

Fertilizer: Growing Canada



Fertilizer manufacturers produce about **24 MILLION TONNES** of nitrogen, potash, phosphate and sulphur fertilizers annually in some of the most technologically advanced and safest facilities in the world.



The industry contributes **\$12 BILLION** annually to the Canadian economy, with domestic farm gate sales valued at about **\$4.2 BILLION** a year.



Canada's fertilizer industry is export-driven, with nearly all potash and over half of nitrogen being shipped to **80** countries.



Over **12,000** people in Canada are employed directly by fertilizer companies in highly-paid, highly-skilled jobs such as engineers, scientists, and tradespeople working in mines, production plants, laboratories, and farm supply outlets.



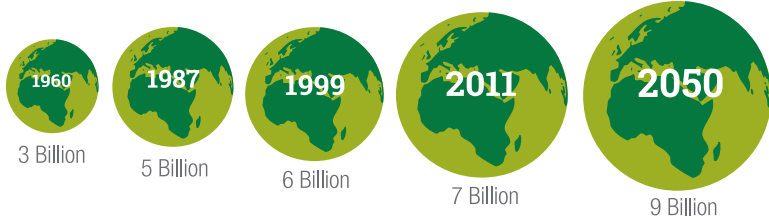
Many more jobs exist in related supply and service industries, such as **TRANSPORT AND FOOD PROCESSING**.



Fertilizer is the **THIRD HIGHEST** volume commodity shipped by Canadian railways.

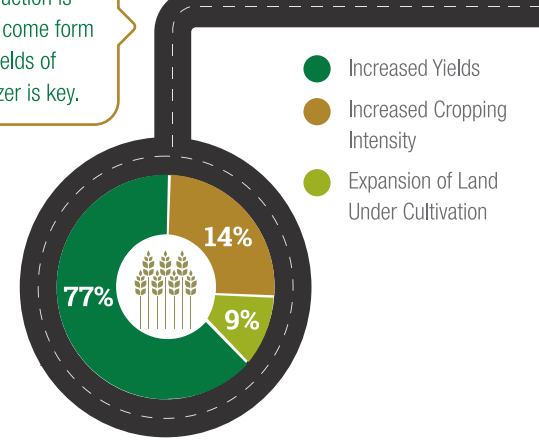
Resourceful

Sustainable



1 **77%** of future growth in crop production is expected to come from increased yields of which fertilizer is key.

2 By **2050**, the world will need to increase food production by **70%** to feed the world's growing population.



- Increased Yields
- Increased Cropping Intensity
- Expansion of Land Under Cultivation



3 In the last **20 YEARS**, the industry has achieved significant reduction in emission levels, while total production has increased. Using 4R Nutrient Stewardship farmers can substantially reduce nitrous oxide emissions by **15% TO 25%**.



4 4R Nutrient Stewardship practices also help to **PROTECT THE ENVIRONMENT** while helping farmers achieve the maximum economic yield from their fields. Applying fertilizers correctly reduces the amount of nutrients entering surface water and other bodies.

Fertilizer: An Industry that Works for Canada



Fertilizer is a key ingredient in the production of our food. The companies that make fertilizers are a major part of the Canadian manufacturing sector, and play an important role in the Canadian economy. The industry actively promotes responsible use of its products and supports efforts to maintain environmental stewardship.

Sustainability: A Positive Impact

Canadian agriculture is already focused on implementing innovative strategies for environmental stewardship. Fertilizer Canada promotes the voluntary adoption of 4R Nutrient Stewardship (Right Source @ Right Rate, Right Time, Right Place®). This world-leading, Canadian-made program allows producers to grow more food using existing farmland and ensuring the protection of the environment and the production of safe food for consumers and has the capacity to reduce greenhouse gas emissions from fertilizer use by 15 to 25 percent. Fertilizer retailers and farmers across Canada have adopted this framework to achieve efficiency while maintaining our soil, air and water.

A Key Player in the Canadian Economy

Fertilizer is the most important input for crops grown in Canada and around the world. Nitrogen, phosphorus, and potassium fertilizers are globally traded commodities, accounting for 12 percent of the global supply last year. Canada is also the largest exporter of potash, supplying 46 per cent of global product. The fertilizer industry faces strong competition for investment. Maintaining favourable economic conditions is critical to the industry's continued success in Canada.

From Facility to Farm Gate

Our members' customers are farmers; delivering fertilizers to them in a timely and efficient manner is critical to helping them feed the world. Canada's fertilizer industry is dependent on rail and truck to move product to domestic, United States, and offshore markets. In fact, two-thirds of member production is transported by Canada's railways and making the fertilizer industry the third largest customer of Canadian National Railway (CN) and Canadian Pacific Railway (CP). An efficient railway system is key to continuing the competitiveness of Canada's fertilizer industry.

World-Class Safety and Security

Safety is at the core of the fertilizer industry's operations, from production to loading and unloading of transportation containers. Through an effective combination of world-leading industry Codes of Practice and government regulation, the fertilizer industry promotes the safe and secure manufacturing, handling, storage, transportation, and application of commercial fertilizers across their life cycle.

For more information about why the fertilizer industry matters to Canada visit: fertilizercanada.ca