



CANADIAN FERTILIZER INSTITUTE
INSTITUT CANADIEN DES ENGRAIS



CFI ISSUES



Transportation

Fertilizer and the World

- Canada is a trading nation. Our export-dependent economy is dependent on access to efficient and cost-effective railways, trucking and ocean ports.
- Canada is a leading exporter of nitrogen and potash fertilizer and a net importer of phosphorus fertilizer.
- Increasing demand for transportation and port services is constraining the fertilizer industry's ability to move goods to both international and domestic customers.
- This is resulting in increased transportation costs and may potentially lead to lost markets, something which Canadian exporters cannot afford.
- Canadian farmers, miners, and manufacturers depend on an effective transportation network to get their products to market. We need to ensure that transportation policy supports cost effective freight rates, user fees and services.

Port Metro Vancouver 'Gateway Infrastructure Program Advisory Committee

- Vancouver is the major gateway for potash exports to the Asia-Pacific region.
- Port Metro Vancouver wants to recoup its portion of the total costs associated with a number of infrastructure improvements to be undertaken by March 31, 2014.
- CFI has been appointed to the Port Metro Vancouver Gateway Infrastructure program Advisory Committee to consult on appropriate models for this "Gateway Infrastructure Fee".
- Total costs of these infrastructure improvements are currently set at \$676 million. Port Metro Vancouver's portion of the total costs has been set at \$167 million, which will be recouped from Port users.
- This fee is intended to be applied through a mechanism that the Port states is both fair and equitable to its users.

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.



At this time we have two concerns: exclusion of non-freight traffic and the inclusion of debatable infrastructure projects.

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

- **Ensure that a proposed “Gateway Infrastructure Fee” at Port Metro Vancouver is both fair and equitable to all Port users, including fertilizer exports**



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