China, Belarus, and Brazil. Accounting for more than 10 per cent of Canada's economy, Canada's EITE industries face higher compliance costs than peers in other countries, estimated at close to \$5 billion.

As an export driven industry, the fertilizer sector supports comprehensive trade agreements with the core elements of industrial goods, agriculture, rules on intellectual property, rules of origin, technical barriers to trade, labour, investment and environment. There must be a consistent science-based approach to trade agreements which would prevent the use of environmental issues, and other policies to act as a trade barrier.

Over the past two decades, governments have found new methods to share jurisdiction over policy priorities and in doing so, multiple systems have developed that often overlap in terms of standards or reporting requirements. Harmonization of these systems to reduce the regulatory burden and cost could help the industry increase competitiveness internationally.

Canada's world-leading fertilizer industry is a major contributor to Canada's economic growth through the employment of Canadians, support of the Canadian agriculture sector, and international trade. A dependable transportation network and a regulatory environment that supports global competitiveness of Canadian businesses will be critical to the success of all future trade agreements.

# Moving fertilizer safely is our industry standard

After the manufacturing process, fertilizer is transported to distributors primarily by rail. To ensure fertilizer products get where they're going safely and reliably takes collaboration and cooperation with the transportation industry.



Potash is the **second most valuable** mined product in Canada, only trailing gold



Fertilizer is the **third largest commodity** shipped by rail in Canada.

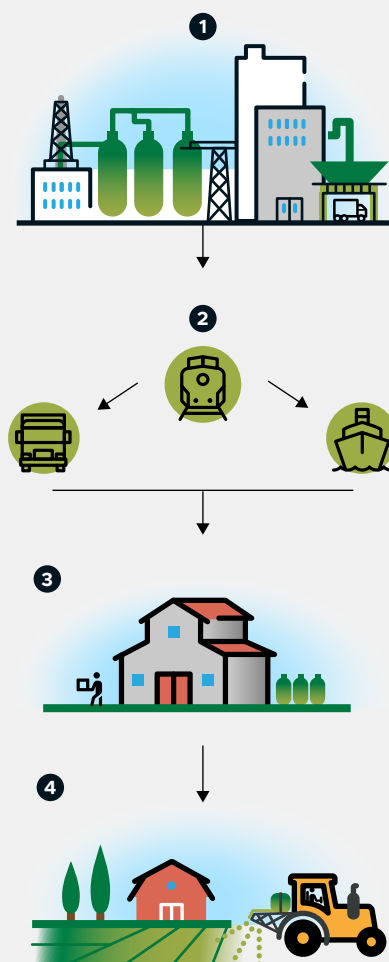
## MOVING PRODUCTS ACROSS CANADA AND THE U.S.A.

Canada's export-driven fertilizer industry requires the safe, secure, and efficient transportation of its products into domestic, U.S, and international markets. Many fertilizer products are produced in western Canada and need to make their way to Canada's ports. Due to the tonnage being moved and concerns about safety, the fertilizer industry is reliant on railways to move goods at a reasonable cost. In fact, fertilizer is one of the largest commodities transported by rail in Canada.

## TRANSPORT INTERRUPTION

In recent years strikes, blockades, and embargos have caused significant disruption to the supply chain. If these continue to happen, irreparable harm will be done to Canada's reputation as a reliable source of goods.

## Safety throughout the supply chain



### 1. Manufacturing

Fertilizer is manufactured, primarily in western Canada, and safely readied for transport.

### 2. Transport

Fertilizer is carefully transported, primarily by rail or truck, to a distribution or retail centre.

### 3. Export

Fertilizer is moved by marine vessel or rail to international markets.

