



CANADIAN FERTILIZER INSTITUTE  
INSTITUT CANADIEN DES ENGRAIS



## CFI ISSUES



## Transportation

### **Rail Freight Services Review**

CFI is actively participating in the federal rail *Freight Services Review* presently underway and is preparing a written brief to submit to the Review Panel this spring. The Review commenced in late 2008 and is scheduled to be finalized with a final report to be submitted by the Review Panel to the Minister of Transport, Infrastructure and Communities late this summer.

CFI is a founding and leading member of the Coalition of Rail Shippers Group ("CRS"), which is comprised of 18 rail shipper associations within Canada. CRS membership accounts for over 80% of the total freight revenues earned by CN and CP annually. CFI is working closely with the CRS group towards developing a CRS brief which will be submitted to the Review Panel, which will reflect the rail service needs and aspirations of our members.

Since 2006, CFI has been leading shipper advocacy of '*commercial dispute resolution*' as the preferred means of resolving rate and service disputes with the railways. CFI's brief to the Review Panel builds on the CDR framework and processes which were developed with the railways in 2006 and will advance CDR as the preferred means of enforcing shipper-carrier service agreements and of resolving service disputes in the future.

### **Railway Security and Liability**

CFI continues to work closely with TFI to address the many on-going issues related to domestic and cross-border security and liability associated with the movement of 'TIH-designated' fertilizer products across North America and to export positions. These issues encompass new and proposed national rail tank car standards, 3<sup>rd</sup> party carrier liability and railway tariffs relating to the movement of ammonia fertilizers, as well as to new government rules and fees relating to cross-border movements of goods and new customs fees and regulations, as they impact on our members.

## QUICK FACTS

### CANADA'S FERTILIZER INDUSTRY...

- Contributes \$7 billion annually to the Canadian economy and employs 12,000 Canadians
- Has farm gate sales valued at about \$3 billion a year
- Supplies fertilizer materials to over 50 countries

## ABOUT CFI

The Canadian Fertilizer Institute (CFI) is an industry association representing manufacturers, wholesale and retail distributors of nitrogen, phosphate and potash fertilizers. Our mission is to be the unified voice of the Canadian fertilizer industry by promoting the responsible, sustainable and safe production, distribution and use of fertilizers.



### **Liaison with Carriers**

In the late fall of 2009 CFI met with senior officers of CN to review and discuss recent changes to CN Tariffs impacting on CFI members shipping fertilizer products over CN's lines and to explore changes to those tariffs which could bring about operational efficiencies to CFI members, reduce costs in the handling of rail cars placed at CFI members facilities and improve lines of communication between CFI members and CN, and; to discuss CN's projected operational recovery and performance in 2010. The meeting with CN will be followed up with meetings with other carriers, including CP in 2010, in an effort to build stronger and more effective lines of communication between CFI members and their carriers.

### **The Canadian Fertilizer industry is asking Members of Parliament to encourage Transport Canada to:**

**Work with U.S. authorities to ensure that proposed security and liability rules for rail shipment of ammonia fertilizer does not cripple the North American market for crop nutrients**



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