### 4. Sale & Application

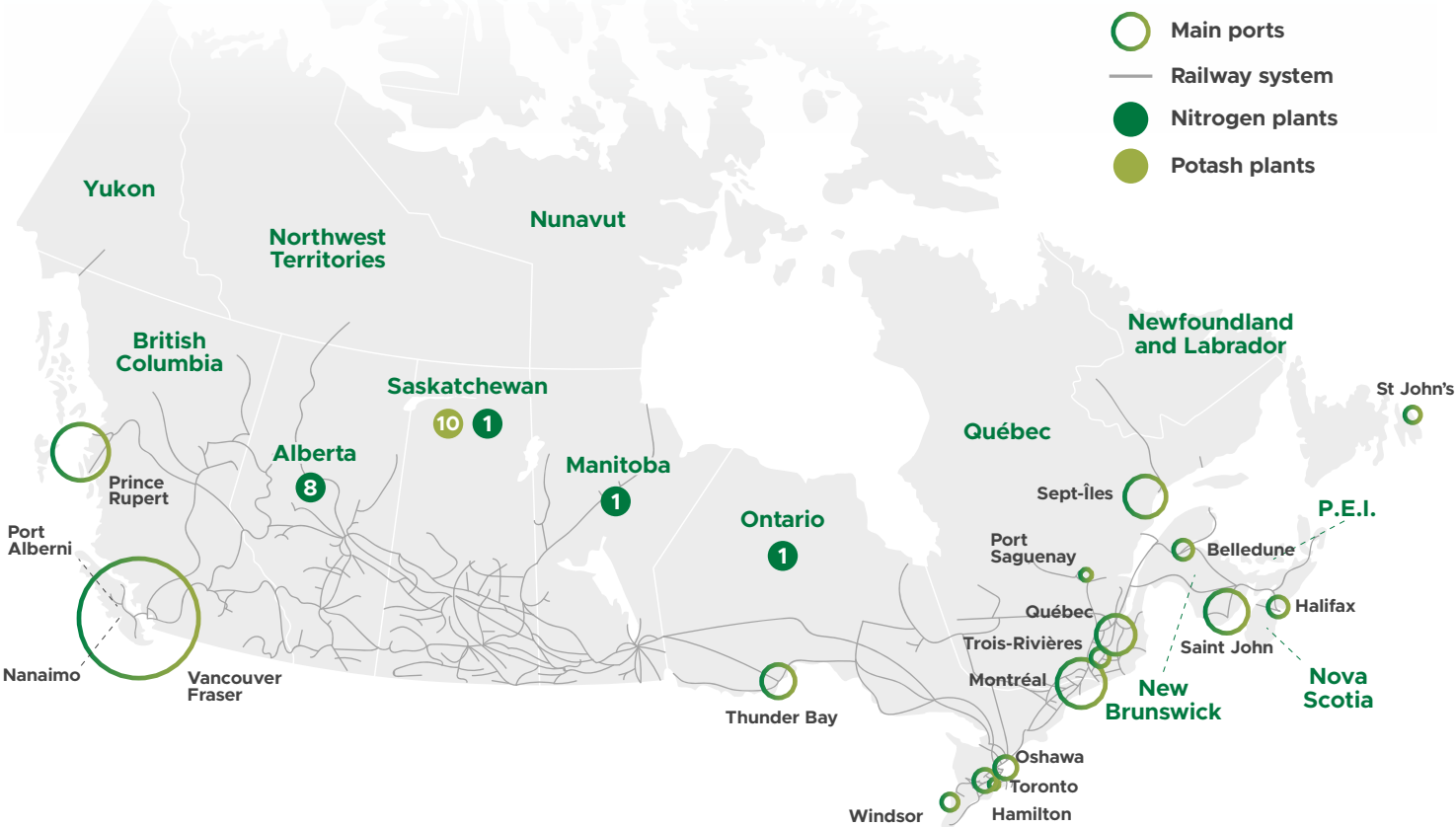
Fertilizer is safely delivered to the end-user, often a farmer, for application on crops.

# Canadian Transportation Routes

Fertilizer is produced and transported, often thousands of kilometres across Canada, where it is then used or exported.

Sensitive spring seeding periods make it even more important to have a reliable transportation network to get these essential goods where they need to go.

Railways and ports are essential infrastructure and improvements benefits all industries equally. Taking a resiliency lens to ensure investments are prioritized to help lessen the impact of local distribution will create a stronger, more reliable network for all.



## MODAL VOLUMES

MODE	Volume (Mt)	Average Distance Travelled (KM)	Total tonne Kilometres	% of Total Volume by Mode	% of Total Tonne Kilometres
Rail	26,909,599	2,240	60,265,544,482	74%	95%
Truck	9,105,212	338	3,073,969,683	25%	5%
Marine	125,000	1,000	125,000,000	0%	0%
Total	36,139,810	1,756	63,464,514,165		